



**FRANCHISE DISCLOSURE DOCUMENT**  
**TACO BELL EXPRESS**  
**TACO BELL FRANCHISOR, LLC**  
**A Delaware limited liability company**  
**1 Glen Bell Way**  
**Irvine, California 92618**  
**(949) 863-4500**  
**www.tacobell.com/company**  
**Email: recruiting@tacobell.com**

The licensee will operate a Taco Bell Express Unit offering inexpensively priced, quality Mexican-style food for take-out eating. Taco Bell Express Units are situated at locations which are inappropriate (e.g., because of size or layout constraints) for our Traditional Units, In-Line Units or End-Cap Units.

The initial investment necessary to begin operation of a Taco Bell Express Unit ranges from \$262,950 to \$649,700 including \$22,500 that must be paid to the licensor and for the first unit only, \$27,250 that must be paid to an affiliate. For a Power-Pumper, the total investment ranges from \$354,850 to \$770,700 including \$22,500 that must be paid to the licensor and for the first unit only, \$27,250 that must be paid to an affiliate. The total investment necessary to begin operation of an existing restaurant ranges from \$152,250 to \$1,766,250 or more, excluding real property, all of which must be paid to licensor or an affiliate.

This disclosure document summarizes certain provisions of your license 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 licensor or an affiliate in connection with the proposed license sale. **Note, however, that no government 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 Franchise Recruiting, 1 Glen Bell Way, Irvine, CA 92618 or 949-863-4500 or recruiting@tacobell.com.

The terms of your contract will govern your license 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 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, DC 20580. You can also visit the FTC's home page at [www.ftc.gov](http://www.ftc.gov) for additional information. Call your state agency or visit your public library for other sources of information on franchising.

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

Issuance date: March 26, 2024

## 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
<b>How much can I earn?</b>	Item 19 may give you information about Unit sales, costs, profits or losses. You should also try to obtain this information from others, like current and former licensees. You can find their names and contact information in Exhibit F.
<b>How much will I need to invest?</b>	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.
<b>Does the franchisor have the financial ability to provide support to my business?</b>	Item 21 or Exhibit G includes financial statements. Review these statements carefully.
<b>Is the franchise system stable, growing or shrinking?</b>	Item 20 summarizes the recent history of the number of company-owned and license Units.
<b>Will my business be the only Taco Bell business in my area?</b>	Item 12 and the provisions in the Integrated Expansion Policy describe whether the franchisor and other franchisees or licensees can compete with you.
<b>Does the franchisor have a troubled legal history?</b>	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
<b>What’s it like to be a Taco Bell licensee?</b>	Exhibit F lists current and former licensees. You can contact them to ask about their experiences.
<b>What else should I know?</b>	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.

## What You Need to Know About Franchising *Generally*

**Continuing responsibility to pay fees.** You may have to pay royalties and other fees even if you are losing money.

**Business model can change.** The license agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

**Supplier restrictions.** You may have to buy or lease items from the franchisor or a limited group of suppliers the licensor designates. These items may be more expensive than similar items you could buy on your own.

**Operating restrictions.** The license agreement may prohibit you from operating a similar business during the term of the license. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

**Competition from licensor.** Even if the license agreement grants you a territory, the franchisor may have to right to compete with you in your territory.

**Renewal.** Your license agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

**When your franchise ends.** The franchise agreement may prohibit you from operating a similar business after your license ends even if you still have obligations to your landlord or other creditors.

### Some States Require Registration

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information provided in Exhibit A.

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

## Special Risk(s) to Consider About *This Franchise*

Certain states require that the following risk(s) be highlighted:

1. **Out-of-State Dispute Resolution.** The franchise agreement requires you to resolve disputes with the franchisor by litigation only in Orange County, California. Out of state litigation may force you to accept a less favorable settlement for disputes. It may also cost more to sue us in Orange County, California than in your home state.

Certain states may require other risks to be highlighted. Check the “State Specific Addenda” (if any) to see whether your state requires other risks to be highlighted.

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## **Item 1**

### **THE LICENSOR AND ANY PARENTS, PREDECESSORS AND AFFILIATES**

#### **The Licensor and its Parents**

Taco Bell Franchisor, LLC is the licensor and is referred to as “we” or “us.” The buyer of a license will be referred to as “you” or “Licensee,” including if you are an approved corporation, limited liability company, partnership, or other entity, and includes the entity’s owners.

Disclosure laws require all disclosure documents to be written in “plain English.” The use of different words in this disclosure document, which we will sometimes refer to as the “FDD,” from the words used in the agreements themselves to describe the parties’ rights and obligations is not intended to diminish or modify in any way the rights and obligations stated in the agreements themselves.

We are a Delaware limited liability company formed on February 23, 2016. We conduct business under the names Taco Bell® and Taco Bell Express®. Our principal business address is 1 Glen Bell Way, Irvine, California 92618.

Our predecessor and intermediate corporate parent is Taco Bell Corp. (“TBC”), a corporation organized in the state of California in 1962. TBC also conducts business under the names Taco Bell and Taco Bell Express. TBC’s principal business address is 1 Glen Bell Way, Irvine, California 92618. TBC has been in the quick-service restaurant business for over 60 years, has operated Taco Bell Units since 1962 (when the first such Unit opened) and has operated Taco Bell Express Units since 1991 (when the first such Express Unit opened). TBC had offered and sold franchises in the United States between 1964 and the date on which the financing transaction described below was consummated, which was on May 11, 2016. On that date, we became the franchisor of Taco Bell and Taco Bell Express Units in the United States.

Our other intermediate corporate parent is Taco Bell Funding, LLC, a Delaware limited liability company formed on February 23, 2016, in connection with the financing transaction described below. The principal business address of Taco Bell Funding, LLC is 1 Glen Bell Way, Irvine, California 92618.

Our direct corporate parent is Taco Bell Franchisor Holdings, LLC (“TB Holder”), a Delaware limited liability company formed on March 10, 2016, in connection with the financing transaction described below. The principal address of TB Holder is 1 Glen Bell Way, Irvine, California 92618.

Our ultimate corporate parent is YUM! Brands, Inc. (“YUM”). YUM’s offices are located at 1441 Gardiner Lane, Louisville, Kentucky 40213.

Our agents for service of process are listed in Exhibit A to this disclosure document.

#### **Our Affiliates and Parents that Offer Franchises/Licenses or Provide Products/Services**

The following are our affiliates that either (a) offer franchises or licenses within the United States or (b) provide products or services to you if you are located in the United States.

The number of Units that each affiliate operates or franchises, as described in the following table, includes multi-brand Units in which more than one brand is operated.

<b>Name and Address</b>	<b>Business</b>
Taco Bell Corp. (“TBC”) 1 Glen Bell Way Irvine, CA 92618	Formed in 1962, TBC provides certain services and, acting on our behalf as our designated manager and predecessor pursuant to a Management Agreement (as described in more detail below), fulfills certain of our obligations and duties to you under your Taco Bell License Agreement.
Taco Bell of America, LLC (“TBA”) 1 Glen Bell Way Irvine, CA 92618	Formed in Delaware on September 26, 1997 as Taco Bell of America, Inc., and converted to a Delaware limited liability company on December 12, 2011. TBA provides certain services to us and our franchisees, including but not limited to real estate and leasing services.
Yum Restaurant Services Group, LLC (“YRSG”) 7100 Corporate Drive Plano, TX 75024	Formed on November 18, 1996, YRSG provides and consolidates common services to YUM’s restaurant companies and its subsidiaries, including us, such as accounting, data processing, purchasing, and restaurant and nontraditional development.
YUM! Brands, Inc. (“YUM”) 1441 Gardiner Lane Louisville, KY 40213	Our ultimate parent company provides certain services to us and our subsidiaries on a consolidated basis, and also provides certain services to our franchisees and licensees.
Yum Connect, LLC (“Yum Connect”) 1441 Gardiner Lane Louisville, KY 40213	Formed in Delaware on July 16, 2019, and provides services such as technology support. Yum Connect has never offered franchises for Units or any other concepts.
TBA Services, LLC (“TBAS”) 1 Glen Bell Way Irvine, CA 92618	Formed in Delaware on July 28, 2017, and is the approved vendor for restaurant technology service desk support, including but not limited to POS, BOH, payment systems, order confirmation boards, kitchen display systems, kiosks, network, and mobile. TBAS has never offered franchises for Units or any other concepts.
Pizza Hut, LLC (“Pizza Hut”) 7100 Corporate Drive Plano, TX 75024	A Delaware limited liability company organized on May 20, 2016, Pizza Hut operates and franchises “Pizza Hut”® restaurants, which specialize in the pizza distribution business. As of December 31, 2023, Pizza Hut operated 7 traditional Pizza Hut restaurants, 96 franchisees operated a total of 5,300 traditional restaurants, and 143 licensees operated a total of 1,313 non-traditional license restaurants. Pizza Hut has not offered franchises in any other line of business, with the exception of the WingStreet franchises, but may do so in the future.
KFC US, LLC (“KFC”) and subsidiaries 1900 Colonel Sanders Lane Louisville, KY 40213	Together with its predecessors, have operated and franchised KFC® restaurants that specialize in quick-service chicken entrée items and side items since 1952. As of December 25, 2023, KFC and its subsidiaries operated 46 traditional KFC restaurants, 260 franchisees operated 3,715 traditional restaurants, and 21 licensees operated 30 non-traditional restaurants. During the past ten-year period immediately preceding the date of this disclosure document, KFC has not offered franchises in any other line of business.
HBG Franchise, LLC 1 Glen Bell Way  Irvine, CA 92618 (“HBG”)	A Delaware limited liability company organized on February 13, 2013. HBG franchises, and through its affiliates operates, “Habit Burger Grill” restaurants offering made-to-order chargrilled burgers, sandwiches and more for take-out and on-premises seating. As of December 26, 2023, HBG’s affiliate operated 307 Habit Burger Grill restaurants. A total of 49 traditional Habit Burger Grill restaurants were operated by 7 franchisees and 10 non-traditional restaurants were operated by 8 licensees. HBG has not offered franchises in any other line of business, but may do so in the future.
GCTB, LLC	Our affiliate and a wholly owned subsidiary of TBC, GCTB, LLC, manages the Taco Bell gift card program.

We have a number of additional affiliates that offer franchises, including “Taco Bell” franchises, in foreign countries, and affiliates that provide certain products and services to franchisees who are located and do business in such foreign countries. During the ten-year period immediately preceding the date of this disclosure document, neither we nor “TBC” have offered franchises in any other line of business. Unless otherwise stated, the information in this disclosure document does not concern international operations or licensing of Taco Bell Units. Additionally, franchise opportunities in Hawaii, if any, are offered under a separate franchise disclosure document.

### **The Financing Transaction and the Management Agreement**

On May 11, 2016, our predecessor, TBC, engaged in a securitization transaction to repay, or to fund a deposit for the payment in full of, certain outstanding indebtedness of affiliates of TBC and to terminate all commitments thereunder. Taco Bell Funding, LLC arranged for an initial deposit and/or for the issuance of an interest reserve letter of credit to fund an initial senior notes interest reserve deposit. Any additional net proceeds were distributed to TBC to pay certain transaction-related expenses, or for general corporate purposes and may also be used to return capital to shareholders of Yum! Brands Inc. Follow-on securitization financings occurred in 2018 and 2021.

A securitization transaction involving a franchisor, such as TBC, requires that the franchisor restructure itself and form new entities. Thus, immediately upon the closing of the 2016 securitization financing, we became the new “franchisor” of the Taco Bell franchise system with respect to the franchised and licensed Units in the United States. Also immediately upon the closing of the securitization financing, our affiliate, Taco Bell IP Holder, LLC, had contributed to and became the owner of substantially all existing and thereafter acquired United States intellectual property related to the Taco Bell brand (including substantially all trademarks, service marks, patents, copyrights, trade secrets, confidential or proprietary information, all social media account names or identifiers and all registrations related thereto (see Items 13-14 of this disclosure document for detailed information regarding the Taco Bell trademarks, service marks, patents, copyrights and proprietary information)). Taco Bell IP Holder, LLC has granted to us a license to use and to sublicense such Taco Bell intellectual property in connection with franchised and licensed Units.

As a result of the securitization financing transaction, and pursuant to a management agreement between TBC, us and certain affiliates, TBC (at all times acting on our behalf) carries out all of our duties and obligations under Taco Bell Franchise and License Agreements governing Units situated in the United States. These designated duties include: discharging all of our obligations to franchisees and licensees; managing the Taco Bell system; marketing, offering, and negotiating new and renewal Taco Bell Franchise and License Agreements (in TBC’s capacity as our “franchise broker”); furnishing assistance to our franchisees and licensees in the United States; establishing and/or providing our quality assurance programs; and otherwise, on our behalf, fulfilling all duties which we owe under Taco Bell Franchise and License agreements governing Units in the United States. As the post-securitization manager of the Taco Bell network, TBC also administers the Taco Bell National Advertising Fund Administration (“NAFA”).

If, at any time, TBC fails to perform its obligations to Taco Bell franchisees or licensees pursuant to the management agreement between TBC and us, then TBC may be replaced as manager of the Taco Bell franchise network. However, as franchisor, we will always be ultimately responsible for ensuring that all duties and obligations owed to Taco Bell franchisees and licensees under Taco Bell Franchise and License Agreements, respectively, are fulfilled.

### **Our Business and the License Offered**

We grant non-exclusive rights (“licenses”) to you to operate, by utilizing the Taco Bell name, trademarks, tradenames, trade secrets, logotypes, commercial symbols, service marks, and other intellectual property (the “Trademarks”), a variety of quick-service consumer dining facilities presenting various items



of inexpensively priced, quality Mexican-style food for take-out and on-premises eating by the general public. We and our affiliates operate facilities of the same kind, as well as other types of dining facilities. You will be an independent business person and will assume all business risk associated with operating a Taco Bell facility.

Traditionally, Taco Bell buildings include a kitchen facility where food is prepared and assembled, a counter where orders are placed, paid for and food is delivered, tables and seats for customers and, frequently, an automobile drive-thru (“Traditional Units”). We offer franchises for Taco Bell Traditional Units, In-Line Units and End-Cap Units in our separate disclosure document for those Units.

This disclosure document offers our licenses for less elaborate facilities known as Taco Bell “Express Units.” As we determine for each specific location, the Express Unit will offer either the full Taco Bell menu or a limited menu composed of items from the full menu. At some Express Units, a few items from the limited menu are prepared somewhat differently than items of the same or similar name from the full menu. The Express Units are generally known as Express Units, Power Pumpers, or In-Lines. Express Units include stand-alone units constructed on sites within larger buildings and permanently constructed installations of various configurations taking advantage of available space in various types of locations. Power Pumpers are Express Units with several of the above features that share a facility with a gas and convenience store and In-Lines are Express Units that also include the other above features but may or may not have a drive-thru. In our sole discretion, certain Power Pumpers or In-Lines may be categorized as Traditional Units; franchises for these Units will be offered under our disclosure document for Traditional Units. For the purposes of this disclosure document we will describe the Express Units only, which we will occasionally refer to as the Units or Express Units.

We have identified several categories of locations for the Express Units: colleges and universities, some dual brand facilities, airports, In-Line locations, gas and convenience stores with a drive-thru, Power-Pumper locations, and other types of Express Units. The standard terms and conditions for the operation of Express Units are described in the license agreement (the “License Agreement”) (see Exhibit B-1).

Under the License Agreement for new Express Units, the length of the term is 10 years, or 10 to 20 years for new Power Pumpers. The royalty rate is 10% of gross sales and the initial license fee is \$22,500. On occasion we or our affiliate will offer one or more existing KFC/Taco Bell units (“KT Units”) for purchase by certain licensees or franchisees. Under the Taco Bell License Agreement for existing KT Units purchased from us or an affiliate, the length of the term generally ranges from 9 months to 5 years but may be longer in certain instances, the royalty rate is 10% of gross sales and the initial license fee for the Taco Bell portion of an existing KT Unit is prorated for the specified term calculated at the rate of \$2,250 for each partial or full year. We reserve the right in our sole and absolute discretion to modify the initial license fees and/or royalty rate on a temporary or permanent basis for atypical locations or unusual development or operational circumstances.

As specified in the License Agreement, you will have the right to use some or all of our Trademarks and to operate an Express Unit for a limited period of time. License Agreements may be offered on varying terms as appears appropriate in our discretion.

You must operate your facilities according to methods, standards, and procedures (the “System”) that we provide in minute detail. The System is the sole property of us and our affiliates and is embodied in an online platform (which we call “OneSource”). We will provide OneSource to you via electronic access to a confidential OneSource website, which also contains our on-line training courses. You agree that it is your responsibility to provide access to OneSource to those of your employees (but no other persons) for whom we intend to have access to OneSource. Your failure to follow the System standards contained in OneSource is a breach of the License Agreement.

We may periodically revise and update OneSource or the System as we deem advisable, and with each revision, you must follow OneSource or the System as it is revised. The revisions may have the effect of requiring you, without your consent, to alter fundamentally the way in which you operate your Unit.

A number of factors increase the business risk to the successful operation of Units over and above the competition from other dining facilities. For instance, the Express Units that are located within larger facilities are especially dependent for their own success upon the continued successful operation of the larger facilities. We give no assurance that a Unit will be successful, yield positive cash flow, or operate at a profit.

In some cases, we or our predecessor have authorized our licensees to sell products of an affiliated quick service restaurant concept (*e.g.*, KFC or Pizza Hut), from an Express Unit, which unit is commonly known as a 2n1 or 3n1. We no longer offer new 2n1 or 3n1 new unit development. Should you be approved to purchase from us or an affiliate an existing KT Unit, 2n1 or 3n1 you will be required to sign the then-current form of license agreement or franchise agreement for the Taco Bell portion of the Unit. Franchise agreements are offered under and described in a separate franchise disclosure document.

To incentivize licensees to develop we currently offer the Walmart Test Incentive Program. Walmart captive locations pose a large opportunity for incremental restaurant growth at a lower investment than traditional freestanding development.

The Walmart Test Incentive cannot be combined with other incentive programs applicable to locations that operate under a Taco Bell franchise agreement rather than a license agreement, but Units opened under the Walmart Test Incentive Program will count toward determining Net New Units/Growth under the National Incentive program related to your franchise locations during the time period they are open, meaning that these units will help accelerate you to the next National Incentive Tier.

To qualify for the Walmart Test Incentive Program, you must register a Unit site for an approved Walmart In-Line location and open the Unit by December 31, 2024. Because the Express Units at these locations will operate under a license agreement, they do not receive the same protections of Taco Bell's Integrated Expansion and Development Policy ("IE Policy") as a franchise location would, and you will not have the same objection rights to nearby development.

If you qualify for the Walmart Test Incentive Program and open the qualifying Unit by December 31, 2024, we will: (i) waive what would otherwise be an initial license fee of \$22,500; (ii) provide you with a License Agreement with a 10-year initial term and an option to enter into a successor agreement with a 10-year term, subject to your meeting our then-current successor license policy, including completing a successor remodel and paying a successor fee.

Additionally, if the Unit is one of the first Walmart registrations, you will receive a cash incentive based on the actual registration date: a) \$100,000 for the first 25 Walmart registrations in the System; b) \$75,000 for the next 26-50 Walmart registrations in the System; c) \$50,000 for the next 51-71 Walmart registrations in the System.

In the event you choose to close the Unit prior to the expiration of the full 10-year initial term, you must pay to us the initial license fee and refund any cash incentive that you received from us.

### **Competition and Regulation**

The foodservice industry in which Units compete is characterized by rigorous competition. The foodservice industry is sensitive to economic upturns and downturns and to many other factors both within and beyond the control of restaurant operators, *e.g.*, ingredient and capital costs and the availability of labor

and supplies. The skill and acumen of the restaurant's operator and staff are critically important. Many ventures fail.

The Units operated by us and/or our affiliates, and the Units operated by you compete directly for business with virtually all other forms of consumer dining facilities, with other Mexican-style restaurants (both quick-service and other), with other non-Mexican quick-service restaurants, and with traditional restaurants of all types. In general, all Units, including Express Units, also compete with grocers and the sellers of food that is intended to be prepared and eaten at home.

The Units also compete with facilities operated or franchised by YUM's other food service concepts, KFC, Pizza Hut and HBG. Periodically, KFC, Pizza Hut and HBG share information with each other and with us about these businesses that may not be available to you or to the general public.

The License Agreement does not provide territorial protection or exclusivity for you, although we may grant such rights in separate transactions or by policy on a temporary basis. If you also own Traditional Units as described above, our IE Policy describes conditions that in some instances could limit or restrict site registrations and restaurant development. Granting a license does not imply that we will grant additional licenses to you. Except as stated above, we may establish additional Units anywhere, use the Trademarks anywhere in other ways that may compete with Units operated by you, and establish Units that have the effect of reducing the sales or profits of Units operated by you. Likewise, KFC, Pizza Hut, and HBG restaurants, and other chains that in the future may come to be controlled in whole or in part by YUM or its divisions and subsidiaries may be established at any location, regardless of the proximity to your Unit.

The foodservice industry is heavily regulated in the United States by federal, state, and local governments.

The Affordable Care Act of 2010 and regulations issued by the U.S. Food and Drug Administration (the so-called "menu labeling rule") require covered retail foodservice establishments, including those that are part of a chain of 20 or more units, to disclose to consumers, on menu boards, online ordering platforms, and otherwise, certain nutritional information regarding menu items.

Other laws have particular applicability to restaurants and other retail foodservice establishments, including food safety and health and sanitation laws and liquor license laws, liquor liability, and dram shop laws (if alcoholic beverages are offered or sold on the premises). Many states and municipalities also require specific licensure or training in sanitation and safety laws before permitting a restaurant to serve the public.

To operate the Unit, you may also need to obtain a liquor license. State and local laws, regulations and ordinances vary significantly in the procedures, difficulty and cost associated with obtaining a license to sell liquor, the restrictions placed on the manner in which liquor may be sold, and the potential liability imposed by dram shop laws involving injuries, directly and indirectly, related to the sale of liquor, and its consumption. You will need to understand and comply with those laws in operating the Unit.

Recently, some cities have enacted laws that impose specific burdens targeted retail foodservice establishments that serve foods or beverages that are high in sugar and/or salt. Such cities may require restaurants operating in their jurisdiction to pay additional taxes on the sale of sugar sweetened beverages and/or may require retail foodservice establishments to warn consumers of high-sodium menu items.

Some states and cities also require that retail food establishments provide information to consumers about food allergens.

Several states have passed laws restricting the use of plastic packaging and straws, and some have explicitly banned perfluoroalkyl substances, otherwise known as "PFAS," in food packaging. Some states limit "food packaging" to paper-based packaging, like pizza boxes, while other states prohibit PFAS in any

food packaging, including plastic packaging. PFAS appear in disposable products commonly used in the restaurant industry, such as takeout containers, sandwich wraps, and bags.

The Food and Drug Administration finalized a rule in late 2022 that would impose traceability requirements on a wide range of food establishments, including some restaurants. Although the effective date is not until 2026, the rule would impose significant recordkeeping requirements on regulated entities, and such entities will need to train employees to understand how to comply with the new requirements.

To operate the Unit, you will need to determine and understand the laws that apply in your geographic area and then implement compliance procedures, as needed, to ensure your Unit's full compliance with applicable laws and regulations.

Many of the laws that apply to business generally, like the Americans with Disabilities Act, federal wage and hour laws, and the Occupation, Health and Safety Act, also apply to restaurants and other retail foodservice establishments. Your development and operation of the Unit will also be subject to compliance with applicable zoning, land use and environmental regulations as well as federal and state minimum wage laws governing such matters as working conditions, overtime and tip credits and other employee matters. It is likely that a significant number of your Unit's food service and preparation personnel will be paid at rates related to the federal minimum wage and, accordingly, further increases in the federal, state or local minimum wage will affect your labor costs.

The federal Clean Air Act and various implementing state laws require certain state and local areas to meet national air quality standards that limit emissions of ozone, carbon monoxide and particulate matters, including emissions from commercial food preparation. Some areas have also adopted or are considering proposals that would regulate indoor air quality.

We recommend that you check with your state and local agencies to determine which laws apply to the operation of a Unit in your area. You should consider these laws and regulations when evaluating your purchase of a license.

## **Item 2**

### **BUSINESS EXPERIENCE**

#### **Chief Executive Officer: Sean Tresvant**

Sean Tresvant was appointed our Chief Executive Officer in January 2024. From January 2023 to January 2024, Mr. Tresvant served as our Chief Global Brand and Strategy Officer. Prior to that Mr. Tresvant served as our Chief Brand Officer from December 2021 to December 2022. Prior to Taco Bell, Mr. Tresvant was with Nike for 16 years where he served as Chief Marketing Officer – Jordan Brand from July 2020 to December 2021 and Vice President Marketing – Jordan Brand from September 2018 to July 2020.

#### **President, North America and International: Scott Mezvinsky**

Scott Mezvinsky was appointed our President, North America and International in November 2023. Prior to that he served as our President of North America Division from August 2023 to November 2023. Prior to that he served as Managing Director, North America and Global Chief Finance Officer from January 2023 to August 2023. From February 15, 2021 to January 2023, Mr. Mezvinsky served as Chief Strategy and Finance Officer. Prior to that he served as General Manager of KFC Iberia based in Madrid, Spain from June 2018 to February 2021.

#### **Global Chief Finance Officer: Neil Manhas**

Neil Manhas was appointed our Global Chief Financial Officer on June 1, 2023. From September 2022 through May 2023, Mr. Manhas served as our Vice President of Finance. Prior to that he served in Pizza Hut UK as Managing Director from September 2016 to September 2022 while also serving as the European Chief Financial Officer from January 2020 to August 2022.

**Global Chief Legal Officer, Secretary and Director: Julie Davis**

Julie Davis was appointed our Global Chief Legal Officer in October 2018, was appointed to the Board of Directors of Taco Bell in March 2018, and she has served in those positions since those respective times. She has also served as our Secretary since February 2018.

**Global Chief Food Innovation Officer: Elizabeth Matthews**

Elizabeth Matthews was appointed our Global Chief Food Innovation Officer in 2013.

**Global Chief People & Transformation Officer: Kelly McCulloch**

Kelly McCulloch was appointed our Global Chief People & Transformation Officer in January 2020. From July 2018 to January 2020 Ms. McCulloch served as Chief People Officer for Pizza Hut.

**Global Chief Operating Officer: Jason Kidd**

Jason Kidd was appointed our Chief Operating Officer in February 2024. From December 2020 to January 2024 Mr. Kidd served as President of Hearing Lab Technology, LLC. Prior to that he served as President and Chief Operating Officer for 99 Cents Only Stores from February 2018 to September 2020. Prior to that he served as Senior Vice President Operations from September 2014 to February 2018.

**Chief Development Officer, Taco Bell North America: Matthew Shaw**

Matthew Shaw was appointed our Chief Development Officer, Taco Bell North America in August 2022. Mr. Shaw has been with Taco Bell in a variety of real estate, development, and financial roles since 1999. Prior to becoming Chief Development Officer, he most recently served as our Vice President of Franchising and Development from January 2019 to August 2022.

**Chief Digital and Technology Officer: Dane Mathews**

Dane Mathews was appointed our Chief Digital and Technology officer in February 2024. From September 2022 to January 2024 Mr. Mathews served as Chief Digital Officer. From September 2021 to August 2022, Mr. Mathews served as Vice President of Precision Marketing for Conagra Brands. Prior to that he served as Vice President of Digital Acceleration and Marketing Transformation for Conagra Brands from November 2020 to September 2021. Prior to that he served as Head of Marketing Activation and CRM for Conagra Brands from May 2019 to November 2020. Prior to that Mr. Mathews served as Vice President and Head of Marketing for Roti Modern Mediterranean from August 2017 to April 2019.

**Chief Marketing Officer: Taylor Montgomery**

Taylor Montgomery was appointed our Chief Marketing Officer in February 2023. From May 2022 to February 2023 Mr. Montgomery served as our Vice President, Brand Marketing. Prior to that, he served as our Vice President of Taco Bell International from July 2021 to May 2022. Prior to that he served as our Senior Director of Brand Marketing from January 2019 to July 2021.

### **Item 3**

#### **LITIGATION**

##### **Our Actions**

None.

##### **Predecessor, Parent and Affiliate Actions:**

Alfarah Restaurant Group of IN, Inc. v. Taco Bell Franchisor, LLC and Flynn Restaurant Group, LP, Indiana Superior Court, Marion County, Case No. 49D01-2311-PL-045310

On November 30, 2024, the plaintiff, a licensee of a Taco Bell Unit in Indiana, filed the above complaint against Taco Bell Franchisor, LLC and Flynn Restaurant Group, LP (collectively, “Defendants”) alleging violation of the Indiana Franchise Deceptive Practices Act. Plaintiff alleged that Defendants violated the statute when a cantina In-Line Unit opened in proximity to its Unit. The relief sought was injunctive relief and monetary damages. No conclusions of law or fact were issued by the court. The matter has been resolved.

##### **Franchisor-Initiated Actions Against Licensees:**

None.

Other than this 1 action, no litigation is required to be disclosed in this Item.

### **Item 4**

#### **BANKRUPTCY**

No bankruptcy is required to be disclosed in this Item.

### **Item 5**

#### **INITIAL FEES**

The initial license fee for an Express Unit is \$22,500. The initial license fee for a Power Pumper Unit will range from \$22,500 to \$45,000. We may modify the initial license fees for atypical locations or unusual development or operational circumstances. These initial license fees are part of the general revenues for us and are not set aside for any particular purpose. The initial license fee is not refundable after receipt of payment from the licensee unless we determine in our discretion that the licensee and the Unit qualify for a waiver or reduction in the initial license fee.

##### **I. Published Incentives**

As described in Item 1, we currently offer qualifying licensees a Walmart Test Incentive Program for the development of approved Express Units. Licensees who qualify for this incentive program will benefit from a number of incentives, one of which (if the conditions are met and followed) is the waiver of what would otherwise be an initial license fee of \$22,500.

##### **II. Registration and Payment of Initial License Fee**

Existing licensees may apply for a license for a specific location by registering the site on

MYTACOBELL, which website will be made available to you after you are approved by us as eligible to become a licensee, and paying a \$10,000 deposit towards the initial license fee. The deposit is not refundable unless after receipt of payment from the licensee, we determine that the licensee and the restaurant qualify for a waiver or reduction in the initial fee.

After your receipt of notification that we have approved your site location and upon ground break of the Unit, the balance of the initial license fee is due. After receipt of payment, we will prepare and send to you the License Agreement and Release (see Exhibits B-1 and C). If the initial license fee is not paid in full or the license documents are not timely signed and returned to us, we will not permit the Unit to open for business.

### III. Units Acquired from the Company or our Affiliates

On occasion we or an affiliate will sell to certain licensees or franchisees one or more existing Units including KT Units operated by us or an affiliate. If you purchase the license for an existing Unit operated by us or an affiliate, the total purchase price for the restaurant may exceed \$1,800,000, excluding real property costs, and will include the per Unit initial license fee and amounts representing the value of the building, equipment, signs and inventory. The purchase price for the sale of one or more existing restaurants varies and is typically based on a multiple of cash flow. If the sale includes a multi-brand restaurant, the initial franchise fee for the other brand is not included in the purchase price and must be paid separately, and you will be required to comply with the other brand's standards and sign additional documentation. You will enter into an Asset Purchase Agreement ("APA") with us in a format substantially similar to that attached as Exhibit I. The APA will define the purchase price and other expenditures and obligations you are to pay or assume to purchase the Units covered by the APA. You will be required to pay a deposit that will vary in amount depending on the size of the transaction, but is generally 2% of the purchase price. The deposit is refundable only in certain situations as specified in the APA. You may be required to enter into a Market Build Out Agreement, in a form similar to that included in the APA (see Exhibit J to the APA), for the development of one or more new Units.

When more than one Unit is being sold, the Units are not individually priced but are sold as a group and may or may not include the purchase of the real property. Over the last 3 years, 2021 through 2023, our affiliate, Taco Bell of America, LLC, and/or its affiliates, sold groups of Units, ranging from 1 to 4 Units with the sales prices ranging from \$1.1 million to \$16 million per group.

### V. Development Services

For the first Unit that you open, we may require that you enter into a Development Services Agreement (see Exhibit L) with our affiliate YRSG for construction services to be provided by YRSG (or its designee) at a cost of \$25,000. You will be required to submit payment by check or via wire prior to your submission of a site for approval. You must also pay YRSG directly for all ADA inspection costs (which are estimated to cost \$2,250). YRSG (or its designee) also provides optional real estate services at a cost of \$10,000. YRSG's specific development and real estate services are detailed in Item 8.

For the first Unit that you open, you may be required to use one of three preferred national A&E consultants to do the A&E work, the names of which will be provided to you once you are approved by us as eligible to become a licensee, and the estimated cost for which is included in the Permits, Licenses, Security Deposits estimated costs listed in Item 7.

For your second and subsequent Units, you are not required to, but may, sign a Development Services Agreement with YRSG for construction and/or real estate services to be provided by YRSG (or its designee), at the costs provided above, or you may use an approved third-party construction management firm.

**Item 6**

**OTHER FEES**

<b>Column 1 Type of Fee (Note A)</b>	<b>Column 2 Amount</b>	<b>Column 3 Due Date</b>	<b>Column 4 Remarks</b>
Period License Fee (Note C)	10% of the Unit's Gross Sales (Note B)	On or before the 5th business day immediately following the accounting period in which the sales were made	"Gross Sales" means all payments received for sales and services of any nature excluding only sales taxes, employee meals, overrings and refunds to customers
Late charges	The lesser of 18% per annum or the highest rate permitted by New York law, plus the then-customary administrative charge	As billed	Payable on all fees which are not paid when due
All Access Fee*	\$1,000/year	As billed	Payable to us or an affiliate. Amounts subject to change as part of our All Access Policy
Digital Transaction Fee for Mobile, Web, Kiosk, Connect Me, Drive-Thru & Delivery Orders	\$0.19 per digital transaction	As billed	Payable to us or an affiliate. Amounts subject to change as part of our All Access Policy
Gift Card Transaction Fee	\$0.19 per gift card transaction	As billed	Payable to our affiliate GCTB, LLC
Additional Trainee Fee	\$350 per person	Before beginning of training	The cost of the training program is included for you (if an individual) and your restaurant manager. However, we may charge the fee set forth in column 2 for any additional trainees and may also charge tuition for training courses that are not mandatory
Training materials	As established by us	As billed	We may develop materials for your use for in-store training. You are not required to purchase all of the training materials from us
Cost of audit of your books	Any and all costs incurred in connection with the inspection or audit, including reasonable accounting and legal fees	As billed	Only due if we inspect your books and find you have understated Gross Sales by 2% or more



Column 1 Type of Fee (Note A)	Column 2 Amount	Column 3 Due Date	Column 4 Remarks
Transfer Fee	<p>A transfer of all or a portion of your interest in any Unit is subject to a transfer fee. Minimum fees are listed below and are subject to increase for costs incurred by us, including consultant and/or counsel fees, in connection with reviewing and effecting the transfer, payment of which are the sole responsibility of licensee.</p> <p>- <u>3<sup>rd</sup> party (non-Relationship Agreement) transfers:</u>  1-5 units: \$7,500/transfer  6 or more units: \$1,500/unit</p> <p>- <u>3<sup>rd</sup> party transfers involving a Relationship Agreement:</u> Greater of non-Relationship Agreement transfer fee or \$150,000</p> <p>- <u>Entity restructures:</u> \$2,500 total unless changes to the license agreement(s) are required, in which case the transfer fee shall equal to the 3<sup>rd</sup> party transfer fee</p> <p>Additionally, unique or complex restructures may result in a higher fee at our discretion</p>	<p>Payable via a wire transfer only at least 2 days prior to the closing date of the proposed transfer</p> <p>For non-private equity transfers, a 50% non-refundable deposit of the appropriate transfer fee payable via a wire transfer may be required upon notice following Taco Bell's initial review of the purchase and sale agreement</p> <p>For private equity transfers, a 50% non-refundable deposit is payable to Taco Bell via a wire transfer with the submittal of the fully- executed purchase and sale agreement between the parties</p>	Transfer of your license is subject to our prior written consent
Relationship Agreement and MBOA Legal Fees	Our legal fees are highly variable and depend on the circumstances and complexity of a given matter. We estimate the legal fees for our negotiation of a relationship agreement to be between \$20,000 and \$100,000, but may be higher	As billed	We reserve the right to charge for legal fees incurred in the negotiation of a Relationship Agreement and/or MBOA, in our discretion. See Item 1 and 17 for a description of when we may require a Relationship Agreement and/or MBOA

<b>Column 1 Type of Fee (Note A)</b>	<b>Column 2 Amount</b>	<b>Column 3 Due Date</b>	<b>Column 4 Remarks</b>
Reimbursement of insurance expense	Actual cost of insurance	As billed	If you fail to obtain insurance as required, we may purchase it for you and bill you for the cost
Successor Fee (Note D)	For Express Units and Power Pumper Units, the greater or \$11,250 or ½ of the then-current initial license fee. Additionally, you will be required at your expense to complete an offset, scrape/rebuild, or major remodel of the Unit as a condition to obtaining a successor agreement	Upon execution of successor agreement	The License Agreement does not provide you with renewal rights. The KT Successor License Agreement does not provide you with renewal rights. We have a KT Successor Expiration Policy currently in effect, subject to modification or cancellation at any time
Extension Fee (Note E)	\$250 per month for 1-3 -months  \$500 per month for 4-6 months  plus \$1,000 for each additional month for 7+ months	Upon execution of Amendment to License Agreement	Only applicable if we agree in our discretion to temporarily extend the term of License Agreement to allow you additional time to complete a remodel or relocation of the Unit
De-identification costs	Actual cost of de-identifying Unit	As billed	If you fail to de-identify your Unit as required upon expiration or earlier termination of the License Agreement, then we or a third party may do it for you and bill you for the costs
Attorneys' fees	Prevailing party in any litigation is entitled to reasonable attorneys' fees and costs paid by other party Outside counsel fees may also be due in connection with review and approval of a transfer of any interest in the License Agreement or license entity.	You must pay us for attorneys' fees, as they are accrued. In the case of a transfer, fees may be payable by you directly to outside counsel	Applicable to litigation proceedings under the License Agreement and to transfer of interest
Liquidated Damages	If the License Agreement is terminated for certain specified reasons, you must pay liquidated damages equal to the greater of 11% of Unit's Gross Sales for last 12 months of operation or \$100,000	You must pay us liquidated damages upon termination of the License Agreement	Regarding liquidated damages under the Relationship Agreement, see Exhibit K, Section II.N  Regarding liquidated damages under the Asset Purchase Agreement, see Exhibit I, Section 44
Development Fee (Market Build Out Agreement)	If you purchase existing Units from us, one of our affiliates, or another franchisee or licensee and enter into a Market Build Out Agreement, and	\$22,500 due within 5 days of scheduled opening date that	

Column 1 Type of Fee (Note A)	Column 2 Amount	Column 3 Due Date	Column 4 Remarks
(Note F)	you fail to timely open required Units, you must pay us the \$22,500 initial license fee and periodic payments of \$4,231 until the actual opening date of each new Unit or 10 years from the missed opening date, whichever first occurs	is missed for new Unit  \$4,231/period due within 7 days after last day of each applicable accounting period	
One-Step Merchandising Program for Taco Bell Units or Multi-One for KT Units	\$275 per quarter per Restaurant	As billed	Provides national merchandising and menu support. Additional fees may be billed for additional marketing materials at the discretion of Taco Bell.

\*Non-Exhaustive List of All Access products and services includes but is not limited to Annspire deployment and maintenance, DMB support, DMB deployment, mobile shelving, TKDS installation, and TKDS maintenance. See Item 11 for more information on Annspire hardware.

**Notes:**

(A) All fees are uniformly imposed by us and are payable to us electronically via K-RISE, unless otherwise stated. They are not refundable. Fees paid to us are to be net of any and all withholding, excise, gross receipts, sales, use and other similar taxes (other than state or federal corporate income tax). If any governmental entity imposes a tax, the tax will be due and payable by you to us when you pay the fee.

(B) We reserve the right in our sole and absolute discretion to modify the royalty rate on a temporary or permanent basis for atypical locations or unusual development or operational circumstances.

(C) If a state or local law in which your Unit is located prohibits or restricts in any way your ability to pay and our ability to collect the period license fee derived from the sale of alcoholic beverages at your Unit (an “Alcohol Restriction Law”), you will be required to pay whatever increased percentages of all Gross Sales not deriving from the sale of alcohol are necessary so that the royalty you pay equals the royalty you would make if you were not subject to an Alcohol Restriction Law.

(D) If you are an existing Licensee, and you request and are granted at our sole discretion a successor license, upon execution of the then-current Successor Agreement you must pay a nonrefundable successor fee in an amount equal to \$11,250. Prior to the issuance of a Successor Agreement, we may, at our sole discretion, agree to temporarily extend the term of the License Agreement to allow you additional time to complete a remodel or relocation of the Unit in which case you will be required to pay an extension fee. (See Amendment to License Agreement, Exhibit B-3.)

(E) Prior to the issuance of a Successor Agreement, we may, at our sole discretion, agree to temporarily extend the term of the License Agreement or the KT Successor License Agreement to allow you additional time to complete the required upgrade of the Unit, in which case you will be required to pay an extension fee (see Amendment of License Agreement/KT Successor License Agreement, Exhibit B-3.)

(F) We may choose to require that you pay a development fee calculated by multiplying the aggregate number of new Units you are required to develop and operate under the Market Build Out Agreement by the sum of \$22,500. We will credit the portion of the development fee attributable to a new Unit against the initial fee for such new Unit so long as such new Unit is opened in accordance with the Market Build Out Agreement. As stated in the above table, in the event that you miss an opening date, payments of \$4,231 for each four- or five -week accounting period of our pertinent financial calendar will be due until the date that you actually open the new Unit or 10 years following the missed opening date, whichever first occurs.

Please refer to Item 11 for additional computer and electronic technology equipment and support fees.

**Item 7**

**ESTIMATED INITIAL INVESTMENT**

**YOUR ESTIMATED INITIAL INVESTMENT**

**EXPRESS UNITS**

<b>Type of Expenditure (A)</b>	<b>Amount</b>	<b>Method of Payment</b>	<b>When Due</b>	<b>To Whom Payment is to Be Made</b>
Background Check Fee	\$500-\$700 per person	Lump Sum	Upon application	Approved third parties
Initial License Fee (B)	\$22,500	Lump Sum	\$10,000 due upon site registration with balance due on groundbreak	Us or our designated affiliates
First Unit Construction Services (C)	\$27,250	Lump Sum	As provided in the Development Services Agreement	Approved third parties or YRSG
Optional Real Estate Services (C)	\$10,000 - \$37,250	Lump Sum	As provided in the Development Services Agreement	YRSG
*Permits, Licenses, Security Deposits (E)	\$500 - \$10,000	Lump Sum	As incurred	Various vendors
Real Property – First month’s rent	\$2,100 - \$4,500	Lump Sum	As incurred	Owner/Lessor
Architectural Fees	\$1,500 - \$25,000	As Agreed	As incurred	Vendor
**Building/Site Construction (D)	\$25,000 - \$200,000	As agreed	As agreed	Various Third Parties
**Equipment/Signage/Decor/ POS	\$160,600 - \$294,000	Lump Sum	As incurred	Vendor
*Initial Inventory (F)	\$3,000 - \$8,500	Lump Sum	As incurred	Vendor
*Additional Funds (3 months) (G)	\$10,000 - \$20,000	As agreed	As incurred	Various Third Parties
<b>TOTAL</b>	<b>\$262,950 - \$649,700</b>			

Notes:

\* These expenditures represent an estimated range of costs across the United States.

\*\* These expenditures represent the estimated costs for constructing and equipping the Unit building for various sized Taco Bell building types in the Dallas, Texas market. These figures are estimates,

and we cannot guarantee that you will not have additional expenses starting the business. See Note D below.

- (A) Certain security deposits may be refundable. None of the other expenditures are refundable.
- (B) Licensees of Express Units who qualify for the Walmart Test Incentive (see Item 1) will benefit from a number of incentives, one of which (if the conditions are met and followed) is the waiver what would otherwise be an initial license fee of \$22,500.
- (C) For the first Unit that you open, we may require that you enter into a Development Services Agreement (see Exhibit L) with YRSG for construction services to be provided by YRSG (or its designee) at a cost of \$25,000. You must also pay YRSG directly for ADA inspection costs (which are estimated to cost \$2,250, as reflected in the above \$27,250 estimate, for the cost of First Unit Construction Services). YRSG (or its designee) also provides real estate services, which are optional, at a cost of \$10,000. For your second and subsequent Units, you are not required to, but may, sign a Development Services Agreement with YRSG for construction and/or real estate services to be provided by YRSG (or its designee), at the costs provided above, or you may use an approved third-party construction management firm. See Item 5. For additional on-site visits, beyond the construction management phase of the development services, due to circumstances beyond YRSG's control and necessary to complete the project, you will be charged \$1,600 per day on site if YRSG has two weeks' prior notice or \$2,000 per day on site if YRSG has less than two weeks' prior notice. See Exhibit L.
- (D) The building and site construction cost estimates are based on development in Dallas, Texas. You will need to adjust your projected costs based on the location where you plan to build, as actual costs vary considerably according to local building and zoning ordinances, prevailing construction costs in the geographic region, size and condition of the site. These figures are estimates, and we cannot guarantee that you will not have additional expenses starting the business.
- (E) This amount includes costs for a required Preferred National A&E Consultant to do the A&E work as described in Item 5, architectural services, civil services, permit processing, inspection, utility fees, special impact fees, etc. You will need to adjust your projected costs based on the location where you plan to build, as actual costs vary considerably according to local building and zoning ordinances, prevailing construction costs in the geographic region, size and condition of the site. This figure is an estimate, and we cannot guarantee that you will not have additional expenses starting the business.
- (F) Opening inventory figures are based on costs for the first week of operation. Costs will vary depending on your actual sales.
- (G) The Additional Funds category includes an estimate of the funds needed to cover incremental operating expenses for the initial three months of business, i.e., costs and expenses that generally occur in the startup period of the business above and beyond the standard costs of operation. These figures are estimates, and we cannot guarantee that you will not have additional expenses starting the business. Both operating costs and incremental costs associated with the startup phase of the business depend on many factors, including your management skill, experience, and business acumen, the developing experience and efficiency of the crew members, local economic conditions, local market conditions, prevailing wage rates in your community, competition, and the sales level reached in the period covered. Additionally, you are responsible for all costs and expenses associated with the required training, including travel and living expenses, etc. for your employees. See Item 11.

We relied on more than 50 years of experience to compile these estimates for Express Units. You should review these figures carefully with a business advisor before you decide to purchase the franchise. Except as outlined in Item 10 below, we do not offer financing directly or indirectly for any part of the initial investment. Your ability to obtain financing will depend on a number of factors, such as the general availability of financing, your credit worthiness, collateral you may have, and lending policies of individual

financial institutions. Other than the late charges specified in Item 6, these estimates do not include any finance charges, interest, or debt service payments.

**POWER PUMPERS**

Type of Expenditure	Amount	Method of Payment	When Due	To Whom Payment is to Be Made
Background Check Fee	\$500-\$700 per person	Lump Sum	Upon application	Approved third parties
Initial License Fee (B)	\$22,500	Lump Sum	\$10,000 due upon site registration with balance due on groundbreak	Us or our designated affiliates
First Unit Construction Services (C)	\$27,250	Lump Sum	Upon execution of Support Team Evaluation Package	Yum! Brands Architecture and Equipment Dept.
Optional Real Estate Services (C)	\$10,000 - \$37,250	Lump Sum	As provided in the Development Services Agreement	YRSG
*Permits, Licenses, Security Deposits (E)	\$500 - \$10,000	Lump Sum	As incurred	Various Third Parties
Real Property – First month’s rent	\$2,100 - \$4,500	Lump Sum	As incurred	Owner/Lessor
Architectural Fees	\$8,500 - \$45,000	As agreed	As incurred	Vendors
**Building/Site Construction (D)	\$100,000 - \$275,000	As agreed	As agreed	Various Third Parties
**Equipment/Signage/Decor/ POS	\$170,500 - \$320,000			
*Initial Inventory (F)	\$3,000 - \$8,500	Lump Sum	As incurred	Vendors
*Additional Funds (3 months) (G)	\$10,000 - \$20,000	As agreed	As incurred	Vendors, Employees
<b>TOTAL</b>	<b>\$354,850 - \$770,700</b>			

Notes:

\* These expenditures represent an estimated range of costs across the United States.

\*\* These expenditures represent the estimated costs for constructing and equipping the Unit building for various sized Taco Bell building types in the Dallas, Texas market. These figures are estimates, and we cannot guarantee that you will not have additional expenses starting the business. See Note D below.

(A) Certain security deposits may be refundable. None of the other expenditures are refundable.

(B) Licensees of Express Units who qualify for the Walmart Test Incentive (see Item 1) will benefit from a number of incentives, one of which (if the conditions are met and followed) is the waiver what would otherwise be an initial license fee of \$22,500.

(C) For the first Unit that you open, we may require that you enter into a Development Services Agreement (see Exhibit L) with YRSG for construction services to be provided by YRSG (or its designee) at a cost of \$25,000. You must also pay YRSG directly for ADA inspection costs (which are estimated to cost \$2,250, as reflected in the above \$27,250 estimate, for the cost of First Unit Construction Services).

YRSG (or its designee) also provides real estate services, which are optional, at a cost of \$10,000. For your second and subsequent Units, you are not required to, but may, sign a Development Services Agreement with YRSG for construction and/or real estate services to be provided by YRSG (or its designee), at the costs provided above, or you may use an approved third-party construction management firm. See Item 5. For additional on-site visits, beyond the construction management phase of the development services, due to circumstances beyond YRSG's control and necessary to complete the project, you will be charged \$1,600 per day on site if YRSG has two weeks' prior notice or \$2,000 per day on site if YRSG has less than two weeks' prior notice. See Exhibit L.

(D) The building and site construction cost estimates are based on development in Dallas, Texas. You will need to adjust your projected costs based on the location where you plan to build, as actual costs vary considerably according to local building and zoning ordinances, prevailing construction costs in the geographic region, size and condition of the site. These figures are estimates, and we cannot guarantee that you will not have additional expenses starting the business.

(E) This amount includes costs for a required Preferred National A&E Consultant to do the A&E work as described in Item 5, architectural services, civil services, permit processing, inspection, utility fees, special impact fees, etc. You will need to adjust your projected costs based on the location where you plan to build, as actual costs vary considerably according to local building and zoning ordinances, prevailing construction costs in the geographic region, size and condition of the site. This figure is an estimate, and we cannot guarantee that you will not have additional expenses starting the business.

(F) Opening inventory figures are based on costs for the first week of operation. Costs will vary depending on your actual sales.

(G) The Additional Funds category includes an estimate of the funds needed to cover incremental operating expenses for the initial three months of business, i.e., costs and expenses that generally occur in the startup period of the business above and beyond the standard costs of operation. These figures are estimates, and we cannot guarantee that you will not have additional expenses starting the business. Both operating costs and incremental costs associated with the startup phase of the business depend on many factors, including your management skill, experience, and business acumen, the developing experience and efficiency of the crew members, local economic conditions, local market conditions, prevailing wage rates in your community, competition, and the sales level reached in the period covered. Additionally, you are responsible for all costs and expenses associated with the required training, including travel and living expenses, etc. for your employees. See Item 11.

We relied on more than 50 years of experience to compile these estimates for Express Units. You should review these figures carefully with a business advisor before you decide to purchase the franchise. Except as outlined in Item 10 below, we do not offer financing directly or indirectly for any part of the initial investment. Your ability to obtain financing will depend on a number of factors, such as the general availability of financing, your credit worthiness, collateral you may have, and lending policies of individual financial institutions. Other than the late charges specified in Item 6, these estimates do not include any finance charges, interest, or debt service payments.

## **PURCHASE OF EXISTING UNITS FROM US OR AN AFFILIATE**

<b>Type of Expenditure</b>	<b>Amount</b>	<b>Method of Payment</b>	<b>When Due</b>	<b>To Whom Payment is to Be Made</b>
Initial License Fee	\$2,250 - \$11,250 or more	Lump Sum	At Closing	Us or our designated affiliates
Building, Equipment, Signs, and Inventory	\$150,000 - \$1,755,000 or more	Lump Sum	At Closing	Us or an affiliate
Any Leasehold or Other Real Property Interests	Varies	Varies	At Closing	Us or an affiliate
Total Purchase Price	\$152,250 - \$1,766,250 or more			

Where the license is intended for an existing restaurant operated by us or one of our affiliates, the total purchase price for the restaurant may exceed \$1,800,000, excluding real property, and will include the per Unit initial license fee as well as amounts representing the value of the building, equipment, signs and inventory. When more than one Unit is being sold, the Units are not individually priced but are sold as a group and may or may not include purchase of the real property. The purchase price for the sale of one or more existing restaurants varies and is typically based on a multiple of cash flow. If you enter into an asset purchase agreement (“APA”) (see Exhibit I) with us or one of our affiliates for the purchase of existing restaurants, you will be required to pay a deposit that will vary in amount depending on the size of the transaction, but is generally 2% of the purchase price. The deposit is refundable only in certain situations as specified in the APA. The APA will define the purchase price and other expenditures and obligations you are to pay or assume to purchase the restaurants covered by the APA. See Item 5 for additional information related to the purchase of existing restaurants from us or an affiliate.

### **Item 8**

#### **RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES**

You must purchase or lease certain products according to our specifications and from suppliers approved by us. Essentially, 100% of your purchases and/or leases of furniture, fixtures, equipment, smallwares, food and paper products in connection with the establishment and operation of the Unit must be made in accordance with our specifications.

We have established quality standards and/or specifications for the food, paper goods, packaging, point-of-sale materials, signs, equipment, smallwares, fixtures and other goods, supplies and related services ("Products") that are used in the operation of the Units. You are not allowed to use Products from any vendor, manufacturer, grower or assembler (together referred to as "Vendors") or any dealer, distributor, common carrier, wholesaler, retailer or warehouseman (together referred to as "Distributors"), unless the Vendor or Distributor has been approved in advance by us. McLane Foodservice, Inc. ("McLane") is currently one of the authorized Distributors of food/supply items to us and our affiliates throughout the country; there may also be approved Distributors of food/supply items depending on your location. Wasserstrom and RSCS Equipment Sales and Services are currently approved Distributors for equipment and smallwares as well as certain Computer and Information Technology hardware.

Except as follows, neither we nor our affiliates are currently approved suppliers or the only approved supplier for any products or services:

We or our affiliates are an approved supplier of certain required Computer and Information Technology hardware. We or our affiliates also provide certain support to Licensees related to our required



Computer and Information Technology hardware. Please see Item 11 for more information on fees relating to such hardware and support. For the fiscal year ending December 26, 2023, our affiliate's revenues from such hardware and support services were approximately \$34,786,165.55.

Our affiliates TBC and TBA may also sell Units, including equipment, supplies, and inventory, to Licensees, with or without real estate (see Item 5). We lease improved and unimproved real estate, and in some cases the associated equipment and furnishings, for some franchised Units. There is no broadly applicable requirement that you lease real estate from us, but some locations or restaurant facilities may be available only under a lease from us. We are not obligated to lease real estate or equipment to you. For the fiscal year ending December 26, 2023, affiliate revenues from leases to Franchisees were approximately \$41,502,780.

Our affiliate YRSG offers real estate and construction development services (commonly referred to as TDS, or Taco Bell Development Services), with additional services being available at an hourly rate. Fees paid to YRSG may be paid by check or via wire as described on the invoice and are not refundable.

The real estate services and construction services currently available through YRSG are the following:

Real Estate Services - YRSG (or its designee) will conduct a trade area analysis and source a site location within a specified trade area, prepare a site submittal package, and pursue YRSG's corporate approval of the site.

Neither we nor our affiliates are currently approved suppliers or the only approved supplier for any products or services, except that our affiliate, YRSG, offers real estate and construction development services (commonly referred to as TDS, or Taco Bell Development Services), with additional services being available at an hourly rate. Fees paid to YRSG may be paid by check or via wire as described on the invoice and are not refundable.

The real estate services and construction services currently available through YRSG are the following:

Real Estate Services - YRSG (or its designee) will conduct a trade area analysis and source a site location within a specified trade area, prepare a site submittal package, and pursue YRSG's corporate approval of the site.

#### Construction Services:

1. Design: YRSG (or its designee) will coordinate with Licensee's consultant to order and review geo-technical and environmental soils testing, to order and review the completion of an ALTA survey, and will manage the Project architect or engineer and other consultants in preparing plans and specifications for the permitting and construction and prepare and monitor a project schedule for completion of the design activities.

If the restaurant is a cantina/urban in-line the design services do not include geo-technical or environmental soils testing nor the completion or review of an ALTA survey. You shall retain an environmental firm to perform testing and investigative services as required which may include but are not limited to testing for hazardous materials.

2. Feasibility: YRSG (or its designee) will coordinate with Licensee's consultants to complete a feasibility summary including a construction, zoning and on-site analysis of the property, and to develop a site sketch and assist to obtain approval of it. Licensor's A&D brand designer will recommend a building type and equipment package and will work with Licensee's consultant to develop a project budget and schedule.

If the restaurant is a cantina/urban in-line the feasibility services do not include recommending a building type.

3. Permitting: YRSG (or its designee) will coordinate with Licensee's consultant to complete utility company plan submittals, submit all applicable permit applications, arrange for representation at municipal/public hearings, manage consultant activities such as traffic engineers, attorneys and permit expeditors, prepare and monitor the project schedule for completion of permit activities.

If the restaurant is a cantina/urban in-line you shall be responsible for sourcing and securing any necessary liquor licenses or permits.

4. Construction Management: YRSG (or its designee) will recommend general contractors, coordinate with Licensee's consultant to prepare bid packages and conduct a pre-bid meeting, secure a construction contract (subject to review and approval by you and your attorney), coordinate with Licensee's consultant to communicate construction start date to applicable parties, keep you informed of construction progress, conduct periodic site inspections, review with the architect change orders and payment requests, coordinate with the general contractor delivery and equipment installation, review with the architect punch list items and assist in close out activities.

In the fiscal year ending December 26, 2023, the revenues earned by YRSG for development services provided to Taco Bell Franchisees were \$138,500.00. No revenues were earned by Yum! Brands' Architecture and Engineering Department for development services provided to Taco Bell licensees.

None of our officers or any other person identified in Item 2 directly or indirectly owns any interest in or controls any approved Vendor or Distributor, other than those who may own, for investment purposes only, up to 5% of the capital stock of an approved Vendor or Distributor that is a publicly held business entity whose shares are listed and traded on a national or regional stock exchange or through the National Association of Securities Dealers Automated Quotation System ("NASDAQ") where this ownership does not give the person any ability to control or influence the Vendor or Distributor.

You must use only Products that meet or exceed our specifications. Your use of inferior or non-specification Products, or any Products from an unapproved Distributor or Vendor, regardless of the source, is a very serious and material failure to perform the obligations of the License Agreement and can lead to the loss of your license. Where specifications have not been published, you must still take care to use only Products that are at least of equal quality to those used by us. Published specifications for food products are available upon request from our designated Quality Assurance Department and are supplied to the approved Vendors and Distributors as appropriate to help preserve their confidentiality. Taco Bell Global Engineering provides the specifications for the equipment and Taco Bell Architectural and Engineering provides specifications for the fixtures. Specifications for Products are set by our designated quality assurance department to ease the burden of product selection by you and to ensure that quality of foodservice will be consistently high across all Units. All specifications are subject to our review and modification at any time.

We estimate that the required purchases and/or leases are approximately 40% to 70% of the cost to establish a Unit and approximately 40% of operating expenses.

### **Approval/Disapproval of Distributors**

We have the right under the License Agreement and OneSource to approve or disapprove in advance any Vendor or Distributor from whom you would purchase or lease the Products. We currently allow you to purchase Products from any Distributor or Vendor approved by us, whether or not we purchase Products from that Distributor or Vendor. We will provide you with a list of approved Vendors and

Distributors upon request. We reserve the right to change the approved Vendors and Distributors at any time and to designate ourselves, our affiliates, or a third party as an approved Vendor or Distributor or the exclusive approved Vendor or Distributor for any particular Product. We are prepared to consider applications for the approval of new Vendors and Distributors, as described below, and will notify the Vendor or Distributor of our approval or disapproval, in our sole discretion.

We will approve additional Vendors and Distributors based upon several factors, including the effect, if any, on the Units and System, the quality of the Products offered, the total number of Vendors and Distributors that are needed in a region, the business reputation and financial stability of the applicant, the applicant's ability to fill orders timely and accurately, to adhere to our schedules, to maintain confidentiality and other factors as we decide are appropriate. We may also impose additional obligations at the applicant's expense, such as training for employees or equipment upgrades, as conditions for our approval. We may charge the Vendors and Distributors a fee to cover the costs of the approval process, including inspections and investigations. You are not required to pay to us any fees in connection with our approval of an additional Vendor or Distributor.

We understand that Vendors and Distributors may treat these charges as part of their costs in providing the Products, and pass along that cost to their customers, including you, in the form of higher prices for Products. We also understand that the imposition of these charges may discourage some potential Vendors and Distributors from applying for our approval. We do not directly derive any revenue from Vendors or Distributors as a result of sales to you. We do not receive lower prices or discounts from Vendors or Distributors because of purchases by you. However, we do receive royalties from third-party aggregator companies in consideration of our licensing their use of the Trademarks for the aggregators to provide services to restaurants, as described below. We do not provide material benefits to you based on your use of designated or approved sources.

We may, at any time, review the performance of any approved Vendor or Distributor to determine whether our policies and specifications are being followed. We may inspect at any time during regular business hours, without advance notice, any facility used or operated by an approved Vendor or Distributor for its Taco Bell business to check for compliance with this policy. We may, upon five days' advance notice in writing, audit the business records (including records which would show the quality, specification and source of goods purchased) of any approved Vendor or Distributor to verify compliance. We may revoke our approval immediately upon notice in the event we judge that our policies are not being followed.

In addition, the beverages of The Coca Cola Company are not approved for sale by you in your Unit.

### **Pepsi-Cola Company Agreement**

Through YUM, we are bound to an agreement with the Pepsi-Cola Company (“Pepsi”), under which we are obligated, subject to certain exceptions, to serve only soft drinks licensed by Pepsi and/or by the Pepsi/Lipton Tea Partnership (“Partnership”) through December 31, 2026. If you purchase an existing Unit from TBC or its subsidiaries or affiliates, you must assume this obligation by entering into the franchisee version of the Pepsi-Cola Beverage Supply and Marketing Agreement, a copy of which will be provided to you prior to your entering into the APA for the purchase of any existing Units (See Exhibit I). Further, all franchisees and licensees, regardless of whether they purchase an existing Unit from TBC or one of its subsidiaries or affiliates, are required to exclusively sell products licensed by Pepsi and/or the Partnership, subject to certain exceptions. The terms of your contract with Pepsi will be on substantially the same terms as the contract under which we are bound.

### **Third-Party Aggregator Programs**

TBC and its affiliates have entered into agreements with third-party aggregators, including DoorDash, Uber Eats/Postmates, and Grubhub, to provide Units with online ordering, pickup and/or delivery

capabilities. These agreements are negotiated by TBC and its affiliates for the benefit of the System including franchisees and licensees. Participation in these programs is required, and you must enter into a contract with the third-party aggregators. TBC may receive royalty payments from the third-party aggregators for licensing the Taco Bell brand and certain Trademarks to those third parties to provide services to Units. For the fiscal year ending on December 26, 2023, TBC received \$37,163,888.84 in revenues from third party aggregators.

### **Restaurant Supply Chain Solutions, LLC**

Purchasing activities for food, packaging, and equipment used in the System are conducted primarily through Restaurant Supply Chain Solutions, LLC (“RSCS”), formerly known as Unified Foodservice Purchasing Co-op, LLC or UFPC. The members of RSCS are the Taco Bell National Purchasing Co-op, Inc. (the “Taco Bell Co-op”), which is described in more detail below, and similar co-ops of our affiliate companies and their franchisees (Pizza Hut National Purchasing Co-op, Inc. and KFC National Purchasing Co-op, Inc.). By contract, RSCS also provides purchasing programs and program management services for A&W National Purchasing Co-op, Inc. and procurement services to HBG (which together with the Taco Bell Co-op, Pizza Hut National Purchasing Co-op, Inc. and KFC National Purchasing Co-op, Inc., are collectively referred to below as the “Concept Co-ops”). Because RSCS is a shared resource organization, allocation costs and sourcing fees attributable to the Taco Bell Co-op, Pizza Hut National Purchasing Co-op, Inc. and KFC National Purchasing Co-op, Inc. may increase if RSCS’s contract with A&W National Purchasing Co-op, Inc. or HBG is terminated for any reason. RSCS and the Concept Co-ops are organized in accordance with federal tax laws relating to entities operating on a cooperative basis. In accordance with those laws, each Concept Co-op has historically distributed substantially all of its net income not required for working capital or reserves to its members each year as a patronage dividend. RSCS acts as a purchasing agent for the Concept Co-ops and is the exclusive purchasing agent for the Units in the United States.

The Taco Bell Co-op was formed to allow us, our affiliates, and our franchisees and licensees to conduct a purchasing program through RSCS. The Taco Bell Co-op is a member of RSCS and operates as a cooperative under Subchapter T of the Internal Revenue Code. RSCS and the Taco Bell Co-op are not affiliated with us, TBC, or YUM, and both are organized and operated independently from us, TBC, and YUM. However, TBC is a stockholder member of the Taco Bell Co-op and is entitled to elect two members of the Taco Bell Co-op Board of Directors.

The Taco Bell Co-op is governed by a Board of Directors consisting of 8 voting members, plus the President of RSCS, who is a non-voting ex officio member. Franchisees who are stockholder members are entitled to elect 5 members of the Taco Bell Co-op Board of Directors (chosen by region); TBC is entitled to elect 2 members of the Board; and the Taco Bell Franchise Management Advisory Council (“FRANMAC”) is entitled to elect one Board member. Two directors of the Taco Bell Co-op are appointed annually as voting directors of the RSCS Board of Directors.

Only those licensees that are also franchisees or that operate 25 or more Units are eligible to join the Taco Bell Co-op. To join the Taco Bell Co-op, you must buy from the Taco Bell Co-op one share of Membership Common Stock (currently priced at \$10), plus one share of “Store Common Stock” for each traditional and two licensed Units that you own and operate (currently priced at \$400 per share). If you later sell some or all of your Units or otherwise become ineligible for membership, you may not sell or transfer your shares to third parties, although the Taco Bell Co-op may redeem your shares of Store Common Stock at your original purchase price and, if you become ineligible for membership, will redeem your share of Membership Common Stock for \$10.

Your membership in the Taco Bell Co-op makes you eligible to participate in RSCS’s purchasing programs. Under the Bylaws of the Taco Bell Co-op, while you are a member, you must purchase virtually all goods and equipment you use in your restaurants through the purchasing programs of RSCS and the

Taco Bell Co-op. Also, RSCS and the Taco Bell Co-op may collect sourcing fees directly or indirectly (from distributors or suppliers) from each stockholder member to fund the purchasing programs and services of RSCS and the Taco Bell Co-op.

We do not require that you join the Taco Bell Co-op. Subject to the limitations described below, you may purchase through RSCS and the Taco Bell Co-op as a non-member, in which case you will have no voting rights and will not be entitled to receive patronage dividends. The Taco Bell Co-op's Bylaws require that the Taco Bell Co-op conduct more than 90% of the value of its business with its stockholder members. In implementation of that rule, RSCS reserves the right to refuse to do business with Taco Bell franchisees who are not members of the Taco Bell Co-op.

For additional information about Restaurant Supply Chain Solutions and the Taco Bell Co-op, contact Brad Freeman, Senior Vice President Supply Chain and General Manager of the Taco Bell Co-op, 1 Glen Bell Way, Irvine, CA 92618 at Brad.Freeman@rscs.com, and request a copy of the Membership Information Packet for the Taco Bell Co-op.

### **Taco Bell Gift Cards**

Our affiliate, GCTB, LLC, manages the Taco Bell gift card program. All Units must sell gift cards and accept gift cards as payment. Gift cards are processed in the same manner as existing credit and debit cards. Several states have a gift card cash back law allowing customers to redeem the balance of a gift card for cash if under a specific value. GCTB, LLC has issued cash back procedures available within OneSource on MyTacoBell, a gift card resource page for eligible states that must comply with cash back procedures. You are permitted to exclude from your calculation of net sales all proceeds from the sale of gift cards, and therefore the proceeds are not subject to the license royalty and advertising fees. However, both license royalty and advertising fees must be paid on all gift card redemptions. Gift cards that are ordered and shipped in the marketing window POP are not subject to shipping or handling charges; if ordered otherwise, shipping and handling charges will apply.

Licensees are not permitted to sell any other gift certificates, scrip, or coupons, though they may continue to redeem those already in circulation, except for Border Bucks which may no longer be redeemed.

### **Insurance**

You must obtain and maintain at your own expense insurance policies with insurers satisfactory to us covering workers' compensation, employer's liability, commercial general liability, products liability, liquor liability, and all-risk property insurance. If you do not maintain the required insurance coverage, we may purchase it for you and charge the cost to you as described in Item 6.

## **Item 9**

### **LICENSEE'S OBLIGATIONS**

This table lists your principal obligations under the License Agreement and other Agreements. It will help you find more detailed information about your obligations in these agreements and in other Items in this disclosure document. (LA=License Agreement; KTSLA=KT Successor License Agreement; DSA=Development Services Agreement; APA=Asset Purchase Agreement; MBOA=Market Build Out Agreement; RA=Relationship Agreement; RAQ=Guaranty)

Obligation	Section in Agreement	Item in Disclosure Document
(a) Site selection and acquisition/lease	LA & KTSLA: 5.2, 15.4(b),16.8 DSA: 2 APA: 1, 5.1, 8.5, 9.4 MBOA: 4, 5 RA: Not Applicable RAQ: Not Applicable	5, 7, 11
(b) Pre-opening purchases/leases	LA & KTSLA: 4.4, 5.2, 11, 15.4(b), 16.8 DSA: 2, 3, 4 APA: 8 MBOA: Not Applicable RA: Not Applicable RAQ: Not Applicable	5, 7, 8
(c) Site development and other pre-opening requirements	LA & KTSLA: 3.0, 4.1, 11 DSA: 2, 3, 4, 5, 6, 7 APA: 5.1 MBOA: 4, 8 RA: Not Applicable RAQ: Not Applicable	7, 11
(d) Initial and ongoing training	LA & KTSLA: 4, 13.0(d) DSA: Not Applicable APA: Not Applicable MBOA: 4, 5, 7, 8, 10 RA: Not Applicable RAQ: Not Applicable	6, 11
(e) Opening	LA & KTSLA: 2.0, 3.0 DSA: Not Applicable APA: Not applicable MBOA: 4, 5, 7, 8, 10 RA: Not Applicable RAQ: Not Applicable	11
(f) Fees	LA & KTSLA: 4.4, 7, 8.3, 10.1, 11, 13.0 (c) 15.4 DSA: Preamble, 2, 3, 4, 5, 6, 7, 8 APA: 1, 2, 3, 4, 7.5, 14, 18, 19, 27 MBOA: 4, 7, 8, 10, 11 RA: Not Applicable RAQ: Not Applicable	5, 6, 7, 8, 10, 11

Obligation	Section in Agreement	Item in Disclosure Document
(g) Compliance with standards and policies/OneSource	LA & KTSLA: 1.1, 3, 4.3, 5.0, 5.1, 6.1, 8, 9 DSA: 1, 5 APA: Not Applicable MBOA: 4, 7, 9 RA: II.A(1), II.B RAQ: I.1	1, 8, 11, 14, 15
(h) Trademarks and proprietary information	LA & KTSLA: 3, 6.1, 6.2, 14, 15, 16.2, Appendix DSA: Not Applicable APA: 1 MBOA: Not Applicable RA: II.B(1,2,3,4,6) RAQ: Not Applicable	1, 12, 13, 14, 16
(i) Restrictions on products/services offered	LA & KTSLA: 3.5 DSA: Not Applicable APA: Not Applicable MBOA: Not Applicable RA: II(B)(4) RAQ: Not Applicable	8, 11, 16
(j) Warranty and customer service requirements	LA & KTSLA: Not Applicable DSA: 9 APA: 11, 12 MBOA: Not Applicable RA: Not Applicable RAQ: Not Applicable	Not Applicable
(k) Territorial development and sales quotas	LA & KTSLA: Not Applicable DSA: Not Applicable APA: Not Applicable MBOA: Not Applicable RA: II.B(4) RAQ: Not Applicable	12
(l) Ongoing product/service purchases	LA & KTSLA: 3.5 DSA: Not Applicable APA: Not Applicable MBOA: Not Applicable RA: II.B(4) RAQ: Not Applicable	8, 11, 16

<b>Obligation</b>	<b>Section in Agreement</b>	<b>Item in Disclosure Document</b>
(m) Maintenance, appearance and remodeling requirements	LA & KTSLA: 3.2, 5 DSA: Not Applicable APA: 2.2, 18 MBOA: Not Applicable RA: Not Applicable RAQ: Not Applicable	11, 17
(n) Insurance	LA & KTSLA: 11 DSA: 6.2, 9.21 APA: Not Applicable MBOA: Not Applicable RA: Not Applicable RAQ: Not Applicable	6, 8
(o) Advertising	LA & KTSLA: 3.0, 3.1(c), 6 DSA: Not Applicable APA: Not Applicable MBOA: Not Applicable RA: Not Applicable RAQ: Not Applicable	6, 7, 11
(p) Indemnification	LA & KTSLA: 10 DSA: 9.4, 9.5 APA: 16, 17 MBOA: Not Applicable RA: Not Applicable RAQ: Not Applicable	6
(q) Owner's participation/management/staffing	LA & KTSLA: 3.1, 4 DSA: Not Applicable APA: 15 MBOA: Not Applicable RA: II. RAQ: Not Applicable	11, 15
(r) Records/reports	LA & KTSLA: 8 DSA: 6 APA: Not Applicable MBOA: Not Applicable RA: Not Applicable RAQ: Not Applicable	6, 17
(s) Inspections/audits	LA & KTSLA: 8.5, 9 DSA: Not Applicable APA: 8.6, 8.7 MBOA: Not Applicable RA: Not Applicable RAQ: Not Applicable	6, 11, 17



<b>Obligation</b>	<b>Section in Agreement</b>	<b>Item in Disclosure Document</b>
(t) Transfer	LA & KTSLA: 13 DSA: 9.2 APA: 28, 38 MBOA: 11 RA: II.B(7), II.D, III.C. RAQ: I.2(d)	6, 17
(u) Renewal	LA & KTSLA: 2 DSA: Not Applicable APA: Not Applicable MBOA: Not Applicable RA: Not Applicable RAQ: Not Applicable	17
(v) Post-termination obligations	LA & KTSLA: 3.8, 15 DSA: Not Applicable APA: Not Applicable MBOA: 9 RA: II.B.8, III.A. RAQ: II	17
(w) Non-competition covenants	LA & KTSLA: 3.8 DSA: Not Applicable APA: Not Applicable MBOA: Not Applicable RA: II.B(8), II.O. RAQ: Not Applicable	15, 17
(x) Dispute resolutions	LA & KTSLA: 15.3, 16.3, 16.4 DSA: 9.19 APA: 32 MBOA: 10 RA: IV.F RAQ: I.6, III.F	17
(y) Other: Acquisition and development restrictions on acquiring additional Taco Bell branded restaurants	LA & KTSLA: Not Applicable DSA: Not Applicable APA MBOA: 3.G, 7 RA: II.M RAQ: Not applicable	17
(z) Other: Indebtedness limitations	LA & KTSLA: Not Applicable DSA: Not Applicable APA: 11.3, 37 MBOA: Not applicable RA: II.P RAQ: Not applicable	17

## **Item 10**

### **FINANCING**

We may attempt periodically to identify lenders willing to extend financing to you. Our assistance in identifying lenders is not an approval or endorsement by us of any of the lenders or of the financing arrangements. The terms of any such financing arrangements will be agreed upon between you and the lender and may vary widely.

Provided your accounts are in good standing, we do not currently require you to execute notes, contracts, or other instruments containing waivers of defenses or confessions of judgment under ordinary circumstances.

#### **Real Estate Sublease**

If you purchase an existing restaurant from us or one of our affiliates, we may either lease or sublease the land and building to you under a triple net lease in the form then currently being used by us. The terms of our leases and subleases vary if we own the land or are the direct tenant under a lease. Our leases and subleases range from one to 30 years, and our rent generally ranges from \$1,331.00 to \$22,349.95 per month. You can prepay your lease payments at any time without penalty. We may require a personal guarantee, and your lease or sublease is cross-defaulted with your License Agreement and other agreements with us or our affiliates. If your lease or sublease is terminated, we may demand attorney's fees and costs, and damages for loss rental income.

TBC had no past practice, and we have no present practice, of selling, assigning or discounting your obligations under the License Agreement to third parties. However, in the past, TBC sold the promissory notes of franchisees and assigned its right to receive rents under leases with franchisees to third parties. We may continue this practice, if we deem it to be in our best interest.

Except as described below, we do not offer, directly or indirectly, any arrangements for financing your initial investment or the continuing operation of your Taco Bell business. We are unable to predict whether you will be able to obtain financing for all or any part of your investment and, if you are able to obtain financing, we cannot predict the terms of such financing. Except as described below, neither we nor YUM guarantees your note, lease or other obligation.

#### **YUM Lending Assistance for Qualified Licensee Applicants**

YUM has entered into an arrangement with a third party, LS BDC Adviser, LLC, an affiliate of Lafayette Square Holding Company, LLC ("Lender"), pursuant to which Lender (through one or more of its managed or advised funds) may provide financing to qualified licensee applicants, including low-to-moderate income individuals in underserved American communities. This arrangement is open to all eligible applicants regardless of race, color, national origin, sex, disability, or age. Under such arrangement, We will refer licensee candidates to Lender in our sole discretion and Lender will in good faith independently evaluate such candidates for one or more available credit products based on Lender's then-prevailing underwriting guidelines. The credit products will be term loans (including delayed-draw term loans) and revolving loans. The financing covers acquisition, refinancing and related costs of a franchised or licensed Unit. Lender will evaluate, underwrite, and approve candidates; however, as a further incentive to Lender to extend credit to franchisee or licensee candidates referred by YUM to Lender, YUM may, but is not obligated to, provide credit support in the form of limited guaranties, typically in the form attached as Exhibit N. If YUM elects to provide credit support, then you, Lender and YUM will sign a letter agreement in the form attached as Exhibit M in connection with which YUM will guaranty for the benefit of Lender up to 33% of the original principal or commitment amount of your franchised business loan (up to a maximum guaranty amount of \$5,000,000). It is not YUM's general practice or intent to sell or assign the letter agreement.

If you are offered and accept financing from Lender as described above, you are required to agree to the terms of such financing with Lender, including as relates to the amount of the loan, the interest rate, finance charges, the repayment term, and any prepayment terms. Under the licensee financing arrangement with Lender, none of YUM, us, or any of our respective affiliates are entitled to receive, and do not receive, any fee or other consideration from Lender when it makes a loan to a franchisee or licensee. Further, Lender is not restricted under the arrangement from selling or assigning to an affiliate all or any part of any loan it makes to you.

### **Required Terms**

- The licensee must notify YUM within three days if the loan is more than thirty days past due.
- In the event of a default under the loan, Lender may accelerate the obligation to pay the entire principal balance plus interest and costs (including attorneys' fees), and YUM (or its designee) will have the right, but not the obligation, to buy out any franchisee loan at any time for the then-outstanding principal balance of the loan plus the accrued interest and related fees.
- Licensee is not required to make payments to YUM under the letter agreement unless YUM makes a payment to Lender under the guaranty, following which Licensee must reimburse YUM for all payments made by YUM to Lender and all related costs and expenses incurred by YUM.
- You are not required to grant a security interest under the letter agreement but if YUM purchases the loan following an event of default any security interest granted to Lender will be transferred to YUM (or its designee).
- In the event of a default under the loan or letter agreement, we will have the right to terminate the License Agreement and the Market Build Out Agreement, if executed.
- The guaranty signed by your owners in connection with the letter agreement provides for a waiver of diligence, presentment, demand, protest, and notice of non-payment, protest, and suit.

In addition to YUM's arrangement with Lender, YUM may, but is not obligated to, provide similar lending assistance to qualified licensee applicants who receive financing from other lenders.

### **Item 11**

#### **LICENSOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS AND TRAINING**

**Except as listed below, we are not required to provide you with any assistance.**

#### **Pre-Opening Obligations**

(1) We will review trade areas and possible sites, consider sites for approval, advise you about general procedures involved in acquiring the property, and provide you with the standard plans for building a Unit. If approved, at least six months prior to ground break, you must submit the following documents to your brand designer for brand review sign off: site sketch, extended site plan, exterior elevations and seating/equipment plan.

(2) OneSource will be provided to you via electronic access to a confidential website, which also includes our online training courses and is commonly referred to as MyTacoBell. Because OneSource is provided electronically, the pagination thereof may differ than if it were provided in hard copy form. We estimate OneSource to be approximately 4,500 pages. Exhibit D lists the Table of Contents of the OneSource library folders, by name and number of pages, that comprise OneSource.

(3) We will make available to you and to one manager an operations training course (Exhibit B-1, Section 4.0). We require that you and one manager successfully complete this training program to our satisfaction. The training program is further described below.

(4) We will provide a representative, who will be available to advise you in coordinating pre-opening activities (Exhibit B-1, Section 3.0).

Certain of the pre-opening services described above are not applicable when you purchase an existing Unit. In those circumstances, we do not provide the services described above, except furnishing of OneSource and training course.

### **Our Continuing Obligations**

(1) Furnish you, as we deem appropriate, with advice and assistance in managing and operating the Unit, including local visits by our representatives. (Exhibit B-1, Section 3.0.)

(2) Modify the System and OneSource to reflect changes and updates. We will provide such revisions, deletions, and additions to you. (Exhibit B-1, Section 3.3.)

(3) Develop and administer advertising and sales promotion programs designed to promote and enhance the collective success of Units and establish and maintain a marketing fund as described below. (Exhibit B-1, Sections 6.0.)

### **Location Selection**

Each location, whether located by our representative or by you, is subject to our market plan approval. Except as provided in the IE Policy described in Item 1, we may approve or disapprove locations within our sole discretion and in consideration of any factors, such as area population, residents' demographics, traffic counts, convenience of ingress and egress, existing restaurants in the area, anticipated land acquisition costs and construction costs, the operating results of existing restaurants in similar or nearby areas, and any other factors, both objective and subjective, which in our view might bear upon the probability of a successful restaurant development and operation. We typically notify you of approval or disapproval of a site within 30 to 60 days of your submission of a complete site package. If you and we do not agree on a site, you must not build. If we do not approve a site, we will not issue a License Agreement.

We estimate the length of time between your payment of the initial license fee deposit, which is due upon your registration of a site, and the opening of the Unit will be approximately 4 to 6 months. Many factors may affect this length of time, such as obtaining the necessary governmental permits and approvals, weather conditions and labor difficulties during land development and building construction, and delivery of all necessary signs and equipment, among other things.

We have policies in place related to sale leaseback transactions that may prohibit or condition your ability to enter into sale leaseback transactions either when you enter into a lease or during the term of the lease. We may modify these policies from time to time.

### **Training Program**

We require that you and one manager successfully complete the training program to our satisfaction. Our management training program, offered on an as-needed basis, is a minimum of 7 weeks. Depending on the size and the geographical location of your restaurant/organization, the training may be extended to 8 weeks. If the Unit is multi-brand, additional time for the other brand's training is required. The training consists of web-based or e-learning training, as well as on-the-job and classroom training. The instructional materials may include OneSource, paper-based materials, e-learning and other course specific

handouts. Training is conducted by a restaurant training manager we certify, in an approved company owned restaurant that is geographically convenient to the attendees whenever possible and, for license applicants, should be scheduled to finish 4 to 6 weeks prior to the scheduled opening of your Unit. This program, as well as any other required ongoing training courses that we may choose to offer to existing franchisees or licensees in connection with new product roll-outs or other System changes, is tuition-free for you and your restaurant manager. Additional people can be trained at a fee, which was \$350 per person as of our last fiscal year. We may also charge tuition for training courses that are not mandatory. You are responsible for all other training costs, including travel and living expenses for yourself and your employees, etc. **Please note that we may terminate or decline to issue the License Agreement for your first Unit if you fail to successfully complete this training course (Exhibit B-1, Section 4.1).**

The basic license management training program is continually subject to refinement and change as we deem appropriate. The following table provides a description of the training program as of the end of our last fiscal year.

### TRAINING PROGRAM

<b>Column 1 Subject</b>	<b>Column 2 Hours of Classroom Training</b>	<b>Column 3 Hours of On- The-Job Training*</b>	<b>Column 4 Location</b>
Team Member Basics & Service Champion		Week 1 – 50 hours	Approved Company Owned Unit
Food Champion and Managing a Shift		Week 2 – 50 hours	Approved Company Owned Unit
Team Trainer Managing a Shift		Week 3 – 50 hours	Approved Company Owned Unit
Managing a Shift		Week 4 – 50 hours	Approved Company Owned Unit
AGM Activities and Leading a Restaurant - GM Curriculum		Week 5 – 50 hours	Approved Company Owned Unit
Leading a Restaurant - GM Curriculum		Week 6 – 50 hours	Approved Company Owned Unit
Leading Multiple Units with: - Operations Consultant - Area Coach Curriculum		Week 7 – 50 hours	Approved Company Owned Unit
Above Restaurant Leader Processes and Realistic Job Preview		Week 8 – 50 hours	Approved Company Owned Unit(s) or DMA
Food Safety Certification Training** (Classroom or online)	8 hours or as appropriate to meet state and	is 8 to 10 hours	Local classroom or on-line learning

learning through OneSource)	local Food Safety training requirements		
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\*Hours of On-The-Job Training include in-restaurant training through OneSource.

\*\*Food Safety Certification training is required for at least one manager per Unit at your expense. Training can be completed through OneSource, ServSafe or other approved vender that meets state/local Food Safety training requirements. Re-certification of this training must occur every 3 years.

All training instructors and training Units are subject to our approval. All training instructors have a minimum of one-year prior training and operations experience in the subjects covered above. Currently, the training program is supervised by Kelly McCulloch, Global Chief People & Transformation Officer since January 2020.

All restaurant employees are required to be certified in their specific job role by successfully completing OneSource e-learning courses and on-the-job requirements for their specific job role (Territory Manager-Area Coach-General Manager). Once certified, restaurant employees are required to recertify during each Marketing Experience by completing OneSource e-learning courses and on-the-job training requirements.

In addition to the above required training, optional classroom training is available at your expense, e.g., Achieving Breakthrough Results, HeartStyles – Leading with Heart.

The initial training program for a KT Unit will include training on Taco Bell operations and matters specific to the operation of multi-brand restaurants. You should consult the applicable franchise disclosure document provided by the other brands for additional information related to operating a multi-brand restaurant.

You will agree in your License Agreement that we are not joint employers of your employees and other personnel. We do not and will not share or codetermine any of your employees’ essential terms and conditions of employment. More specifically, in no case do we have any authority to determine or set your employees’: (1) wages, benefits, and other compensation; (2) hours of work and scheduling; (3) the assignment of duties to be performed; (4) the supervision of the performance of duties; (5) work rules and directions governing the manner, means, and methods of the performance of duties and the grounds for discipline; (6) the tenure of employment, including hiring and discharge; and/or (7) working conditions related to the safety and health of employees. You alone have sole authority to determine any or all your employees’ essential terms and conditions of employment.

**COMPUTER AND ELECTRONIC TECHNOLOGY EQUIPMENT**

The computer and electronic technology equipment used in the Unit, including computer and point of sale (“POS”) equipment, kitchen and credit card/gift card processing equipment, Digital Menu Board (“DMB”), Order Confirmation Board (“OCB”) equipment, Back of House (“BOH”) equipment, broadband internet access equipment and training access equipment, must meet or exceed our specifications. We set or modify our computer and electronic technology equipment policies from time to time. One of these policies is our All Access Policy, which we reserve the right to modify as we deem appropriate, including due to changes in available technologies.

**Front of House Technology**

Point of Sale (“POS”) System

Our POS System currently requires you to utilize PAR or Toshiba cash register terminals, which record

sales transactions (such as capturing sales, ticket data and product ordering data) and provide support functions (such as POS operations and order routing). There is no contractual limit on our right to access this information and data. In addition, you are currently required to use the POS terminals developed by Xenial's XPIENT solution. The POS equipment also requires kitchen equipment and software to display and process orders through assembly/delivery in the kitchen. With the introduction of Annspire POS (or Annspire POS), you will be required to transition from XPIENT to Annspire as of April 30, 2024. Annspire will also require you to utilize specific pre-existing PAR cash terminals, or Elo terminals. Please refer to the Touch KDS section below. POS costs vary depending on the hardware system and configuration you purchase; however, the estimated costs associated therewith are set forth in the below chart.

#### Touch Kitchen Display System ("TKDS")

TKDS leverages eye-level, touchscreen tablets on the food production line and displays order information from the POS System. TKDS is comprised of touchscreen tablets, and a kitchen controller/monitor/bump bar in Drive-thru. TKDS costs vary depending on the hardware configuration you purchase. Estimated costs are included in the below chart.

#### SmartHub

The SmartHub is a server installed in the restaurant to enable communication between devices, such as the TKDS and POS or POS and BOH. SmartHub is capable of receiving data from the cloud or from one of the devices in the restaurant, process that data and make it available for other devices inside the restaurant. SmartHub is considered the "brain" of Taco Bell's technology vision of the connected restaurant. For redundancy, each restaurant gets two SmartHubs. SmartHub costs can vary depending on the mounting requirement. Estimated costs are included in the below chart.

#### Speed of Service Timer & Headsets

Each drive-thru Unit must obtain and maintain BOH Speed of Service Timers and Headsets for taking orders. HME Electronics, Inc. is currently our approved vendor for BOH Speed of Service Timer & Headset equipment and maintenance.

#### Secure Credit Card Payments

All Units must utilize credit card processing equipment (including the secure credit card terminals and all connectors required to be used in conjunction with the POS System) from Verifone Secure Payment (SCA). Verifone P400 terminals must be utilized in connection with drive-thru payment processing POS terminals and Verifone MX915 terminals must be utilized in connection with front-counter and kiosk POS terminals. A typical Unit will require four Verifone MX915 terminals and one Verifone P400 terminal. Optionally, the Verifone e285 mobile device can be used for line-busting if leveraged in the Unit. In addition, you must obtain credit card processing services from Fiserv. The fees/costs associated with debit/credit card transactions vary and are typically calculated based on the total purchase price amount (including tax); however, the estimated costs associated therewith are set forth below in the chart.

#### Digital Menu Boards

Our digital menu board system (interior and exterior) requires you to use Stratacache enclosures and media players, all of these components are available for order through RSCS. This solution is dependent on the POS equipment highlighted above to function properly. The menu boards must be powered on at all times in order for important updates to be sent to the menu boards. All current hardware costs are available from RSCS, but approximate costs are listed in the below chart. There are additional software fees that must be paid directly to Stratacache and Taco Bell when these boards are installed. Please see below for details on these fees. The exterior menu boards have an integrated order confirmation board (OCB) that displays when an order is started. Please note: Interior DMBs are required for all remodels and new Units. Exterior DMBs are required only for new Units and major remodels at this time. As of January 1, 2025, exterior DMBs will be required in all drive-thru Units.

#### Kiosks

Our kiosk system requires you to use EloTouch tablets, VeriFone payment terminals, Storm Audio

Navigation Devices, and mount fixtures provided by IDx. These devices allow customers to input orders directly into the system via a tablet and complete their transactions via card payment or opt to complete the transaction at the traditional POS. There is no contractual limit on our right to access this information and data. The kiosk solution is dependent on the POS equipment highlighted above to function properly. The kiosks must be powered on at all times while the dining room is open, unless prior approval from Taco Bell has been provided. The kiosks must be free of any signs or other items that are not described herein (e.g.: tables/chairs/signage blocking or impeding access to the kiosks). Use of kiosks is subject to the transaction fee outlined in the Taco Bell All Access Policy.

## **Back of House Technology**

### **Broadband**

Comcast is the single managed service provider for broadband services. As the broadband service provider, Comcast will manage the provisioning of all circuits, hardware installation, maintenance and monitoring. Instead of obtaining broadband service from Comcast, you may (subject to certain exceptions) choose a Bring Your Own Broadband (“BYOB”) option; however, any such BYOB option must meet the minimum requirements we set forth and must be approved by us in advance. You must sign a managed service contract with Comcast, even in connection with a BYOB option, so that Comcast can install and manage the requisite network hardware in the Unit. Broadband pricing will depend on the local cable provider and whether a restaurant requires an alternative solution (e.g., DSL, 4G, Satellite) due to the unavailability of cable/fiber.

We are currently testing Network 3.0 for potential rollout to the System starting in 2024. Upon deploying Network 3.0 to your restaurant, you will see an increase in \$50/month on your bills from Comcast to support the incremental equipment during this initial pilot period. Following the initial pilot possible additional market tests, any additional costs will be communicated to you in advance of the national rollout.

### **Training Access**

Each Unit is required to have a computer or mobile tablet to access the e-learning training classes in OneSource.

### **BOH Computer**

Our BOH system includes the e\*Restaurant software from Altametrics, which will be transitioned to Tracks starting in 2024, a Hewlett Packard computer and a Brother printer. If you do not elect to use our BOH system, you must obtain a system which meets or exceeds all of our current BOH system specifications for reporting, tracking, capabilities, compatibility, and functionality and you must ensure that all data from your BOH system is shared with Taco Bell on a regular basis for measurements on performance and accuracy. SmartLynx SabreTooth Technologies is currently the only approved alternative BOH system; however, we do not provide support for the SmartLynx SabreTooth Technologies system. The fees associated with the BOH system will vary based on the software and related equipment configuration; however, the estimated costs associated therewith are set forth in the below chart.

### **Recommended Ordering**

Recommended Ordering is a mobile app available for in-restaurant tablets to enable restaurant managers to order inventory while moving about the BOH. If desired, Recommended Ordering is also accessible online via the BOH computer. In addition, restaurant specific recommendations for what and how much to order are displayed in the mobile app for consideration prior to completing an order. Recommendations take into account the restaurant’s historical and forecasted demand, inventory on hand and in transit, and buffer preferences. Recommended Ordering is currently available for those equipped with eRestaurant or Tracks, and who utilize McLane as their Distributor. The cost for Recommended Ordering is included in the below chart.



## **Other Technology & Services**

### **Taco Bell IT Service Desk**

The Taco Bell IT Service Desk currently provides support for certain “certified” in-restaurant hardware and software obtained from our supported vendors (as set forth in the chart below). You must pay us an annual fee in connection with the Taco Bell IT Service Desk providing this support. All other hardware, software, and services must be maintained and supported by your own vendors and the costs are your responsibility.

### **Technology Maintenance & Updates**

You must maintain your POS system and all your computer systems and electronics in good repair. Upon our request you must replace and upgrade the equipment in the Unit. (Exhibit B-1, Sections 3.3, 5.0 and 5.2). We can access the information stored in your system, and there is no contractual limitation on our right to do so. Except as otherwise indicated, neither we nor our affiliates nor any third parties currently have any obligation to provide ongoing maintenance, repairs, upgrades or support for your computer systems unless you have made arrangements with them to do so, and we cannot estimate the cost of maintaining, updating or upgrading your computer systems or its components as the cost will depend on your repair history, local costs of computer maintenance services in your area and technological advances.

You will be required, by certain specified dates, to update your Unit to comply with our then-current technology specifications, including network broadband and all FOH & BOH technologies. Costs to upgrade hardware are currently in line with the estimated costs set forth below, and these costs will be your responsibility. Costs for future upgrades will also be your responsibility. Such upgrades may require you to purchase new technologies, as well as improvements to or modifications of existing technologies, from us, our affiliates, or designated third parties and to enter into related license and support agreements with us, our affiliates, or designated third parties and pay all related fees, including fees to support any online and smartphone “app” ordering systems. If you must purchase from us or our affiliates, we and our affiliates reserve the right to state license, support, maintenance and other technology fees separately or in the aggregate and to change the basis of the allocation of any fees from time to time to reflect: (i) any increase or decrease in the costs and expenses of providing the applicable services, or (ii) any change in the competitive needs of the System, including the right to change the basis for charging such fees, so long as the charges are computed on a fair and consistent basis among similarly situated Units receiving the services for utilizing the applicable systems.

### **Payment Card Industry (“PCI”) Security & Compliance**

You are required to have on file with your bank, a current certificate of PCI compliance covering all of your Units. Your bank will notify you of their reporting and filing requirements. We or our designee may provide certain security services to your Units on your behalf; however, the responsibility to file and maintain PCI compliance is incumbent upon you.

### **Tech Check**

In addition to maintaining a certificate of PCI compliance, you may be required to complete an annual Taco Bell security assessment in order to document and certify the effectiveness of cybersecurity controls in your Units. If you elect to utilize our FOH, BOH, network broadband, and payment terminal systems, we or our designee will attest to the applicable controls on your behalf (although some specific information about your operating environment will be required from you). If you choose not to utilize all of our supplied systems, you will be required to undergo a formal assessment by a Taco Bell-approved assessor at your own expense. Costs associated with this assessment may vary depending on which approved assessor you choose to contract with, however the estimated costs associated therewith are set forth in the chart below.

**Estimated Costs for Computer and Electronic Technology Equipment in Units:**

Type of Fee	Estimated Fees	Non-Exhaustive List of Required Products and Services For this Fee
Fees owed to us or our affiliates for required products and services	<p>We estimate your yearly per restaurant fees to be up to \$8,500</p> <p>We estimate your one-time per restaurant fees to be up to \$2,000</p>	<ul style="list-style-type: none"> <li>• Alometrics Software Maintenance</li> <li>• Annspire POS</li> <li>• DMB Support</li> <li>• DT DMB Support</li> <li>• Elo</li> <li>• eRestaurant Support</li> <li>• Front of House Support</li> <li>• Customer Care</li> <li>• Recommended Ordering</li> <li>• SmartHub Software</li> <li>• SolidCore and Big Fix License and Maintenance</li> <li>• Cyber Security</li> <li>• TKDS Software</li> <li>• Tracks</li> <li>• Xenial's XPIENT POS</li> <li>• Window's License and Office 365</li> </ul>
Fees owed to third-party vendors for required products and services	<p>We estimate your yearly per restaurant fees to up to \$15,500</p> <p>We estimate your one-time per restaurant fees to be up to \$80,000</p>	<ul style="list-style-type: none"> <li>• Altometrics Activation Fee</li> <li>• Armis Cyber Security</li> <li>• Broadband</li> <li>• Computer</li> <li>• DMB Equipment, Installation, Maintenance and Warranty</li> <li>• eRestaurant Setup Fee</li> <li>• HME Timer, Headset, System, and Installation</li> <li>• Kiosk (3 minimum)</li> <li>• OneSource Tablet</li> <li>• PAR POS Equipment</li> <li>• Printer and Warranty</li> <li>• Protiviti Tech Check Security Assessment based on Unit's configuration</li> <li>• Secure Pay VeriFone Hardware, Subscription, and Installation (for 5 P400 devices and 2 E285 devices)</li> <li>• Smarthub Hardware and Installation</li> <li>• TKDS Equipment</li> <li>• Xenial's XPIENT POS Mobile Connector, Payment Connector &amp; Maintenance</li> </ul>

The above costs are estimates and are subject to change. They do not include taxes or shipping. RSCS facilitates the acquisition of the majority of our approved and certified technologies. Where RSCS facilitates the acquisition of technologies, sourcing fees may apply and are included in the estimates above.

### **Advertising**

You agree to advertise, market, promote and merchandise the business of the Unit. Neither we nor you have any obligation to expend a specified amount of funds on advertising except that you are required to purchase certain point of purchase materials as described in Item 6. You must obtain our express written approval for all advertising materials using the Trademarks or pertaining to the Unit before you use the materials.

We do not have the power to require you to contribute to any advertising fund. There are no licensee advertising cooperatives. The License Agreement does not give us the power to require advertising cooperatives to be formed, changed, dissolved or merged. There is no advertising council composed of licensees. The License Agreement does not give us the power to form, change, or dissolve a licensee advertising council.

There is no obligation for us to maintain any advertising program or to spend any amount on advertising in your area or territory.

### **Item 12**

### **TERRITORY**

The License Agreement does not provide territorial protection or exclusivity for you, although we may grant such rights in separate transactions or by policy on a temporary basis in our sole discretion. There are no exclusive areas or territories granted to you in the License Agreement. The License Agreement licenses the use of the Trademarks in connection with the operation of a Unit at a specified location. Your rights under the License Agreement are non-exclusive and do not include the right to prevent any other uses by any persons or entities of the Trademarks or the System *regardless of how close they are or will be to the Unit*.

You will not receive an exclusive territory under the License Agreement. You may face competition from other franchisees or licensees, from Units that we own, or from other channels of distribution or competitive brands that we or our affiliates control. Our Integrated Expansion Policy describes our considerations in evaluating a site for registration. If you purchase one or more existing Units from us or one of our affiliates, you may be required to waive any impact protection under our then-current Integrated Expansion Policy, if any, to which you may be entitled under the License Agreement(s) for the purchased Unit(s), which waiver shall be effective for the entire term of the License Agreement(s).

If you purchase existing Units from us or a Licensee, you may also be required to develop one or more new Units according to a Market Build Out Agreement in a form similar to that attached as Exhibit J. You may be required to develop certain Units that we designate, or we may choose to designate an entire geographic region or part of it as the development area. The Market Build Out Agreement will specify the dates by which each of these Units must be open for business. You will be required to pay to us a development fee of \$22,500 for each new Unit, \$10,000 of which is payable upon registration and the balance of which is due upon the Unit's groundbreak. If the Market Build Out Agreement is being issued in connection with your purchase of restaurants from an existing franchisee, any Unit that was registered by the prior franchisee shall not count as a new Unit under your Market Build Out Agreement, even if such Unit opens during the term of your Market Build Out Agreement. If you fail to develop and open a Unit on time, upon the missed opening date you must pay to us: a) within 5 days of the missed deadline, a lump

sum payment of \$22,500 or the balance of the development fee if you have previously made a \$10,000 deposit, which \$22,500 total fee shall be applied towards the initial franchise fee under the franchise agreement for the new Unit to the extent the new Unit is opened during the term of the Market Build Out Agreement; and b) payments of \$4,231 for each four or five week accounting period of our pertinent financial calendar until the earlier of the date i) you open the new Unit or ii) that is 10 years from the required Opening Date as defined in the Market Build Out Agreement. Alternatively, we may choose to require that you pay a development fee calculated by multiplying the aggregate number of new Units you are required to develop and operate thereunder by the sum of \$22,500 in which case we will credit the portion of the development fee attributable to a new Unit against the initial fee for such new Unit so long as such new Unit is opened in accordance with the Market Build Out Agreement. In the event that the new Unit does not open, these fees are not refundable or applicable to other Units. The standard term of the Market Build Out Agreement is five (5) years, though the term may be for a shorter or longer period depending on the location and the number of new Units to be opened or other factors in our sole discretion.

We and/or our affiliates operate many Units and we permit many other franchisees, licensees and third parties to use the Trademarks and System. We will likely permit additional uses of the Trademarks in the future, without regard to proximity to your Unit. The License Agreements do not restrict our and our affiliates' right to locate our and our affiliates' own Units without regard to their proximity to your Unit. Pizza Hut, KFC, and HBG as well as any chains acquired or developed by YUM or its subsidiaries and divisions in the future, also may locate their Units anywhere without regard to their proximity to your Unit. If any problems arise due to the proximity of a Unit or a restaurant owned or franchised by Pizza Hut, KFC or HBG, we will act as we determine is appropriate under the circumstances. We have no obligation to relocate our Units or restaurants owned or franchised by Pizza Hut, KFC or HBG, or compensate you in any way, or allow you to relocate your Unit, unless the License Agreement is terminated prior to the end of the specified term due as set forth in the License Agreement.

The License Agreement licenses the use of the Trademarks only in connection with the operation of a Unit at a specified location. We do not grant you any right or authority to pre-package or to sell pre-packaged food products or beverages under the Trademarks through any channel of distribution (including alternative channels of distribution, as described below) or to sell non-prepackaged food products, beverages, or other products under the Trademarks through any alternative channels of distribution, such as the internet, social media and other forms of electronic commerce, "800" or similar toll-free telephone numbers, catalogs, telemarketing or other direct marketing sales, or, any channel of distribution other than in connection with the operation of a Unit at a specified location. You may not prepare food at the Unit for delivery or sale elsewhere without our prior written consent.

We have the exclusive, unrestricted right to produce, distribute, or sell pre-packaged and other food products and beverages containing the licensed Trademarks, such as tacos, taco shells, snack foods, sauces and fillings, and other Mexican-style food products, and to use in connection with these the various identifying characteristics developed or used by us. We reserve the right to do so through any channel of distribution, including alternative channels of distribution, such as the internet, social media and other forms of electronic commerce, "800" or similar toll-free telephone numbers, catalogs, telemarketing or other direct marketing sales, or, any other channel of distribution. You will be entitled to no compensation in connection with any such sales.

You have no options, rights of first refusal, or similar rights to acquire additional licenses.

### Item 13

#### TRADEMARKS

Our affiliate, Taco Bell IP Holder, LLC, owns a number of trademarks and service marks, including the active Trademarks set forth below, which are registered with the United States Patent and Trademark Office. Taco Bell IP Holder, LLC has granted us a 99 year license to use and sublicense the Trademarks to licensees.

	<u>Registration Number</u>	<u>Registration Date</u>	<u>Renewed</u>
TACO BELL (in block or stylized letters)	820,073	12/06/66	Yes
	879,582	10/28/69	Yes
	1,322,739	02/26/85	Yes
	1,874,786	01/17/95	Yes
	1,924,335	10/03/95	Yes
	2,114,014	11/18/97	Yes
	3,501,311	09/16/08	Yes
	3,676,436	09/01/09	Yes
	4,780,421	07/28/15	No
	6,051,763	05/12/20	No
TACO BELL & Bell Design	1,322,738	02/26/85	Yes
	2,105,501	10/14/97	Yes
	2,816,454	02/24/04	Yes
	4,102,936	02/21/12	Yes
	4,682,267	02/15/15	No
	4,873,041	12/22/15	No
	5,592,983	10/30/18	No
TACO BELL with Mission Window	4,295,975	02/26/13	Yes
THE BELL (in block letters)	1,765,386	04/13/93	Yes
BELL DESIGN	1,322,737	02/26/85	Yes
	1,330,236	04/09/85	Yes
	2,006,124	10/08/96	Yes
	2,105,502	10/14/97	Yes
	3,629,938	06/02/09	Yes
	6,820,973	08/16/22	No
LIVE MÁS	4,243,633	11/13/12	Yes
	5,146,760	02/21/17	No
TACO BELL and Bell Design No. 7 with LIVE MÁS	4,382,469	08/13/13	No

These are the primary Trademarks. Others have been registered and are described in the Appendix to the License Agreement.

Required affidavits of continued use have been filed. There are presently no effective determinations of the United States Patent and Trademark Office, the Trademark Trial and Appeal Board, the trademark administrator of this state, or any court, nor is there any pending infringement, opposition, or cancellation proceeding, nor any pending material litigation involving any of the above Trademarks that may be relevant to their use in this state or in any other state.

There are no agreements currently in effect that significantly limit our rights to use or license the use of the Trademarks in any manner material to the license. We are not aware of either superior prior rights or infringing uses that could materially affect your use of the Trademarks.

All of the above registrations, which are on the principal register, are licensed nonexclusively to franchisees and licensees of Units and Express Units as appropriate. You will be notified of the Trademarks that can be utilized for your business. Except as provided for in Item 12 (Territory), we may, in our sole and absolute discretion, grant any other person(s) the license, in addition to any license(s) already granted, to use all or any part of the Trademarks, both within and outside your restaurant trading area.

Our affiliate, Taco Bell IP Holder, LLC, is the sole and exclusive owner of the Trademarks. You may not directly or indirectly object to, attack, or contest or aid in contesting the validity, ownership, or use of the Trademarks by Taco Bell IP Holder, LLC, or by us or our other affiliates. The License Agreement does not vest you with any right, title, or interest in or to the Trademarks, the goodwill now or hereafter associated therewith, or any right in the design of any restaurant building, other than the limited license granted. All goodwill now or in the future associated with and/or identified by the Trademarks (including any goodwill arising out of your use of the Trademarks) will inure directly and exclusively to the benefit of Taco Bell IP Holder, LLC, us or our other affiliates.

You must exercise caution in your use of the Trademarks to ensure that the Trademarks and the goodwill associated with them are not jeopardized in any manner. You may not use the Trademarks in any manner or in connection with any statement or material that is, in our sole judgment, in bad taste or inconsistent with the Taco Bell public image, or that could tend to bring disparagement, ridicule, or scorn upon us, the Trademarks, the System, the products or services of the System, or the goodwill associated with the Trademarks. You will not adopt, use, or register (by filing a certificate or articles of incorporation, a fictitious business name statement, or otherwise) any trade or business, name, style, or design that includes, or is similar to, any of the Taco Bell trademarks, service marks, trade names, logos, insignia, slogans, emblems, symbols, designs, or other identifying characteristics.

We may designate new Trademarks on any such terms and conditions as we deem appropriate. We will have the right at any time and upon notice to you to make additions to, deletions from, and changes in the Trademarks, all of which additions, deletions, and changes will be subject to the terms of the License Agreement. All such additions, deletions, and changes will be made in good faith, on a reasonable basis, and with a view toward the overall best interest of the System.

You must immediately notify us of any claims or charges of trademark infringement against you, us or Taco Bell IP Holder, LLC, as well as any information you may have of any suspected trademark infringement by a third party. We will use reasonable efforts to protect and preserve the integrity and validity of the Trademarks, including taking actions we deem appropriate in the event of any apparent infringement of the Trademarks. You may not, however, take any action with respect to any challenges against your use of the Trademarks, or any known or suspected infringements of the Trademarks by other parties, without our prior, written approval. Whenever requested to do so by us, you will cooperate fully in any such action. There is no written obligation, in the License Agreements or otherwise, to protect any rights that you have to use the Trademarks or to protect you against claims of infringement or unfair competition with respect to the same. We, Taco Bell IP Holder, LLC and/or our affiliates have the right to

control any administrative proceedings or litigation involving any of the Trademarks licensed to you.

You must adopt and use the Trademarks strictly according to the terms and conditions of the License Agreement.

#### **Item 14**

### **PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION**

We do not own any patents or copyrights that are, in our opinion, material to the license. However, we claim copyright protection of OneSource and related materials, although these materials have not been registered with the United States Registrar of Copyrights. We do own copyrights in a variety of radio and television commercials, manuals, and reports. You may use these copyrighted materials to operate the Unit without additional charge, except that you have to purchase and pay for the printed materials (e.g., signs and posters).

Information disclosed to you and your employees concerning the development and operation of Units includes valuable proprietary information and trade secrets and is considered our property. You may use this information only as provided in the License Agreement. If you sign a Relationship Agreement with us (Exhibit K), each member of your governing body must also sign a confidentiality agreement with us on a form reasonably acceptable to us. You may not use our confidential information in any unauthorized manner and you must take reasonable steps to prevent its disclosure to others.

#### **Item 15**

### **OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE LICENSE BUSINESS**

You must devote your full time, best efforts, and constant personal attention to the day-to-day operations of the Unit. If we have authorized you to name an employee as the supervisor of the Unit, then that person must successfully complete our training program and is required to devote his or her full time, best efforts, and constant personal attention to the day-to-day operations. The authorized employee is not required to hold an equity interest in the business. If we have approved the transfer of the individual interests in the franchise to a corporation, partnership, or limited liability company (see Exhibit B-2), you remain obliged to devote your full time, best efforts and constant personal attention to the day-to-day operations of the Unit, unless otherwise agreed between you and us.

Except as otherwise provided in the License Agreement, you or a qualified restaurant manager must maintain their personal residence within a driving time of approximately one hour from the Unit. You are personally responsible to us under the License Agreement, and we look to you for the performance of all duties, liabilities, and obligations described in the License Agreement. If you are an entity other than a natural person, such as an approved assignee corporation, partnership, or limited liability company, we require that all of your legal and/or beneficial holders of equity personally guarantee (see Exhibit B-2) the performance of your obligations under the License Agreement, except your spouse who holds a beneficial equity interest solely because of marriage to you is not required to execute the personal guarantee.

During the term of the License Agreement, you and your immediate family, employees, shareholders, and others associated with you or the license, must not engage in the service of Mexican-style menu or food items at the Unit or anywhere else, except for our own brand of Mexican-style menu or items.

## Item 16

### RESTRICTIONS ON WHAT THE LICENSEE MAY SELL

You must offer for sale and sell all and only the food, beverages, and other products described in OneSource. Item 8 above describes restrictions on goods that may be sourced and incorporated into the goods and services offered by you at the Unit. We have the unlimited right to change the types of authorized goods and services. No trademarks or service marks other than those authorized in writing by us may be used in connection with the operation of the Unit. For instance, the products of The Coca-Cola Company may not be sold from the Unit.

You may not use the Trademarks to conduct business anywhere other than a Unit for which there is a valid Agreement, nor may you prepare food at the Unit for delivery or sale elsewhere without our prior written consent in the form of an amendment to the License Agreement.

## Item 17

### RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION

#### THE LICENSE RELATIONSHIP

These tables list certain important provisions of the License Agreement and related agreements pertaining to renewal, termination, transfer, and dispute resolution. You should read these provisions in the agreements attached to this disclosure document. See Exhibits B, I, J, K, and L.

#### License Agreement (“LA”) and KT Successor License Agreement (“KTSLA”)

Provision	Section in License Agreement	Summary
(a) Length of the license term	2.0	<p>Initial LA: 10 years. The term of a License Agreement issued in connection with the purchase of an existing KT Unit from us or an affiliate may vary from 9 months to 5 years.</p> <p>Notwithstanding the above, we reserve the right in our absolute discretion to offer a term from 1 to 20 years for atypical locations or unusual development or operational circumstances.</p> <p>KTSLA: 5 to 10 year term for KT Unit that is granted a successor agreement.</p> <p>Notwithstanding the above, we reserve the right in our absolute discretion to offer a term from 1 to 20 years for atypical locations or unusual development or operational circumstances.</p>
(b) Renewal or extension of the term	2.0	<p>No renewal rights are granted to you under the License Agreement, but we have a successor policy currently in effect subject to modification or cancellation at any time, under which we might agree to enter into a new agreement with you. Additionally, we may agree to enter into an</p>



Provision	Section in License Agreement	Summary
		Amendment to your License Agreement to temporarily extend the term to allow you additional time to complete a remodel of the Unit.
(c) Requirements for you to successor or extend	See (b) above	<p>LA: See (b) above. You must be operationally and financially approved pursuant to our then current guidelines, upgrade the Unit and pay a successor fee. You must sign a release and may be required to sign a License Agreement with materially different terms and conditions than your original License Agreement. If you are approved for an extension, you must execute an amendment to the License Agreement that modifies the term and pay an extension fee.</p> <p>KTSLA: You must be operationally and financially approved pursuant to our then current guidelines, meet certain minimum sales requirements, upgrade the Unit, and pay a successor fee. You must sign a release and you may be required to sign a contract with materially different terms and conditions than your original contract. You must also meet KFC's then-current standard requirements for obtaining a license successor agreement. If you are approved for an extension, you must execute an amendment to the License Agreement that modifies the term and pay an extension fee.</p>
(d) Termination by you	15.5	Termination by you without material breach by us is a default. In addition to any other remedy or right that we may have, you must pay us liquidated damages in the amount of \$100,000 or 11% of the Unit's Gross Sales for the past 12 months, whichever amount is greater.
(e) Termination by us without cause	16.2	If a portion of the License Agreement relating to your payment of fees to us, or the preservation of Trademarks is declared invalid or unenforceable, we have the option to terminate upon written notice to you.
(f) Termination by us with cause	15	We can terminate if you commit any one of several listed violations, including any material breach of the License Agreement.
(g) "Cause" defined - defaults which can be cured	15	You have 30 days to cure certain monetary or operational defaults.
(h) "Cause" defined – non-curable defaults	15	LA: Certain specified breaches of the Agreement, such as an untrained Unit Manager, denial of our right to access the Unit, unauthorized transfer, loss of possession of Unit, felony conviction, material misrepresentation in application, petition in bankruptcy, pattern of

Provision	Section in License Agreement	Summary
		<p>repeated defaults, etc. The provision in the License Agreement that provides for termination upon your bankruptcy may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101 et seq.).</p> <p>KTSLA: In addition to those defaults listed above, if the Unit is a KT Unit, termination of the KFC franchise agreement by KFC is an incurable breach of the KTLA.</p>
(i) Your obligations on termination/non-renewal	15	Stop using trademarks and System, de-identify Unit in accordance with required de-identification scope, pay liquidated damages if applicable. If we request, assign us your interest in the Unit (either selling the premises to us or assigning the lease) and vacate promptly.
(j) Assignment of contract by us	13	No restriction on our right to assign. However, no assignment will be made except to an assignee who, in our good faith and judgment, is willing and able to assume our obligations under the license agreement.
(k) "Transfer" by you	13	Includes sale, assignment, transfer or encumbrance of, as well as granting a lien or security interest in, your rights and interests under the License Agreement and/or your interest in any of the Restaurant land, building, equipment, fixtures or other things which are subject to the provisions of the License Agreement.
(l) Our review of transfer by you	13	We have the right to disapprove any transfers, our consent may be further subject to further terms and conditions and noted in (m) below.
(m) Condition for our consent of transfer	13	<p>No existing default, all amounts due us are paid current, transferring licensee must sign a release, transfer fee is paid, proposed transferee satisfactorily completed training, provided biographical and financial information, and executed a release and the then-current License Agreement. If a transfer to an entity by the licensee or any of the owners of the licensee, entity organizational documents are subject to our review and approval and must provide, among other things, that the entity will not engage in any other business activity and that the shares of stock or certificates of ownership contain a restrictive transfer legend.</p> <p>In addition to the above requirements, in our sole discretion, we may condition our consent on the transferee and/or its owners on executing a Market Build Out Agreement in a form similar to</p>

Provision	Section in License Agreement	Summary
		Exhibit J and/or a relationship agreement, letter of credit, and guaranty in a form similar to that attached as Exhibit K. We may tailor these agreements as we deem appropriate for the proposed transferee and its owners. We may also, in our sole discretion, set limits from time to time as to the number of Units any licensee or its owners may own and operate at any given time and may withhold our consent to the proposed sale of all then owned Units to a single prospective transferee via one or more transfer transactions.
(n) Our right of first refusal to acquire your business	13	We have 30 days from receipt of a binding agreement, current financial statements and other information, to accept or reject the offer to transfer to any party any interest in the Unit. This right may be exercised on one, all, or any number of Units that you own.
(o) Our option to purchase your business	13, 15.4	We have an option but not an obligation to purchase or assume lease of some or all of the usable proprietary equipment and signage. The option to purchase the business in the event a transfer is not finalized per the terms of the License Agreement after your death or disability. See the following subsection (p).
(p) Your death or disability	13	Heirs or legal representatives must notify us within 120 days that they elect to perform your obligations and we have the right to approve or disapprove. If we disapprove, your heirs have 6 months to sell interest. If a transfer that meets the requirements of the License Agreement is not completed within 6 months, we have option to purchase the business at fair market value.
(q) Non-competition covenants during the term of the license	3.8	No interest in a restaurant business that prepares or sells Mexican style food products, except for not more than a 10% ownership in stock of publicly-traded company.
(r) Non-competition covenants after the license is terminated or expires	3.8	Same as above for one year following termination by us due to your breach, but only with respect to similar businesses operated within a 10 mile radius of the Unit.
(s) Modification of the License Agreement	16.10	All changes must be mutually agreed to and in writing (except changes to OneSource or Trademarks) and signed by one of our officers.
(t) Integration/merger clause	16.9	Only the terms of the License Agreement and all agreements signed with it are binding (subject to state law). Any representations or promises outside of the disclosure document and License Agreement and agreements signed with it may not be enforceable.

<b>Provision</b>	<b>Section in License Agreement</b>	<b>Summary</b>
(u) Dispute resolution by arbitration or mediation	Not Applicable	None
(v) Choice of forum	16.4	Any suits must be brought in federal or state courts in Orange County, California.
(w) Choice of law	16.3	New York law applies.
(x) Cross Default	15.1	Subject to applicable law, any default or breach of the Agreement by Licensee, Licensee's affiliates, or Licensee's owners, or obligors will be deemed a breach of any other agreement between the us or our Affiliates and Licensee, Licensee's affiliates, or Licensee's owners or obligors.

NOTES: See also Exhibit H, State Addenda to the Disclosure Document and License Agreement, for laws in your state that may supersede the License Agreement in your relationship with us.

**Development Services Agreement (DSA), Asset Purchase Agreement (APA), Market Build Out Agreement (MBOA) and Relationship Agreement (RA) and Guaranty (RAQ).**

<b>Provision</b>	<b>Section in DSA, APA and DA</b>	<b>Summary</b>
(a) Length of the agreement term	DSA: 2, 3 APA: Not Applicable MBOA: 2 RA: III RAQ: II	DSA: As needed for the conduct of services for each phase. MBOA: Varies RA & RAQ: Last to occur of expiration of 1 year following Obligor's or Guarantor's sale of interest or obligations or until breaches or defaults occurring in that year have been cured
(b) Renewal or extension of the term	Not Applicable	
(c) Requirements for you to renew or extend	Not Applicable	
(d) Termination by you	DSA: 8.1, 8.2 APA: 5.1, 8, 18.1 MBOA: Not Applicable RA & RAQ: Not Applicable	DSA: You may terminate the agreement upon 7 days prior written notice if YRSG fails to perform its obligations or if the project is abandoned. You may terminate the agreement on any grounds available by law. APA: Either party may terminate if parties are unable to obtain consent required under lease or sublease or unable to agree on reasonable terms of lease or sublease, if we choose not to remedy certain title or property conditions, if we fail to satisfy a condition precedent, or if closing does not occur by specified date.
(e) Termination by YRSG or us without cause	Not Applicable	
(f) Termination by YRSG or us with cause	DSA: 8.1, 8.2, 8.3, 8.4 APA: 8, 18.1	DSA: YRSG may terminate the Agreement upon 7 days' prior written notice if you fail to

Provision	Section in DSA, APA and DA	Summary
	MBOA: 9 RA: II RAQ: Not Applicable	perform your obligations or if you fail to make payments as required. APA: We may terminate if you fail to satisfy a condition precedent or if closing does not occur by an agreed date. MBOA: We may terminate if you fail to satisfy any conditions precedent or pay fees within 10 days of written demand. RA: We may terminate in the event of a fundamental breach of Section II of the RA.
(g) "Cause" defined - defaults which can be cured	DSA: Not Applicable APA: Not Applicable MBOA: 9 RA: II.N RAQ: Not Applicable	MBOA: You have 30 days (10 days for monetary breaches) in which to cure a breach relating to your failure to remain financially and operationally approved for development or remain in good standing
(h) "Cause" defined - non-curable defaults	DSA, MBOA, & RAQ: Not Applicable RA: II.O APA: 18	RA: If you default in your use of the BOH System, you must pay us liquidated damages. APA: If you default, you must pay us liquidated damages.
(i) Your obligations on termination/non-renewal	DSA: 8.4 RA: IV. G RAQ: III.G APA: 18 MBOA: 8, 9	DSA: You are responsible to pay YRSG for all services performed prior to the date of termination. APA: If you default, you must pay us liquidated damages. MBOA: You are responsible to pay us for all amounts due, if any, for the purchased restaurants.
(j) Assignment of contract by us or YRSG	DSA: 9.2 MBOA: Not Applicable APA: 28 RA: IV.B RAQ: III.B	DSA: YRSG may not assign without your written consent. APA: We may assign to any of our affiliates. RA & RAQ: We may assign without other party's consent
(k) "Transfer" by you	DSA: 9.2 APA: 28, 38.1 MBOA: 11 RA: II.D, II.P, IV.C RAQ: III.C	DSA: You may not assign without the written consent of YRSG. APA: You may not transfer except with our prior written consent. For 5 years following the closing of the transaction, you may not transfer any assets purchased from us without our consent which may withheld in our sole discretion. MBOA: You may not transfer. RA: Obligors may not transfer an interest in the franchisee without our prior written approval, provided that individual investors may transfer interests to a "Qualified Transferee" (defined in detail in RA) if done in compliance with all laws and if not an initial public offering or distribution of securities. RAQ: Guarantors may not assign

Provision	Section in DSA, APA and DA	Summary
(l) YRSG's or our approval of transfer by you	DSA: Not Applicable APA: 28, 38.1 MBOA: Not Applicable RA: IV.D RAQ: Not applicable	APA: You may not transfer except with our prior written consent. For 5 years following the closing of the transaction, you may not transfer any assets purchased from us without our consent which may withheld in our sole discretion. RA: Obligors may not transfer an interest in the franchisee without our prior written approval, provided that individual investors may transfer interests to a "Qualified Transferee" (defined in detail in RA) if done in compliance with all laws and if not an initial public offering or distribution of securities.
(m) Condition for YRSG's or our approval of transfer	DSA: Not Applicable APA: 28, 38.1 MBOA: Not Applicable RA: II.M RAQ: Not Applicable	APA: You may not transfer except with our prior written consent. For 5 years following the closing of the transaction, you may not transfer any assets purchased from us without our consent which may withheld in our sole discretion. RA: For 6 months after date of an RA, we need not consent to any acquisition of Taco Bell branded restaurants by that franchisee or its affiliates, and during such period the Obligors under that RA may not negotiate or agree to any such acquisitions without our prior written consent.
(n) YRSG's or our right of first refusal to acquire your business	DSA: Not Applicable APA: 38.2 MBOA: Not Applicable RA: Not Applicable RAQ: Not Applicable	APA: For 5 years following the closing of the transaction, we have the right of first offer to purchase any assets that you have purchased from us in the event that you decide to transfer.
(o) YRSG's or our option to purchase your business	DSA: Not Applicable. APA: 38.2 MBOA: Not Applicable RA: II.L, Ex. C RAQ: Not Applicable	APA: For 5 years following the closing of the transaction, we have the right of first offer to purchase any assets that you have purchased from us in the event that you decide to transfer. RA: If Obligor or the franchisee changes corporate structure without our prior written approval where required, or if the Principal Operator departs and no successor is timely designated, we or our designee have the option to (A) purchase for cash all equity in the franchisee from your holding company; (B) purchase for cash all restaurants from the franchisee; or (C) take no such action. Purchase would be at 95% of fair market value.

<b>Provision</b>	<b>Section in DSA, APA and DA</b>	<b>Summary</b>
(p) Your death or disability	Not Applicable	
(q) Non-competition covenants during the term of the franchise	DSA, APA, MBOA, RAQ: Not Applicable RA: II.B.(8), II.O	RA: Obligors may have no interest in or perform services for any quick service restaurant business, Mexican casual dining business or Mexican quick casual dining business, other than the Units or any Yum! Brands concept, and with exceptions for certain types of passive investments by natural persons.
(r) Non-competition covenants after the franchise is terminated or expires	DSA, APA, MBOA, RAQ: Not Applicable. RA: II.B.(8), II.O, III.A	RA: For one year following Obligor's approved sale or disposition of all its interests in the licensee (and extended if Obligor retains decision-making in the licensee or its parent or as long as there are uncured defaults), Obligors may have no interest in or perform services for any quick service restaurant business, Mexican casual dining business or Mexican quick casual dining business, other than the Units or any Yum! Brands concept, and with exceptions for certain passive investments by natural persons.
(s) Modification of the Agreement	DSA: 9.3 APA: 33 MBOA: 11 RA: IV.E RAQ: III.E	DSA: May be amended only be written instrument signed by you and YRSG. APA & MBOA: May be amended only in writing by you and us. RA & RAQ: May be amended only in writing by Obligor or Guarantor and us
(t) Integration/merger clause	DSA: 9.3 MBOA & RAQ: Not Applicable RA: IV.H. APA: 33	DSA, APA: Only the terms of the respective agreement and all agreements signed with it are binding (subject to state law). Any representations or promises outside of the disclosure document and the respective agreement may not be enforceable.
(u) Dispute resolution by arbitration or mediation	DSA: 9.19 RA,RAQ & MBOA: Not Applicable. APA: 32	DSA: If parties cannot resolve issues, controversy shall be settled by arbitration APA, MBOA: Parties agree to mediate
(v) Choice of forum	DSA: 9.19 APA: 32 MBOA: 10 RA: IV.F RAQ: III.F	DSA: Arbitration shall occur in Jefferson County, KY APA: Mediation shall occur in Orange County, CA RA, RAQ, MBOA: California courts
(w) Choice of law	DSA: 9.1 APA: 31 MBOA: 10 RA: IV.F RAQ: III.F	DSA: Law of the place where the project is located applies. APA, MBOA, RA & RAQ: New York law.

## **Item 18**

### **PUBLIC FIGURES**

We do not use any public figure to endorse or recommend the license in advertisements, except insofar as performing artists, sports figures or other celebrity figures may appear periodically in our consumer advertising. You do not have any right to use the name of a public figure in your promotional effort and advertising, except to the extent just mentioned.

## **Item 19**

### **FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC's Franchise Rule permits a licensor to provide information about the actual or potential financial performance of its licensed and/or licensor-owned Units, if there is a reasonable basis in fact 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 licensor provides the actual records of an existing Unit you are considering buying; or (2) a licensor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

We do not make any representations about future financial performance or the past financial performance of any company-owned or licensed Express Units. 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 Unit, however, we may provide you with the actual records of that Unit. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting Sarah Crow, at Taco Bell Franchisor, LLC, 1 Glen Bell Way, Irvine, California 92618, Phone: 949-863-4500, the Federal Trade Commission, and the appropriate state regulatory agencies.

## **Item 20**

### **UNITS AND LICENSEE INFORMATION**

Table No. 1  
Systemwide Unit Summary  
For Years 2021 to 2023

<b>Unit Type</b>	<b>Year</b>	<b>Units at the Start of the Year</b>	<b>Units at the End of the Year</b>	<b>Net Change</b>
Licensed	2021	258	252	-6
	2022	252	235	-17
	2023	235	229	-6
Company-Owned	2021	7	7	0
	2022	7	7	0
	2023	7	7	0
Total	2021	265	259	-6
	2022	259	242	-17
	2023	242	236	-6



**Table No. 2**  
**Transfers of Licensed Units to New Owners (Other than the Licensor)**  
**For Years 2021 to 2023**

State	Year	Number of Transfers
Arizona	2021	0
	2022	0
	2023	1
California	2021	0
	2022	0
	2023	1
Illinois	2021	1
	2022	0
	2023	0
New York	2021	0
	2022	1
	2023	0
Total	2021	1
	2022	1
	2023	2

**Table No. 3**  
**Status of Licensed Units**  
**For Years 2021 to 2023**

State	Year	Units at Start of Year	Units Opened	Terminations	Non-Renewals	Reacquired by Licensor	Ceased Operations - Other Reasons	Units at End of the Year
Alabama	2021	2	2	0	0	0	0	4
	2022	4	0	0	0	0	1	3
	2023	3	0	0	0	0	0	3
Arizona	2021	7	0	0	0	0	0	7
	2022	7	0	0	1	0	0	6
	2023	6	1	0	0	0	0	7
Arkansas	2021	6	8	0	1	0	0	13
	2022	13	0	0	0	0	1	12
	2023	12	0	0	0	0	0	12
California	2021	38	2	0	1	0	1	38
	2022	38	6	0	0	0	4	40
	2023	40	4	0	0	0	1	43
Colorado	2021	2	0	0	0	0	0	2
	2022	2	0	0	0	0	0	2

	2023	2	0	0	0	0	0	2
Connecticut	2021	7	0	0	0	0	0	7
	2022	7	0	0	0	0	0	7
	2023	7	0	0	0	0	1	6
Delaware	2021	2	0	0	0	0	2	0
	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
Florida	2021	9	2	1	0	0	0	10
	2022	10	2	0	0	0	2	10
	2023	10	0	0	0	0	0	10
Georgia	2021	6	1	0	0	0	0	7
	2022	7	0	0	0	0	1	6
	2023	6	1	0	0	0	0	7
Idaho	2021	3	0	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
Illinois	2021	14	2	0	0	0	4	12
	2022	12	0	0	0	0	1	11
	2023	11	0	1	0	0	1	9
Indiana	2021	13	0	0	1	0	1	11
	2022	11	0	0	0	0	2	9
	2023	9	0	0	0	0	0	9
Iowa	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Kansas	2021	3	0	0	0	0	1	2
	2022	2	0	0	0	0	0	2
	2023	2	0	1	0	0	1	0
Kentucky	2021	5	1	0	1	0	0	5
	2022	5	0	0	0	0	0	5
	2023	5	0	0	0	0	0	5
Louisiana	2021	3	0	0	0	0	1	2
	2022	2	0	0	0	0	0	2
	2023	2	0	1	0	0	1	0
Maryland	2021	9	0	0	0	0	6	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
Massachusetts	2021	3	0	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
Michigan	2021	8	0	0	0	0	0	8
	2022	8	0	0	1	0	0	7
	2023	7	0	0	0	0	0	7

Minnesota	2021	2	0	0	0	0	0	2
	2022	2	0	0	0	0	0	2
	2023	2	0	0	0	0	0	2
Mississippi	2021	2	0	0	0	0	0	2
	2022	2	0	0	0	0	1	1
	2023	1	0	0	0	0	0	1
Missouri	2021	7	1	0	0	0	0	8
	2022	8	0	0	0	0	0	8
	2023	8	0	0	0	0	0	8
Nebraska	2021	2	0	0	0	0	0	2
	2022	2	0	0	1	0	1	0
	2023	0	0	0	0	0	0	0
Nevada	2021	2	0	0	0	0	0	2
	2022	2	0	0	0	0	0	2
	2023	2	0	0	0	0	1	1
New Jersey	2021	7	1	0	0	0	2	6
	2022	6	0	0	0	0	0	6
	2023	6	0	0	0	0	0	6
New Mexico	2021	3	0	0	1	0	0	2
	2022	2	2	2	0	0	0	2
	2023	2	0	0	0	0	0	2
New York	2021	15	2	0	1	0	0	16
	2022	16	2	0	0	0	4	14
	2023	14	0	0	0	0	0	14
North Carolina	2021	5	1	0	1	0	0	5
	2022	5	0	0	0	0	0	5
	2023	5	0	0	0	0	1	4
North Dakota	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Ohio	2021	5	0	0	0	0	0	5
	2022	5	0	0	0	0	2	3
	2023	3	0	0	0	0	0	3
Oklahoma	2021	8	0	0	1	0	1	6
	2022	6	0	0	0	0	1	5
	2023	5	0	0	0	0	0	5
Oregon	2021	2	1	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
Pennsylvania	2021	10	0	0	1	0	3	6
	2022	6	0	0	0	0	3	3
	2023	3	1	2	0	0	0	2
Rhode Island	2021	1	0	0	0	0	1	0

	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
South Carolina	2021	4	0	0	0	0	0	4
	2022	4	2	0	0	0	0	6
	2023	6	2	0	0	0	0	8
Tennessee	2021	4	3	0	0	0	0	7
	2022	7	0	0	0	0	1	6
	2023	6	0	0	0	0	0	6
Texas	2021	18	0	0	0	0	0	18
	2022	18	0	0	0	0	3	15
	2023	15	0	0	0	0	1	14
Utah	2021	6	1	0	0	0	0	7
	2022	7	0	0	0	0	1	6
	2023	6	0	0	1	0	0	5
Virginia	2021	7	1	0	1	0	0	7
	2022	7	0	0	0	0	1	6
	2023	6	0	0	0	0	0	6
Washington	2021	0	1	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Wisconsin	2021	2	1	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
Wyoming	2021	2	0	0	0	0	0	2
	2022	2	0	0	0	0	0	2
	2023	2	0	0	0	0	0	2
District of Columbia	2021	2	0	1	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	1	0	0	0	0	2
Total	2021	258	31	2	10	0	23	254
	2022	254	14	2	3	0	30	233
	2023	233	10	5	1	0	8	229

**Table No. 4  
Status of Company-Owned Units  
For Years 2021 to 2023**

State	Year	Units at Start of Year	Units Opened	Units Reacquired from Licensee	Units Closed	Units Sold to Licensee	Units at End of the Year
Florida	2021	6	0	0	0	0	6
	2022	6	0	0	0	0	6
	2023	6	0	0	0	0	6

Kentucky	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	1
Total	2021	7	0	0	0	0	7
	2022	7	0	0	0	0	7
	2023	7	0	0	0	0	7

The above Company-operated units are all multi-brand KFC/Taco Bell Units owned and operated by KFC.

**Table No. 5**  
**Projected Openings as of December 26, 2023**

State	License Agreements Signed But Unit Not Opened	Projected New Licensed Unit in the Next Fiscal Year	Projected New Company-Owned Unit in the Next Fiscal Year
Texas	0	2	0
Total	0	2	0

The data in the tabular charts above only includes licenses under this offering, including licenses that operate in the multi-brand format, in which case the Unit will also be listed in the other brand's FDD. It does not include information on franchises offered under the Taco Bell traditional disclosure document.

Exhibit F lists the name, address, and phone number of the license Units in operation as of December 26, 2023.

Exhibit F also includes a list, by name, city, state, business telephone number or, if unavailable, last known home telephone number, of every licensee who has had a Unit terminated, canceled, not renewed, or otherwise voluntarily ceased to do business under the License Agreement during the fiscal year ended December 26, 2023 or who had not communicated with us within 10 weeks of the issuance date of this disclosure document. Of the 16 licensees listed in the closure/transferred section of Exhibit F, 7 are no longer Taco Bell licensees. The other licensees listed continue to have open Units and current License Agreements with us.

If you buy this license, your contact information may be disclosed to other buyers when you leave the license system.

There are no trademark-specific licensee organizations associated with the Taco Bell license system that we have created, sponsored or endorsed. There are no trademark-specific licensee organizations associated with the Taco Bell license system that are incorporated or otherwise organized under state law and that have asked us to be included in our disclosure document during the next fiscal year.

During the last three fiscal years, we have not signed any confidentiality clauses with a current or former licensee in a License Agreement, settlement agreement, or any other contract, restricting his or her ability to speak to you openly about his or her experience with the System.

## **Item 21**

### **FINANCIAL STATEMENTS**

Exhibit G contains the audited financial statements of Taco Bell Franchisor, LLC which comprise the balance sheets as of December 26, 2023 and December 27, 2022, and the related statements of income, member's equity, and cash flows for each of the years in the three-year period ended December 26, 2023, and the related notes to the financial statements.

## **Item 22**

### **CONTRACTS**

The following Agreements are attached as exhibits to this Disclosure Document:

- Exhibit B-1: License Agreement
- Exhibit B-1.5: KT Successor License Agreement
- Exhibit B-2: License Agreement Assignment and Release, Acceptance of Assignment, Consent to Assignment, Personal Guaranty and Owners' Agreement
- Exhibit B-3: Amendment to License Agreement/KT Successor License Agreement
- Exhibit C: Release
- Exhibit E: Applicant Confidentiality Agreement
- Exhibit H: State Addenda to License Agreement
- Exhibit I: Asset Purchase Agreement
- Exhibit J: Market Build Out Agreement
- Exhibit K: Relationship Agreement, Letter of Credit, and Guaranty
- Exhibit L: Development Services Agreement
- Exhibit M: Letter Agreement re Franchisor Guaranty of Financing (Qualified, Selected Applicants)
- Exhibit N: Guaranty by YUM of Financing (Qualified, Selected Applicants)

## **Item 23**

### **RECEIPTS**

Exhibit P contains two copies of a detachable receipt.

**EXHIBIT A**

**LIST OF STATE AGENCIES AND  
AGENTS FOR SERVICE OF PROCESS**

## **AGENTS FOR SERVICE OF PROCESS**

### **CALIFORNIA**

Commissioner of Financial Protection and Innovation  
Department of Financial Protection and Innovation  
320 West 4th Street, Suite 750  
Los Angeles, California 90013  
(213) 576-7505 or (866) 275-2677  
Website: <http://www.dfpi.ca.gov/>  
Email: [Ask.DFPI@dfpi.ca.gov](mailto:Ask.DFPI@dfpi.ca.gov)

### **ILLINOIS**

Attorney General of the State of Illinois  
500 South Second Street  
Springfield, Illinois 62706

### **INDIANA**

Indiana Secretary of State  
201 State House  
200 West Washington Street  
Indianapolis, Indiana 46204

### **MARYLAND**

Maryland Securities Commissioner  
200 St. Paul Place  
Baltimore, Maryland 21202-2020

### **MICHIGAN**

Michigan Department of Commerce  
Corporations and Securities Bureau  
6586 Mercantile Way  
Lansing, Michigan 48909

### **MINNESOTA**

Commissioner of Securities  
Department of Commerce  
85 7th Place East, Suite 280  
St. Paul, Minnesota 55101-2198

### **NEW YORK**

Secretary of State of the State of New York  
99 Washington Avenue  
Albany, New York 12231

### **NORTH DAKOTA**

Securities Commissioner, State of North Dakota  
600 East Boulevard, Fifth Floor  
Bismarck, North Dakota 58505

### **RHODE ISLAND**

Director of Department of Business Regulation  
1511 Pontiac Avenue  
John O. Pastore Complex – Building 69-1  
Cranston, Rhode Island 02920

### **SOUTH DAKOTA**

Department of Labor and Regulation  
Division of Insurance  
Securities Regulation  
124 S Euclid, Suite 104  
Pierre, South Dakota 57501  
(605) 773-3563

### **VIRGINIA**

Clerk of the State Corporation Commission  
1300 East Main Street  
Richmond, Virginia 23219  
(804-371-9733)

### **WASHINGTON**

Director of the Securities Division  
Department of Financial Institutions  
150 Israel Rd. SW  
Tumwater, WA 98501  
(360) 902-8760

### **WISCONSIN**

Commissioner of Securities  
201 W. Washington Avenue – 3<sup>rd</sup> Fl.  
Madison, Wisconsin 53703



## STATE AGENCIES

### CALIFORNIA

Commissioner of Financial Protection and Innovation  
Department of Financial Protection and Innovation  
320 West 4th Street, Suite 750  
Los Angeles, California 90013  
(213) 576-7505 or (866) 275-2677  
Website: <http://www.dfpi.ca.gov/>  
Email: [Ask.DFPI@dfpi.ca.gov](mailto:Ask.DFPI@dfpi.ca.gov)

### ILLINOIS

Franchise Division  
Office of Attorney General  
State of Illinois  
500 South Second Street  
Springfield, Illinois 62706

### INDIANA

Franchise Section  
Indiana Securities Commission  
302 West Washington Street, Room E-111  
Indianapolis, Indiana 46204

### MARYLAND

Office of the Attorney General  
Securities Division  
200 St. Paul Place  
Baltimore, Maryland 21202-2020

### MICHIGAN

Consumer Protection Division  
Antitrust and Franchise Unit  
Michigan Department of Attorney General  
670 Williams Building  
525 W. Ottawa Street  
Lansing, Michigan 48913

### MINNESOTA

Minnesota Department of Commerce  
85 7th Place East, Suite 280  
St. Paul, Minnesota 55101-2198

### NEW YORK

NYS Department of Law  
Investor Protection Bureau  
28 Liberty St. 21<sup>st</sup> Fl.  
New York, New York 10005

### NORTH DAKOTA

North Dakota Securities Department  
600 East Boulevard, Fifth Floor  
Bismarck, North Dakota 58505

### RHODE ISLAND

Division of Securities  
1511 Pontiac Avenue  
John O. Pastore Complex – Building 69-1  
Cranston, Rhode Island 02920

### SOUTH DAKOTA

Securities Division,  
Department of Financial Institutions  
PO Box 41200  
Olympia, WA 98504-1200.  
(605) 773-3563

### VIRGINIA

State Corporation Commission  
Division of Securities and Retail Franchising  
1300 East Main Street, 9th Floor  
Richmond, Virginia 23219  
(804-371-9051)

### WASHINGTON

Securities Division  
Department of Financial Institutions  
150 Israel Rd. SW  
Tumwater, WA 98501  
(360) 902-8760

### WISCONSIN

Securities and Franchise Registration  
Wisconsin Securities Commission  
201 W. Washington Avenue – 3<sup>rd</sup> Fl.  
Madison, Wisconsin 53703

**EXHIBIT B-1**

**LICENSE AGREEMENT**

**TACO BELL FRANCHISOR, LLC  
LICENSE AGREEMENT**

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# TACO BELL FRANCHISOR, LLC LICENSE AGREEMENT

THIS AGREEMENT is made date, by and between TACO BELL FRANCHISOR, LLC, a Delaware limited liability company (the "Company"), and names (the "Licensee").

## RECITALS

A. The Company is the originator of a distinctive concept for the marketing, preparation and sale of certain Mexican and other style food products (the "TACO BELL RESTAURANTS" or the "Restaurants").

B. The Company owns or controls various trademarks, service marks, trade names, trade dress, designs (including product package designs), symbols, emblems, logos, insignias, external and internal building designs and architectural features and combinations of the foregoing (collectively, the "Trademarks"), which are used by it, its licensees and franchisees in offering, selling and distributing its products and services. Some of the Trademarks are set forth and described on Appendix 1 to this Agreement.

C. The Company has developed, owns and has adopted for its own use and the use of its franchisees and licensees a unique system of quick service restaurant operation (the "Taco Bell System" or the "System"), consisting of a variety of distinctive sign and facility designs, equipment specifications and layouts, recipes, methods of food presentation and service, business techniques, copyrighted manuals and other materials, trade secrets, know-how and technology.

D. The Company has established, and is continuing to develop and operate, a chain of quick service "Taco Bell" and "Taco Bell Express" restaurants or units which are fundamentally uniform in image and in food style and which share many fundamental menu items and methods of operation (the "Taco Bell Chain").

E. The Taco Bell Chain enjoys widespread public acceptance due in part to (1) uniform high standards for the preparation, presentation and service of Taco Bell food; (2) an essentially uniform menu, image, appearance and methods of operation in all Restaurants and units; (3) uniform use of the System and the valuable and distinctive Trademarks; and (4) the Taco Bell licensees' and franchisees' commitments to maintain and enhance the goodwill and public acceptance of Taco Bell products, services and Restaurants by strict adherence to these uniform standards as they now exist and may be revised from time to time pursuant to this Agreement.

F. The Licensee, aware of the above, has applied for a license and desires to establish and operate a Taco Bell Restaurant upon the terms and conditions set forth in this Agreement.

## WITNESSETH

The parties hereby act and agree as follows:

### SECTION 1: GRANT OF LICENSE

1.0 The Company hereby grants to the Licensee a limited license to use the Trademarks solely in direct connection with the sale of the food, beverage and other products referred to in Subsection 3.5 from the TACO BELL RESTAURANT to be established pursuant to this Agreement at the following location:

Unit No. unit  
address  
city state zip  
(the "Restaurant")

The grant of this limited license to use the Trademarks is further subject to the terms, conditions and limitations hereinafter set forth; including, among others, those contained in Section 14 entitled "TRADEMARKS."

1.1 Throughout the Term of this Agreement (as defined below), Licensee shall operate the Restaurant in strict accordance with the terms of this Agreement and shall perform all other obligations of the Licensee provided for by this Agreement.

### SECTION 2: TERM

2.0 This Agreement shall continue for a term of \_\_\_\_ years, unless earlier terminated in accordance with Subsection 5.1 or any of the other conditions and provisions hereof (the "Term"), commencing with the date on which the Restaurant is opened for business to the public (if a writing stating the opening date and signed by the Parties is attached hereto) or forty-five days from date, whichever is earlier (the "Date of Grant"). Upon and after expiration of the Term (a) the Licensee shall have no expectation or right to

continue, extend, renew, or otherwise replace the license granted in Section 1 of this Agreement or to continue to operate the Restaurant, and (b) the Company shall have no expectation or right to require the Licensee to continue to operate the Restaurant.

### **SECTION 3: RESTAURANT SYSTEM AND PROCEDURES**

3.0 To the extent deemed appropriate by the Company in its sole discretion, based on the Licensee's experience and performance at any particular time during the Term, the Company will use commercially reasonable efforts to furnish the Licensee with advice and assistance in managing and operating a TACO BELL RESTAURANT, including periodic visits by the Company's representatives.

3.1 The Licensee shall devote his or her full time, best efforts and constant personal attention to the day to day operation of the Restaurant. In order to facilitate the devotion of such personal attention, either the Licensee or a qualified manager of the Restaurant shall maintain his or her personal principal residence within a usual driving time of approximately one hour from the Restaurant. Unless the Company shall have given its prior advance written approval, the Licensee shall have the Restaurant open for business during such hours as are specified by the Company in the Manual described in Subsection 3.2 below (the "Manual"). In addition, and without limiting the generality of the foregoing responsibilities, the Licensee shall:

- (a) Operate the Restaurant in a clean, safe and orderly manner, providing courteous, first-class service to the public;
- (b) Diligently promote and make every reasonable effort to increase the business of the Restaurant;
- (c) Advertise the business of the Restaurant by the use of the Trademarks and such other insignia, slogans, emblems, symbols, designs and other identifying characteristics as may be developed or established from time to time by the Company and included in the Manual; and
- (d) Prevent the use of the Restaurant for any immoral or illegal purpose, or for any other purpose, business activity, use or function which is not expressly authorized hereunder or in the Manual.

3.2 The Licensee hereby acknowledges receipt and loan of a copy of the Company's License Operations Manual, and shall faithfully, completely and continuously perform, fulfill, observe and follow all instructions, requirements, standards, specifications, systems and procedures contained therein; including, those dealing with the selection, purchase, storage, preparation, packaging, service and sale (including menu content and presentation) of all food and beverage products, and the maintenance and repair of Restaurant buildings, grounds, furnishings, fixtures, and equipment, as well as those relating to employee uniforms and dress, accounting, bookkeeping, record retention and other business systems, procedures and operations. By this reference, the Company's License Operations Manual, as presently constituted and as it may hereafter be amended and supplemented by the Company from time to time (the "Manual") is incorporated in and made part of this Agreement. The Licensee acknowledges that the materials contained in the Manual are integral, necessary and material elements of the System.

3.3 The Company shall have the right at any time and from time to time, in the good faith exercise of its reasonable business judgment, consistent with the overall best interests of TACO BELL RESTAURANTS generally, to revise, amend, delete from and add to the System and the material contained in the Manual. The Licensee shall promptly comply with all such revisions, amendments, deletions and additions.

3.4 The Licensee understands, acknowledges and agrees that strict conformity with the System, including the standards, specifications, systems, procedures, requirements and instructions contained in this Agreement and in the Manual, is vitally important to the success not only of the Company, but to the collective success of all Taco Bell licensees, including the Licensee, by reason of the benefits all licensees and the Company will derive from chain uniformity in food products, identity, quality, appearance, facilities and service among all TACO BELL RESTAURANTS. Any failure to adhere to the standards, specifications, requirements or instructions contained in this Agreement or in the Manual shall constitute a material breach of this Agreement.

3.5 The Licensee shall offer for sale only from the Restaurant premises and at all times when the Restaurant is open for business all and only the food, beverages and other products expressly described in the Manual, unless the Licensee shall have received the Company's prior written consent to any exception. No food, beverage or other products shall be offered or sold at or from the Restaurant under or in connection with any trademark or service mark other than the Trademarks without the prior written authorization of the Company in each case.

3.6 The Licensee further understands, acknowledges and agrees that the Company is the owner of all rights in and to the System, including the information and materials described or contained in the Manual, and that the System, including such information and materials, constitutes trade secrets of the Company which are revealed to the Licensee in confidence, and that no right is given to or acquired by the Licensee to disclose, duplicate, license, sell or reveal any portion thereof to any person, other than an employee of the Licensee required by his or her work to be familiar with relevant portions thereof. The Licensee hereby represents, warrants and promises to keep and respect such confidences extended by the Company to the Licensee, to obtain from employees with access to such information an agreement to keep and respect such confidences, and to be responsible for compliance by said employees with such agreements.

3.7 The Manual and all such other materials furnished to the Licensee hereunder are and shall remain the property of the Company and shall be returned by the Licensee to the Company immediately upon the expiration or earlier termination of this Agreement for any reason.

3.8 During the term of this Agreement, the Licensee shall not, without the prior express written consent of the Company, directly or indirectly, perform any services for, engage in or acquire any financial, beneficial or equity interest in, any business similar to that of the Restaurant. In the event this Agreement is terminated by the Company for breach by the Licensee, the same restrictions shall apply for a period of one year following such termination, but only with respect to similar businesses operated within a ten mile radius of the Restaurant. For purposes of this subsection, a "similar business" is a restaurant business which prepares or sells Mexican style food products. Notwithstanding the foregoing, the Licensee and his or her family, collectively, may own up to ten percent (10%) of the stock of a publicly traded company engaged in a similar business. If any court or other tribunal having jurisdiction to determine the validity or enforceability of this subsection determines that it would be invalid or unenforceable as written, then in such event the provisions hereof shall be deemed modified to the extent necessary to be valid and enforceable.

## **SECTION 4: TRAINING**

4.0 The Company shall make available to the Licensee and one Restaurant manager, the Company's TACO BELL RESTAURANT operations training course.

4.1 Before the Restaurant shall open for business, one person from the Licensee's organization who is designated to be the initial manager of the Restaurant shall either: (a) attend, for such period of time as the Company shall deem reasonably necessary, and complete the Company's training course to the reasonable satisfaction of the Company, or (b) otherwise be approved by the Company to manage the Restaurant. In the event this Agreement is the first license agreement between the Company and the Licensee, then before the Restaurant shall open for business, the Licensee shall also attend, for such period of time as the Company shall deem reasonably necessary, and complete the Company's training course to the reasonable satisfaction of the Company. If the Licensee fails to successfully complete the Company's training course, then at the option of the Company this Agreement may be terminated.

4.2 The Licensee and at least one Restaurant manager shall, from time to time as reasonably required by the Company, personally attend and complete a Company-provided refresher course in TACO BELL RESTAURANT operations.

4.3 The Licensee shall be responsible for the compliance of Restaurant operations with the standards, methods, techniques and material taught at the Company's operations training course, and shall cause the Restaurant employees to be trained in such standards, methods and techniques as are relevant to the performance of their respective duties.

4.4 Attendance of the Licensee and one manager of the Restaurant shall be tuition-free at all training courses, but at the Licensee's sole cost and expense, including, without limitation, the cost of travel, lodging, meals and other related and incidental expenses.

## **SECTION 5: RESTAURANT MAINTENANCE**

5.0 The Licensee shall, at the Licensee's sole cost and expense, maintain and repair the Restaurant, related equipment, signage, improvements, landscaping and the Restaurant premises in conformity with the standards, specifications and requirements of the System, as the same may be designated by the Company from time to time, and as appropriate replace any or all of such items (other than the Restaurant building or premises). The Licensee shall replace equipment as necessary or desirable at the Licensee's cost and expense and obtain at his or her cost and expense any new or additional equipment as may be reasonably required by the Company for new products, procedures, administration, marketing or communication. Except as may be expressly provided in the Manual, no alterations or improvements, or changes of any kind in design, equipment or decor shall be made in, on or about the Restaurant or Restaurant premises without the prior written approval of the Company in each instance. The Licensee shall at the Licensee's sole cost and expense, replace as necessary such equipment, signage, improvements and landscaping in conformity with such standards, specifications and requirements of the System.

5.1 In order to assure the continued success of the Restaurant, the Licensee shall, from time to time as reasonably required by the Company (taking into consideration the cost and then remaining term of this Agreement), modernize or modify the image of the Restaurant building, premises and equipment to the Company's then current, reasonable standards and specifications. The Licensee's obligations under this subsection are in addition to, and shall not relieve the Licensee from, any of its other obligations under this Agreement, including those contained in the Manual. However, no such modernization or re-imaging shall be required by the Company unless and until the Company has at that time committed to implement such standards and specifications within the then current or following calendar year in at least twenty-five percent (25%) of those TACO BELL RESTAURANTS then operated by the Company within the United States.

5.2 If the Licensee is or becomes a lessee of the Restaurant premises, the Licensee shall provide the Company with a true and correct, complete copy of any such lease, and shall have included therein provisions, in form satisfactory to the Company, expressly permitting both the Licensee and the Company reasonable opportunity to take all actions and make all alterations referred to under Subsection 15.2(b). Any such lease shall also require the lessor thereunder to give the Company reasonable notice of any

contemplated termination and a reasonable time in which to take and make the above actions and alterations and provide that the Licensee has the unrestricted right to assign such lease to the Company.

## SECTION 6: ADVERTISING AND PUBLICITY

6.0 The Company shall develop and administer advertising and sales promotion programs designed to promote and enhance the collective success of all TACO BELL RESTAURANTS. It is expressly understood, acknowledged and agreed that in all phases of such advertising and promotion, including, without limitation, type, quantity, timing, placement and choice of media, market areas and advertising agencies, the decisions of the Company made in good faith shall be final and binding.

6.1 All advertising materials of the Licensee (including, but not limited to, television commercials, radio commercials, billboards, posters, placards, banners, counter cards and window slicks, whether used inside or outside the Unit) using the Trademarks or pertaining to the Unit must be approved in writing prior to their use by the Licensee.

6.2 In order to maintain the high reputation of the Taco Bell System and for the benefit of all of its operators, the Licensee shall report immediately by telephone to the Company the occurrence of any incident at or concerning the Restaurant or the business conducted there which is or is likely to become the subject of publicity through the news media or otherwise. The Licensee hereby acknowledges that the Company alone is authorized to speak or make statements, public or private, on behalf of the Taco Bell brand or the Taco Bell System, and the Licensee shall in every instance consult and coordinate with the Company in advance of communicating with the media or of creating publicity for the brand or System outside the normal course of business.

## SECTION 7: FEES

7.0 As partial consideration for the rights granted hereunder, the Licensee shall pay the Company throughout the Term:

(a) An initial license fee of \_\_\_\_\_ Dollars (\$\_\_\_\_\_) due upon execution hereof. The Licensee acknowledges that the granting of this license is the only consideration for the payment of this initial license fee; and

(b) A license fee for each of the Company's four-week accounting periods (or five-week accounting periods, as determined from time to time by the Company, each whether four or five weeks an "accounting period") equal to ten percent (10%) of Gross Sales (as defined below).

(c) Notwithstanding the foregoing, if a federal, state or local law in which the Restaurant is located prohibits or restricts in any way the Licensee's ability to pay and/or the Company's ability to collect that portion of the period license fee (identified in "(b)" above) related to Gross Sales deriving from the sale of alcoholic beverages at the Restaurant (an "Alcohol Restriction Law"), then the Licensee instead will be required to pay as the period license fee whatever increased percentages of the Restaurant's non-alcoholic beverage Gross Sales (that is, total period Gross Sales minus the amount of Gross Sales derived from the Licensee's sale of alcoholic beverages) as will result in the Licensee's paying the period license fee which would otherwise pertain if the Licensee were not subject to an Alcohol Restriction Law.

7.1 Due Dates. Until notified otherwise by the Company, the periodic fees required pursuant to Subsection 7.0 shall be paid by check mailed and postmarked on or before the fifth (5th) business day immediately following the four (or five) week accounting period (as designated by the Company) in which such sales were made. When so notified by the Company, the periodic fees required pursuant to Subsection 7.0 shall be paid by electronic funds transfer received on or before the fifth (5th) business day immediately following the last day of the pertinent accounting period (as designated by the Company) in which such sales were made. Any payment which is not paid when due shall incur the then-customary administrative charge and shall bear interest from and after the due date at the rate of (i) eighteen percent (18%) per annum or (ii) the highest rate permitted by law, whichever is less.

7.2 Definition. The term "Gross Sales" as used in this Agreement shall mean the total of all cash or other payments received for the sale of food, beverages and other tangible property of every kind sold at, in, upon, or from the Restaurant, and all amounts which shall be received as compensation for any services rendered therefrom, excluding only sales taxes, employee meals, overrings and refunds to customers.

7.3 Taxes. All fees paid by the Licensee to the Company pursuant to this Agreement shall be paid to the Company net of any and all withholding, excise, gross receipts, sales, use and other similar taxes (other than state or federal corporate income tax of the Company), so that, for example, in the event any governmental entity would impose a tax of 5% on royalties paid by the Licensee hereunder, then the Licensee would pay to the Company 10.53% of the Restaurant's Gross Sales as the license fee instead of the 10% of Gross Sales payable without any such tax.

## SECTION 8: RECORD KEEPING

8.0 From time to time, the Company may provide the Licensee with a TACO BELL RESTAURANT record keeping system and forms, and the Licensee shall employ such system, without modification, in connection with the business of the Restaurant.



8.1 The Licensee shall complete and submit to the Company on a regular, continuous basis:

- (a) Weekly Restaurant Reports, on or before the fifth business day after each week in each accounting period;
- (b) Period Restaurant Reports, on or before the fifth business day after expiration of each accounting period; and
- (c) Annual Restaurant Reports, on or before 90 days following the end of each calendar year or the end of the Licensee's fiscal year, whichever is pertinent.

8.2 The Annual Restaurant Reports referred to above shall include a balance sheet dated as of the end of the pertinent year and a profit and loss statement for such year, together with such additional financial information as the Company may reasonably request, all prepared in accordance with generally accepted accounting principles. Such balance sheet and profit and loss statement must be reviewed by an independent certified public accountant and be in accordance with Statements on Standards for Accounting and Review Services and must contain a signed opinion by such accountant to that effect. If the Licensee fails to provide the Company with any such financial statement, the Company shall have the right to have an independent audit made of the Licensee's books and records, and the Licensee shall promptly reimburse the Company for the cost thereof.

8.3 Each of the Reports referred to in this section shall be completed by the Licensee or the Licensee's accountant in the respective specimen forms, and in accordance with the instructions, contained in the Manual. Time is of the essence with respect to completion and submission of each such Report. Licensee hereby consents to the Company's release of information regarding the Restaurant's sales to associations of licensees, to consultants of the Company, to advertising agencies and to other parties considered appropriate by the Company.

8.4 If the Licensee is a corporation, it shall maintain an accurate stock register. In the event that the beneficial ownership of the Licensee's stock differs in any respect from record ownership, the Licensee shall also maintain a list of the names, addresses and interests of all beneficial owners of its stock. The Licensee shall produce its stock register and any list of beneficial owners, certified by the corporation's secretary to be correct, at the Restaurant at any reasonable time and from time to time after ten days' prior written request by the Company. Company representatives shall have the right to examine the stock register and any list of beneficial owners and to reproduce all or any part thereof. In addition, all record and beneficial stock holders of the Licensee shall jointly and severally guaranty the full and faithful performance of all agreements, duties and obligations required to be performed, fulfilled or observed by the Licensee under this Agreement.

8.5 Without limiting the generality of Subsection 9.0, below, Company representatives shall have the right at all times during normal business hours to confer with Restaurant employees and customers, and to inspect the Licensee's books, records and tax returns, or such portions thereof as pertain to the operation of the Restaurant business. All such books, records and tax returns shall be kept and maintained at the Restaurant premises or such other place as may be agreed to from time to time in writing by the parties. If any such inspection reveals that the Gross Sales reported in any report or statement are less than the actual Gross Sales ascertained by such inspection, then the Licensee shall immediately pay the Company the additional amount of fees owing by reason of the understatement of Gross Sales previously reported, together with interest and administrative charges as provided in Subsection 7.1. In the event that any report or statement understates Gross Sales by more than two percent (2%) of the actual Gross Sales ascertained by the Company's inspection, the Licensee shall, in addition to making the payment provided for in the immediately preceding sentence, pay and reimburse the Company for any and all expenses incurred in connection with its inspection, including, but not limited to, reasonable accounting and legal fees. Such payments shall be without prejudice to any other rights or remedies the Company may have under this Agreement or otherwise.

## **SECTION 9: RESTAURANT INSPECTION**

9.0 The Company shall have the right at any time and from time to time without notice to have its representatives enter the Restaurant premises for the purpose of inspecting the condition thereof and the operation of the Restaurant for compliance with the standards, specifications, requirements and instructions contained in this Agreement and in the Manual, and for any other reasonable purpose connected with the operation of the Restaurant.

## **SECTION 10: RELATIONSHIP OF PARTIES AND INDEMNIFICATION**

10.0 The Licensee is not, and shall not represent or hold itself out as, an agent, legal representative, joint venturer, joint employer, partner, employee or servant of the Company for any purpose whatsoever and, where permitted by law to do so, shall file a business certificate to such effect with the proper recording authorities. The Licensee is an independent contractor and is not authorized to make any contract, agreement, commitment, warranty or representation on behalf of the Company, or to create any obligation express or implied on behalf of the Company. The Licensee agrees that the Company is not, and the Licensee hereby covenants not to claim that the Company is, in any way a "fiduciary" as regards the Licensee. The Licensee shall not use the name TACO BELL or any similar words as part of or in association with any trade name or name of any business entity directly or indirectly associated with the Licensee.

10.1 Licensee agrees that it will, at its sole cost, at all times indemnify, defend and hold harmless the Company; any of the Company's parents, affiliates, subsidiaries, successors, assigns and designees; and, the officers, directors, managers, employees, agents, attorneys, shareholders, owners, members, designees and representatives of each of the foregoing (the Company and all others

referenced above being the "Company Parties"), to the fullest extent permitted by law, from all claims, losses, liabilities and costs incurred in connection with any action, suit, proceeding, claim, demand, investigation, or formal or informal inquiry (regardless of whether any of the foregoing is reduced to judgment) or any settlement of the foregoing, which actually or allegedly, directly or indirectly, is related in any way to any element of the Licensee's establishment, design, construction, conversion, opening, remodeling, renovation and/or operation of the Restaurant and/or Licensee's franchised business, including (without limitation) (i) any personal injury, death, or property damage suffered by any customer, visitor, operator, vendor, contractor, subcontractor, employee or guest of the Restaurant and/or Licensee's franchised business, (ii) all acts, errors, neglects or omissions of Licensee or Licensee's franchised business and/or any of its or their owners, officers, directors, management, employees, agent, servants, contractors, partners, proprietors, affiliates or representatives (or any third party acting on Licensee's behalf or direction) related to the operation of the restaurant; the preparation, offer and sale of food and beverage items thereat; and, all liabilities directly or indirectly arising from or related to any sale at or from the restaurant of beer, wine and/or other alcoholic beverages (including "dram shop" liabilities), and (iii) any actual or alleged claim that Licensor and Licensee are joint employers of any Licensee employee or personnel. As used above, the phrase "claims, losses, liabilities and costs" includes all claims; causes of action; fines; penalties; liabilities; losses; compensatory, exemplary, statutory, or punitive damages or liabilities; costs of investigation; court costs and expenses; actual attorneys' and experts' fees and disbursements; settlement amounts; judgments; compensation for damage to the Company's reputation and goodwill; travel, food, lodging and other living expenses necessitated by the need or desire to appear before (or witness the proceedings of) courts or tribunals (including arbitration tribunals), or government or quasi-governmental entities (including those incurred by the Company Parties' attorneys and/or experts); all expenses of recall, refunds, compensation and public notices; and, other such amounts incurred in connection with the matters described. Licensee agrees to give the Company written notice of any such action, suit, proceeding, claim, demand, inquiry or investigation that could be the basis for a claim for indemnification by any Company Party within three days of Licensee's actual or constructive knowledge of it. At Licensee's sole expense and risk, The Company may elect to assume the defense and/or settlement of the action, suit, proceeding, claim, demand, inquiry or investigation. The Company's undertaking of defense and/or settlement will in no way diminish Licensee's indemnification obligations hereunder.

Licensee agrees that any failure by the Company Parties to pursue recovery from third parties or mitigate loss will in no way reduce the amounts recoverable by the Company Parties from Licensee. The indemnification obligations of this Section will survive the expiration or sooner termination of this Agreement.

10.2 Licensee hereby irrevocably affirms, attests and covenants its understanding that Licensee's employees are employed exclusively by Licensee and in no fashion is any such employee either employed, jointly employed or co-employed by the Company. Licensee further affirms and attests that each of its employees is under the exclusive dominion and control of the Licensee and never under the direct or indirect control of the Company in any fashion whatsoever. The Company and Licensee hereby agree that, with respect to the employees working at or in the Restaurant, Licensee alone has the right and obligation, and the Company has absolutely no right or obligation, to:

- (a) hire the employees;
- (b) determine the employees' compensation and other benefits;
- (c) establish the employees' schedules;
- (d) pay all salaries, benefits, and employee-related liabilities, e.g., workers' compensation; payroll taxes;
- (e) discipline or terminate the employees;

(f) determine the number of employees working at the Restaurant (subject to any minimum staffing guidelines the Company may publish for the purpose of ensuring Licensee has the capability at all times to satisfy the Company's food safety and product quality standards);

(g) train the employees as it sees fit (subject to the use of the Company's training materials, developed to ensure customers receive a consistent brand experience, and full compliance with the Company's food safety and product quality standards).

Finally, should it ever be asserted that the Company is the employer, joint employer or co-employer of any of Licensee's employees in any private or government investigation, action, proceeding, arbitration or other setting, Licensee irrevocably agrees to assist the Company in defending said allegation, including (if necessary) appearing at any venue requested by the Company to testify on the Company's behalf (and, as may be necessary, submitting itself to depositions, other appearances and/or preparing affidavits dismissive of any allegation that the Company is the employer, joint employer or co-employer of any of Licensee's employees). To the extent the Company is the only named party in any such investigation, action, proceeding, arbitration or other setting to the exclusion of Licensee, then should any such appearance by Licensee be required or requested by the Company, it will recompense Licensee the reasonable costs associated with Licensee appearing at any such venue (including travel, lodging, meals and *per diem* salary).

## SECTION 11: INSURANCE

11.0 The Licensee shall procure before the commencement of Restaurant operations and maintain in full force and

effect during the entire term of this Agreement, at its sole cost and expense, an insurance policy or policies protecting the Licensee and the Company against any and all loss, liability or occurrence, arising out of or in connection with the condition, operation, use or occupancy of the Restaurant or Restaurant premises. The Company shall be named as an additional insured in all such policies, workers' compensation excepted. Such policy or policies shall be written by an insurance company or companies satisfactory to the Company and with a minimum Best's Rating of A- or other such comparable rating and shall include coverage in at least the following types and amounts:

<b>KIND OF INSURANCE</b>	<b>MINIMUM LIMITS OF LIABILITY</b>
Workers' Compensation	Statutory
Employers' Liability	\$2,000,000 per occurrence
Commercial General Liability	\$2,000,000 per occurrence
	\$5,000,000 annual aggregate
Products Liability	per occurrence included in
	Commercial General Liability,
	separate annual aggregate of \$5,000,000
Liquor Liability Insurance	\$3,000,000 annual aggregate per common cause and as further set out below

The insurance afforded by the policy or policies shall be primary with respect to insurance maintained by the Company and shall not be limited in any way by reason of any insurance which may be maintained by the Company. Subject to the express prior written approval of the Company (which the Company may withhold in its good faith discretion), that such program would not put the Company at any greater risk or exposure than would coverage from insurers described above, and to the Licensee's full compliance with all pertinent laws and regulations, the Licensee may satisfy its obligations with respect to Workers' Compensation coverage through a self-insurance program. Licensee is only required to maintain Liquor Liability Insurance if serving alcoholic beverages at the Restaurant. Licensee is required to maintain such Liquor Liability Insurance with limits of not less than the equivalent of \$3,000,000.00 each common cause and \$3,000,000.00 annual aggregate covering bodily injury and property damage if liability for either bodily injury or property damage is imposed by reason of the selling, serving or furnishing of any alcoholic beverage by Licensee.

11.1 Within thirty (30) days after the execution of this Agreement, but in no event later than one week before the Restaurant opens for business, Certificates of Insurance showing compliance with the requirements of Subsection 11.0 shall be furnished by the Licensee to the Company for approval. Such certificates shall state that the policy or policies shall not be canceled or altered without at least thirty (30) days' prior written notice to the Company. Maintenance of such insurance and the performance by the Licensee of its obligations under this Section 11 shall not relieve the Licensee of liability under the indemnity provisions of this Agreement or limit such liability.

11.2 The Licensee shall maintain an all-risk property insurance (fire) policy on the Restaurant buildings and other improvements, equipment, furnishings, fixtures, signage and any additions. The policy shall be written on the basis of replacement cost of the property and shall include a minimum of six months' coverage for business interruption. Such policy or policies shall be written by an insurance company with a minimum Best's Rating of A- or other such comparable rating.

11.3 Should the Licensee, for any reason, not timely procure and maintain the insurance coverage required by this section, then the Company shall have the right and authority to immediately procure such insurance coverage as part of or separate from its own policies, in its sole discretion, and to charge the cost thereof to the Licensee, which charges shall be paid immediately upon notice and shall be subject to charges for late payments in the manner set forth in Subsection 7.1.

11.4 The Licensee's insurance shall be endorsed to add the Company and each of its parents, subsidiaries, affiliates, officers, shareholders, members, directors, and employees as additional insureds.

## **SECTION 12: DEBTS AND TAXES**

12.0 The Licensee shall pay promptly when due all obligations incurred directly or indirectly in connection with the Restaurant and its operation, including, without limitation, all taxes and assessments that may be assessed against the Restaurant land, building and other improvements, equipment, fixtures, signs, furnishings and other property, and all liens and encumbrances of every kind and character created or placed upon or against any of said property (subject, however, to any conflicting provisions of any arm's length, bona fide lease or leases of any of the foregoing property), and all accounts and other indebtedness of every kind and character incurred by or on behalf of the Licensee in the conduct of the Restaurant business.

## **SECTION 13: SALE AND ASSIGNMENT**

13.0 The Licensee's rights and interests under this Agreement and any interest in any of the Restaurant land, building, equipment, fixtures or other things which are subject to the provisions of this Agreement shall not be subject to sale, assignment, transfer or encumbrance, including the granting of any lien or security interest (all of which are hereinafter included within the term "transfer") in whole or in part in any manner whatsoever without the prior express written consent of the Company. The Company will not, however, unreasonably withhold its consent to any proposed sale or assignment. In considering a request for transfer, the Company will consider,

among other things, the qualifications, apparent ability and credit standing of the proposed transferee as if the same were a prospective, direct licensee of the Company; provided that Company may, in its sole discretion, set limits from time to time as to the number of Restaurants any licensee or its affiliates (or prospective transferee and its affiliates) may own and operate at any given time, may prohibit or condition sale leaseback transactions and/or may withhold its consent to the proposed sale of all then owned Restaurants to a single prospective transferee via one or more transfer transactions. In addition, the Company shall require as a condition precedent to the granting of its consent with respect to any transfer that:

(a) there shall be no existing default in the performance or observance of any of the Licensee's obligations under this Agreement or any other agreement with the Company and the Restaurant shall be in condition and appearance satisfactory to the Company and in accordance with its standards at that time;

(b) the Licensee shall have settled all outstanding accounts with the Company and its affiliates and executed a Release in a form satisfactory to the Company;

(c) the Licensee shall have paid the Company its then current transfer fee applicable to the type of transfer proposed. The amount of the transfer fee will be set by the Company from time to time and will be limited to the Company's good faith estimate of its costs and expenses expected to be incurred in connection with investigating the qualifications of the proposed transferee, training the proposed transferee and the direct administrative costs of reviewing and effecting the transfer;

(d) unless already a Taco Bell licensee, the proposed transferee shall have personally attended and satisfactorily completed the Company's tuition-free training program; and

(e) the proposed transferee shall have executed the Company's then current form of License Agreement for a term equal to the remaining term of this Agreement but requiring no initial license fee and requiring no greater periodic license fee than the applicable fee set forth in Subsection 7.0(b) above,

except that the items described in clauses (c) and (d) above shall not be required with respect to a proposed transferee that is only to receive the benefits of a lien or security interest or borrowed money. Neither this Agreement nor any of the rights or interests conferred on the Licensee hereunder shall be retained by the Licensee as security for the payment of any obligation that may arise by reason of any such transfer.

13.1 It is acknowledged and agreed that a material part of the consideration for the Company's entering into this Agreement is the personal confidence reposed in the Licensee, and no person shall succeed to any of the rights of the Licensee under this Agreement by virtue of any voluntary or involuntary proceeding in foreclosure, bankruptcy, receivership, attachment, execution, assignment for the benefit of creditors or other legal process.

13.2 Except as expressly provided for herein, any attempt by the Licensee to transfer any of its rights or interests under this Agreement shall constitute a material breach of this Agreement and the Company shall have the right to terminate this Agreement. The Company shall not be bound by any attempted sale, assignment, transfer, conveyance or encumbrance in any manner whatsoever, by law or otherwise, of any of the Licensee's rights or interests under this Agreement.

13.3 If the Licensee desires to conduct business in a corporate capacity, the Company will consent to the assignment of this Agreement to a corporation approved by the Company, provided that the Licensee complies with the provisions hereinafter specified and any other condition which the Company may require, including restrictions on the number, identity and legal status of stockholders of the assignee corporation. Such assignee corporation shall be closely held and shall not engage in any business activity other than that directly related to the operation of TACO BELL RESTAURANTS franchised by the Company.

If the Licensee's rights are assigned to a corporation, the individual Licensee named herein or otherwise expressly designated in writing by the Company shall at all times be the legal and beneficial owner of at least 51% of the stock of the assignee corporation, and shall act as such corporation's principal officer; provided, however, subject to the express prior written consent of the Company, such stock may be held in trust by a trustee under a trust indenture, with each trustee and beneficiary of such trust personally guaranteeing all of the obligations of the Licensee hereunder. Any issuance or transfer of stock in such corporation shall be treated for the purposes of this Agreement as a transfer of the Licensee's rights under this Agreement requiring the Company's consent as provided herein. The Licensee must prior to any issuance or transfer of any stock furnish the Company with a written notice containing the details of such proposed issuance or transfer in advance thereof. The Articles of Incorporation and the By-Laws of the assignee corporation shall reflect that the issuance and transfer of shares of stock are restricted, and all stock certificates shall bear the following legend, which shall be printed legibly and conspicuously on the face of each stock certificate:

"The transfer of this stock is subject to the terms and conditions of a license agreement with Taco Bell Franchisor, LLC and certain restrictions set forth in the charter and bylaws of this corporation, and no such transfer shall be valid unless Taco Bell Franchisor, LLC has consented thereto."

The Licensee acknowledges that the purpose of the aforesaid restriction is to protect the Company's trademarks, service marks, trade secrets and operating procedures as well as the Company's general, high reputation and image, and is for the mutual benefit of the Company, the Licensee and other licensees of the Company. The Company shall not unreasonably restrict the issuance or transfer of

shares of stock, provided that in no event shall any share of stock of such assignee corporation be sold, transferred or assigned to a business competitor of the Company.

13.4 The Licensee shall at all times throughout the term of this Agreement have on file with the Company the name of a designated successor agent, approved by the Company, and authorized by the Licensee to make, subject to and immediately upon the death or legal incapacity of the Licensee (or if the Licensee is not an individual, its designated agent), all operating decisions with respect to the Restaurant business (including but not limited to hiring and severance of employment, voting in the Local Association, purchasing, maintenance, etc.). Not less often than once each calendar year, the Licensee shall confirm or change in writing such designated successor agent.

In the event of the death or legal incapacity of the Licensee or, where the Licensee is a corporation, any person owning the legal or beneficial interest in 10% or more of the outstanding stock of the Licensee, the rights and obligations of the Licensee or of such stockholder hereunder shall inure to the benefit of such of the executors, administrators, heirs, conservators or legatees of the Licensee or such stockholder (collectively the "Legatee") as shall (i) elect, in a written notice received by the Company within one hundred twenty (120) days after the date of death, or the judicial determination of legal incapacity, to perform all of the duties and obligations required to be performed, fulfilled and observed by the Licensee under this Agreement and (ii) be determined by the Company, in its good faith discretion, to be able to perform such duties and obligations. In the event the Company determines that the Legatee is not capable of performing all of the duties and obligations required to be performed by the Licensee under this Agreement, the Legatee shall use best efforts within the six (6) months from the date of written notice from the Company to sell the subject interest hereunder to a bona fide purchaser in accordance with and subject to all of the provisions of this Section 13. If by the end of such six month period, the Legatee has not effectuated a transfer of such interest in a transaction which meets the requirements of this Section 13, the Company shall have the option to purchase the subject interest in the Restaurant and License at the fair market value thereof as determined in good faith through negotiation or, failing that, upon written demand of either party, by three appraisers, with the Company and the Legatee each selecting one appraiser and the two appraisers so chosen selecting the third appraiser, with their cost to be shared equally between Legatee and the Company.

13.5 Notwithstanding anything contained in this Agreement to the contrary, if the Licensee (or any of its direct or indirect parent entities and/or affiliates) proposes to (or receives an offer from a third party to), in any manner whatsoever, transfer, sell, assign, convey, exchange or otherwise dispose of any interest (a) in or under this Agreement, and/or (b) in any of the Restaurant, land, building, equipment, fixtures or other things which are subject to the provisions of this Agreement, in each case irrespective of whether any of the foregoing transactions are effected with or without consideration, voluntarily or involuntarily, directly or indirectly, by operation of law or otherwise (each such transaction in clauses (a) and (b), a "Transfer"), the Licensee shall give at least ten (10) business days prior written notice thereof to the Company before the Licensee discloses its decision to undertake any proposed Transfer to any third party (including any prospective purchaser). The Licensee shall at no time offer to effectuate a Transfer (or enter into any agreement or contract to effectuate a Transfer) where such Transfer would in any manner be tied to the transfer of any interest or obligation other than an interest in this Agreement or the ownership, possession, use or operation of the Restaurant or the assets or business pertaining thereto.

In addition, the Company shall have a right of first refusal with respect to any and all Transfers, which right of first refusal shall be unrestricted and absolute. Before consummating a Transfer to any third party, the Licensee shall first (i) provide written notice to the Company, which notice shall constitute an offering of the proposed Transfer to the Company and (ii) submit a copy of the purchase agreement (which purchase agreement shall be signed by the parties, but expressly by its own terms shall be subject to the Company's right of first refusal) to the Company together with all ancillary and other documents relating to such proposed Transfer (including, but not limited to, any exhibits and/or disclosure schedules to the purchase agreement) and any other information requested by the Company, in each case at least thirty (30) days in advance of any proposed consummation or closing date of the proposed Transfer for the Company's review and evaluation. The Company may, in its sole discretion, disclose any documentation relating to a proposed Transfer to any third party.

The Company shall in all cases have thirty (30) days following the later of (1) the Company's receipt of all Transfer documentation and any other information requested by the Company, and (2) any change in the terms or conditions of the Transfer, to consider and exercise (or assign to a third party for exercise) its right of first refusal, which exercise shall be effective by the Company's delivery of written notice to the Licensee. In all cases, the Company shall have not less than thirty (30) days after the exercise of the right of first refusal to consummate the transactions contemplated by the proposed Transfer. If the Company exercises its right of first refusal (or assigns such right to a third party), (a) the purchase agreement to be entered into between the Company (or its assignee) and the Licensee shall be on substantially similar terms and conditions as the purchase agreement between the Licensee and the third party purchaser and (b) neither the Company nor its assignee shall have any obligation to reimburse the Licensee or any third party for any costs or expenses relating to the proposed Transfer giving rise to the right of first refusal, the Company's review of the Transfer, or the exercise or assignment of its right of first refusal. In the event the consideration to the Licensee under any such offer or contract with a third party is other than cash consideration and the Company elects to exercise or assign its right of first refusal, the Company or such assignee may, in its sole discretion, pay the reasonable equivalent in cash of such other consideration. Nothing contained in this Subsection 13.5 shall in any way be deemed to impair the Company's discretion in considering, approving or disapproving any request to transfer any interest under this Agreement.

In the event that the Company exercises its right of first refusal (or assigns such right to a third party), the Licensee acknowledges and agrees that it shall take all actions as may be reasonably necessary to consummate the sale to the Company (or its assignee) as

contemplated by this Subsection 13.5, including, without limitation, entering into agreements and delivering certificates, instruments, consents and/or other documents as may be deemed necessary or appropriate.

13.6 The Company has the right to assign any and all of its rights, privileges and/or obligations under this Agreement to any person or business entity. If the Company assigns this Agreement, the Licensee expressly agrees that immediately upon and following such assignment, the Company shall no longer have any obligation or liability (whether directly, indirectly or contingently) to perform or fulfill any duties or obligations imposed upon the "Company" hereunder. Instead, all such duties and obligations will be performed solely by the Company's assignee, and the Licensee agrees never to assert otherwise. The Licensee agrees and affirms that the Company may undertake a refinancing, recapitalization, or other economic or financial restructuring. The Licensee expressly waives any and all claims, demands or damages arising from or related to such activities.

## **SECTION 14: TRADEMARKS**

14.0 The Licensee acknowledges the sole and exclusive right of the Company (except for rights granted under existing and future License and license agreements) to use the Trademarks in connection with the products and services to which they are or may be applied by the Company, and represents, warrants and agrees that neither during the Term of this Agreement nor after the expiration or other termination hereof, shall the Licensee directly or indirectly contest or aid in contesting the validity, ownership or use of the Trademarks by the Company or take any action whatsoever in derogation of the rights claimed therein by the Company.

14.1 The license granted to the Licensee under this Agreement to use the Trademarks is non-exclusive and the Company, in its sole and absolute discretion, has the right to grant other licenses in, to and under the Trademarks in addition to those licenses already granted, both within and outside the Restaurant trading area, and to develop and license other names and marks on any such terms and conditions as the Company deems appropriate.

14.2 The Licensee understands and expressly acknowledges and agrees that the Company has the exclusive, unrestricted right to engage directly and indirectly, through its employees, representatives, licensees, assigns, agents and others, at wholesale, retail and otherwise, within the Restaurant trading area and elsewhere, in (a) the production, distribution and sale of food products and beverages (including, without limitation, tacos, taco shells, sauces and fillings, and other Mexican style food products) under the Trademarks licensed hereunder or other marks; and (b) the use, in connection with such production, distribution and sale, of any and all trademarks, trade names, service marks, logos, insignia, slogans, emblems, symbols, designs and other identifying characteristics as may be developed or used from time to time by the Company, whether or not included in Appendix 1.

14.3 Except as expressly permitted by this Agreement and the Manual, the license granted under this Agreement does not include any right or authority of any kind whatsoever to pre-package or sell pre-packaged food products or beverages under the Trademarks.

14.4 Nothing contained in this Agreement shall be construed to vest in the Licensee any right, title or interest in or to the Trademarks, the goodwill now or hereafter associated therewith, or any right in the design or any restaurant building, other than the rights and license expressly granted herein for the Term. Any and all use of the Trademarks as well as the goodwill associated with or identified by the Trademarks shall inure directly and exclusively to the benefit of the Company, including without limitation any goodwill resulting from operation and promotion of the Restaurant.

14.5 The Licensee shall not use the Trademarks or refer to the Company or the System in connection with any statement or material, or do or fail to do anything else, which may, in the judgment of the Company, be in bad taste or inconsistent with the Company's public image, or tend to bring disparagement, ridicule or scorn upon the Company, the System, the products or services of the System, or the Trademarks or the goodwill associated therewith. The Licensee, whether doing business as a proprietorship, partnership, corporation or other entity, shall not adopt, use or register (by filing a certificate or articles of incorporation, a fictitious business name statement, or otherwise) any trade or business name, style or design which includes, abbreviates, or is similar to, any of the Company's trademarks, service marks, trade names, logos, insignia, slogans, emblems, symbols, designs or other identifying characteristics.

14.6 The Company shall have the right at any time and from time to time upon notice to the Licensee to make additions to, deletions from, and changes in the Trademarks, or any of them, all of which additions, deletions and changes shall be as effective as if they were incorporated in this Agreement. All such additions, deletions and changes shall be made in good faith, on a reasonable basis and with a view toward the overall best interest of the Taco Bell System. The Company will use commercially reasonable efforts to protect and preserve the integrity and validity of the Trademarks, including the taking of actions deemed by the Company to be appropriate in the event of any apparent infringement of the Trademarks.

14.7 The Licensee shall notify the Company promptly of any claims or charges of trademark infringement against the Company or the Licensee, as well as any information the Licensee may have of any suspected infringement of the Trademarks. The Licensee shall take no action with regard to such matters without the prior written approval of the Company, but shall cooperate fully with the Company in any such action.

14.8 The Licensee shall adopt and use the Trademarks only in the manner expressly approved by the Company from time to time during the Term.

## SECTION 15: EXPIRATION AND TERMINATION

15.0 This Agreement shall immediately terminate without notice if a petition in bankruptcy, an arrangement for the benefit of creditors, a petition for reorganization is filed by or against the Licensee, or if the Licensee shall make any assignment for the benefit of creditors, or if a receiver or trustee is appointed for the Restaurant;

15.1 The Company shall have the right to terminate this Agreement immediately:

- (a) in the event of any breach or default under Subsections 4.1, 5.1, 9.0, 13.2, 13.5, or 14.0;
- (b) if the Licensee for any reason loses its right to possession of the Restaurant premises;
- (c) if the Company discovers that the Licensee has made any material misrepresentation or omitted any material fact in the information furnished by the Licensee in connection with the grant of this Taco Bell franchise;
- (d) if the Licensee (or any shareholder if the Licensee is a corporation) is convicted of any felony or any crime involving moral turpitude.

Any default or breach by Licensee and/or Related Persons of any agreement between the Company or the Company's Affiliates and Licensee and/or Related Persons will be deemed a breach and default under this Agreement, and any breach or default of this Agreement by Licensee and/or Related Persons will be deemed a breach of any other agreement between the Company or the Company's Affiliates and Licensee and/or Related Persons. If the nature of the default under any agreement would have permitted the Company or the Company's Affiliate to terminate this Agreement if the default had occurred under this Agreement, then the Company will have the right to terminate all such other agreements in the same manner provided for in this Agreement for termination hereof. For purposes of this Section 15, "Related Persons" means all persons or entities having any direct or indirect beneficial or legal ownership interest in Licensee, this Agreement, or your franchised business; all of your affiliates; the officers, directors, managers, partners, trustees and beneficiaries of you; any person or entity having an interest in Licensee or your franchised business; and the spouses or children of any of the foregoing individuals.

If the Licensee defaults in the performance or observance of any of its other obligations hereunder or under any other License agreement with the Company, and such default continues for a period of thirty (30) days after written notice to the Licensee, the Company may at any time thereafter terminate this Agreement as well as any other such License agreement. A repetition within a one-year period of any default shall justify the Company in terminating this Agreement without allowance for any curative period. The foregoing provisions of this Subsection 15.1 are subject to the provisions of any statutes or regulations which may prohibit the Company from terminating this Agreement without good cause or without giving the Licensee additional prior written notice of termination and opportunity to cure any default. In the event of any termination for failure of the Licensee to successfully complete the Company's TACO BELL RESTAURANT operations training course pursuant to Subsection 4.1, the Company shall refund to the Licensee the initial License fee payment referred to in Subsection 7.0(a), less any expenses incurred and damages sustained by the Company in connection with its performance hereunder prior to the date of such termination.

15.2 Upon the expiration or earlier termination of this Agreement for any reason, the Licensee shall:

- (a) immediately discontinue the use of the System and Trademarks;
- (b) if the Restaurant premises are owned by the Licensee or leased from a third party, upon demand by the Company, remove the Trademarks from all buildings, signs, fixtures and furnishings, remove and dispose of all proprietary smallwares and equipment, including the production lines, in the manner specified by the Company, and alter and paint all buildings and other improvements maintained pursuant to this Agreement to a design and color which is basically different from any of the Company's authorized building designs and painting schedules.

If the Licensee shall fail to make or cause to be made any such removal, alteration or repainting within thirty (30) days after written notice, then the Company shall have the right to enter upon the Restaurant premises, without being deemed guilty of trespass or any other tort, and make or cause to be made such removal, alterations and repainting at the reasonable expense of the Licensee, which expense the Licensee shall pay the Company upon demand; and

- (c) not thereafter use any trademark, trade name, service mark, logo, insignia, slogan, emblem, symbol, design or other identifying characteristic that is in any way associated with the Company or similar to those associated with the Company, or operate or do business under any name or in any manner that might tend to give the public the impression that the Licensee is or was a franchisee or licensee of, or otherwise associated with, the Company.

15.3 In the event that either party initiates any legal proceeding to construe or enforce the terms, conditions and provisions of this Agreement, including its termination provisions, or to obtain damages or other relief to which either may be entitled by virtue of this Agreement, the prevailing party shall be paid its reasonable attorneys' fees and costs by the other party.

If the Licensee refuses to comply with a notice of termination given by the Company and a court later upholds such termination of this Agreement, operation of the Restaurant by the Licensee from and after the date of termination stated in such notice shall constitute trademark infringement by the Licensee and the Licensee shall be liable to the Company for damages resulting from such infringements in addition to any royalties paid or payable hereunder, including, without limitation, any profits of the Licensee at the Restaurant level (without deduction from sales revenues for any compensation or charges payable to the Licensee or any entity owned or controlled by the Licensee), which profits in no event shall be calculated as less than ten percent (10%) of the Licensee's Gross Sales. No such payment or obligation for payment shall in any way imply or be construed to imply or reflect any right of the Licensee to operate the Restaurant after expiration or termination of this Agreement.

15.4 (a) In the event that the premises at which the Licensee operates the Restaurant are owned by the Licensee, then, upon termination of this Agreement, whether it is terminated by the Licensee or by the Company, the Company shall have the option of immediately purchasing said premises from the Licensee. If the Company elects to exercise that option, the purchase price to be paid by the Company to the Licensee shall be the fair market value of the Restaurant land, buildings, furnishings, and equipment owned by the Licensee. In the event that the parties are unable to agree as to such amount or any other terms of purchase within thirty (30) days following cessation of the Licensee's operation of the licensed Restaurant at the premises, the amount or other terms of purchase as to which the parties are unable to agree shall be determined by three (3) appraisers, with each party selecting one appraiser and the two appraisers so chosen selecting the third appraiser. If appraisal occurs pursuant to this provision, following the announcement of the appraiser's decision the Company shall have thirty (30) days within which to elect whether or not to purchase the premises.

(b) In the event that the premises at which the Licensee operates the Restaurant are leased by the Licensee from a third party, such lease and any subsequent lease of those premises shall give the Licensee the right to assign such lease to the Company. Upon termination of this Agreement, whether it is terminated by the Company or by the Licensee, the Licensee's rights and obligations under said lease shall, if the Company so elects, automatically be assigned to the Company. If the Company exercises this option, the Licensee shall immediately vacate the premises, and the Company shall be entitled to take possession of said premises, including all fixtures and leasehold improvements. In such event the Company shall pay to Licensee the fair market value of the interests owned by the Licensee in the Restaurant's furnishings and equipment. Fair market value shall be determined in the same manner as set forth in the immediately preceding paragraph.

15.5 If this Agreement is terminated as a result of repudiation, default or other action by the Licensee without material breach hereof by the Company, the Licensee (in addition to any other remedy or right the Company may have) shall pay to the Company in lump sum as liquidated damages the greater of the amount of eleven percent (11%) times the Restaurant's Gross Sales (as defined in Subsection 7.2 above) for the twelve months immediately preceding termination of this Agreement or \$100,000.00. The parties hereby acknowledge and agree that the precise amount of the Company's actual damages in such event would be extremely difficult to ascertain and that the foregoing sum represents a reasonable estimate of such actual damages, based upon the approximate time it would take the Company to open another TACO BELL RESTAURANT in the vicinity. Such liquidated damages shall not apply if the Company exercises one of the options set forth in Subsection 15.4 above and either the Company or another Taco Bell licensee continues operation of the Restaurant as a TACO BELL RESTAURANT following termination of this Agreement.

15.6 In the event that this Agreement is terminated prior to the end of the term set forth in Section 2 hereof as a result of condemnation proceedings or other action not within the control of the Licensee or the Company, the Company shall use commercially reasonable efforts to assist the Licensee in locating an alternative location for the Restaurant in the same area to be used for the balance of the Term upon the same terms and conditions as contained herein, and without the payment of any additional initial License fee. This provision shall not be construed to limit the Licensee from receiving the full amount of any condemnation award or damages relating to the closing of the Restaurant.

15.7 The Licensee acknowledges that termination and money damages alone are not an adequate remedy for any breach by the Licensee of any provision of this Agreement, including continuing to operate the Restaurant or to use the Trademarks following expiration or termination of this Agreement, each of which operation or use shall be deemed to inflict irreparable harm upon the Company for which there may be no adequate remedy at law. Therefore, in the event of a breach or threatened breach of any provision of this Agreement by the Licensee, including continuing to operate the Restaurant or to use the Trademarks following expiration or termination of this Agreement (each of which the Licensee acknowledges shall constitute trademark infringement), the Company, in addition to all other remedies, shall have the right to immediately seek, obtain and enforce temporary and permanent injunctive relief prohibiting the breach, or to compel specific performance, without the need to post any bond or for any other undertaking, including without limitation proving the inadequacy of monetary damages or that due cause existed for the termination.

## **SECTION 16: MISCELLANEOUS**

16.0 Waiver. The waiver by the Company of any breach or default, or series of breaches or defaults, of any term, covenant or condition herein or of any same or similar term, covenant or condition in any other agreement between the Company and any licensee or franchisee, shall not be deemed a waiver of any subsequent or continuing breach or default of the same or any other term, covenant or condition contained in this Agreement, or in any other agreement between the Company and any licensee or franchisee.

16.1 Cumulative Remedies. All rights and remedies of the Company shall be cumulative and not alternative, in addition to and not exclusive of any other rights or remedies provided for herein or which may be available at law or in equity in case of any breach, failure or default or threatened breach, failure or default of any term, provision or condition of this Agreement. The rights and remedies



of the Company shall be continuing and not exhausted by any one or more uses thereof, and may be exercised at any time or from time to time as often as may be expedient; and any option or election to enforce any such right or remedy may be exercised or taken at any time and from time to time. The expiration or earlier termination of this Agreement shall not discharge or release the Licensee from any liability or obligation then accrued or any liability or obligation continuing beyond or arising out of the expiration or earlier termination of this Agreement.

16.2 Partial Invalidity. If any part of this Agreement shall for any reason be declared invalid, unenforceable or impaired in any way, the validity of the remaining portions shall not be affected thereby and such remaining portions shall remain in full force and effect as if this Agreement had been executed with such invalid portion eliminated, and it is hereby declared the intention of the parties that they would have executed the remaining portion of this Agreement without including therein any such portions which might be declared invalid; provided, however, that in the event any part hereof relating to the payment of fees to the Company, or the ownership or preservation of the Trademarks, trade secrets or secret formulae licensed or disclosed hereunder is for any reason declared invalid or unenforceable, then the Company shall have the option of terminating this Agreement upon written notice to the Licensee.

16.3 Choice of Law. The Licensee acknowledges that the Company will grant numerous licenses throughout the United States on terms and conditions similar to those set forth in this Agreement and that it is of mutual benefit to the Licensee and to the Company that these terms and conditions be uniformly interpreted. This Agreement; all relations between the parties; and, any and all disputes between Licensee and Company, whether such dispute sounds in law, equity or otherwise, is to be exclusively construed in accordance with and/or governed by (as applicable) the law of the State of New York without recourse to New York (or any other) choice of law or conflicts of law principles. If, however, any provision of this Agreement is not enforceable under the laws of New York, and if Licensee's franchised business is located outside of New York and the provision would be enforceable under the laws of the state in which the franchised business is located, then that provision (and only that provision) will be interpreted and construed under the laws of that state. This Section is not intended to invoke, and shall not be deemed to invoke, the application of any franchise, business opportunity or similar law of the State of New York which would not otherwise apply by its terms jurisdictionally or otherwise but for the within designation of governing law.

16.4 Jurisdiction and Venue. With respect to any court proceeding between the Licensee and the Company concerning the enforcement, construction or alleged breach or termination of this Agreement, the Licensee hereby submits to the personal jurisdiction and venue of the federal and California state courts located in Orange County, California, for all such matters, and promises not to commence against the Company any court proceeding concerning such matters in any other courts.

16.5 Notices. Any notice from the Company that is required hereunder to be given in writing, and all notices from the Licensee to be given hereunder, shall be in writing and shall be deemed given when first tendered or received, whether in person, through United States mail or through reputable private delivery service, during normal business hours for the locale of the addressee at the appropriate address set forth below, or such other address as one party may hereafter provide to the other with not less than three (3) days' notice.

**THE COMPANY:** TACO BELL FRANCHISOR, LLC  
1 Glen Bell Way  
Irvine, California 92618  
Attn: General Counsel

**THE LICENSEE:** name  
address  
city state zip

16.6 Terms and Headings. Whenever any word is used in this Agreement in one gender, it shall also be construed as being used in the other genders, and singular usage shall include the plural and vice versa, all as the context shall reasonably require. The headings inserted in this Agreement are for reference purposes only and shall not affect the construction of this Agreement or limit the generality of any of its provisions.

16.7 Compliance with Laws. The Licensee shall at its own cost and expense, promptly comply with all laws, ordinances, orders, rules, regulations, and requirements of all federal, state and municipal governments and appropriate departments, commissions, boards, and offices thereof. Without limiting the generality of the foregoing, the Licensee shall abide by all applicable rules and regulations of any Public Health Department having jurisdiction over the Restaurant.

16.8 Lease of Land and Building. In the event that the parties have executed a lease of land or building relating to the premises described in Subsection 1.0 (the "Lease"), such Lease is hereby incorporated in this Agreement by reference, and any failure on the part of the Licensee (lessee therein) to perform, fulfill or observe any of the covenants, conditions or agreements contained therein shall constitute a material breach of this Agreement. It is expressly understood, acknowledged and agreed by the Licensee that any termination of the Lease resulting in the Licensee's loss of possession of the Restaurant shall result in immediate termination of this Agreement without further notice.

16.9 Entire Agreement. This Agreement and the documents referred to herein constitute the entire agreement between the parties and supersede and cancel any and all prior and contemporaneous agreements, understandings, representations, inducements and statements, oral or written, of the parties in connection with the subject matter hereof. Nothing in the preceding sentence, however, is intended to disclaim the representations the Company made in the license disclosure document that the Company has provided to the Licensee.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the license.

16.10 Amendment or Modification. Except as expressly authorized herein, no amendment or modification of this Agreement shall be binding unless executed in writing by both the Company and the Licensee.

IN WITNESS WHEREOF, the parties personally or through their duly authorized signatories have executed this Agreement in duplicate on the day and year written below.

**TACO BELL FRANCHISOR, LLC**

By \_\_\_\_\_  
Its

Date: \_\_\_\_\_

**LICENSEE**

\_\_\_\_\_  
Name Date

\_\_\_\_\_  
Name Date

**APPENDIX 1  
TRADEMARKS**

The Company has registered with the United States Patent and Trademark Office the following active trademarks:

<b><u>Mark</u></b>	<b><u>Reg. No.</u></b>	<b><u>Reg. Date</u></b>
Taco Bell (Class 42)	0,820,073	12/06/1966
Taco Bell within Tumbling Blocks (Class 42)	0,856,207	09/03/1968
Taco Bell (Class 30)	0,879,582	10/28/1969
Burrito Supreme (Class 29)	1,050,189	10/12/1976
Bell Design No. 2 (Class 42)	1,322,737	02/26/1985
Taco Bell and Bell Design No. 2 in 1984 Logo (Class 43)	1,322,738	02/26/1985
Taco Bell in 1984 Logo Distinctive Lettering (Class 42)	1,322,739	02/26/1985
Bell Design No. 2 in color (Class 42)	1,330,236	04/09/1985
Soft Taco Supreme (Class 30)	1,551,516	08/08/1989
MexiMelt (Class 30)	1,528,496	03/07/1989
The Bell (Class 42)	1,765,386	04/13/1993
Taco Bell (Class 30)	1,874,786	01/17/1995
Taco Supreme (Class 30)	1,920,011	09/19/1995
Taco Bell (Class 42)	1,924,335	10/03/1995
Bell Design No. 6 (Class 42)	2,006,124	10/08/1996
Soft Taco Supreme (Class 30)	2,031,945	01/21/1997
Double Decker (Class 30)	2,090,212	08/19/1997
Taco Bell and Bell Design No. 6 Logo No. 2 (Class 42)	2,105,501	10/14/1997
Taco Bell and Bell Design No. 6 Logo No. 1 (Class 29)	2,105,502	10/14/1997
Taco Bell (Class 30)	2,114,014	11/18/1997
Taco Bell and Design No. 7 (in color) (Class 30, 43)	2,816,454	02/24/2004
Double Decker (Class 30)	2,860,026	06/07/2004
Think Outside The Bun with Taco Bell and Bell Design No. 7 (Class 30, 43)	3,020,103	11/29/2005
Think Outside The Bun (Class 30, 43)	3,020,149	11/29/2005
Crunchwrap Supreme (Class 30)	3,102,200	06/06/2006
Crunchwrap (Class 30)	3,108,135	06/20/2006
Taco Bell (in color) (Class 43)	3,501,311	09/16/2008
Taco Bell (Class 36)	3,676,436	03/05/2009
Bell Design No. 6 (in color) (Class 43)	3,629,938	06/02/2009
Feed the Beat (Class 35,41)	3,735,825	01/12/2010
Bong (Sound Mark) (Class 43)	3,736,968	01/12/2010
Taco Bell & Bell Design No. 7 (Class 9)	4,102,936	02/21/2012
Happier Hour (Class 32)	4,238,926	02/21/2012
Live Más (Class 43)	4,243,633	11/13/2012
Bell Design with Mission Window (Class 43)	4,295,975	02/26/2013
Taco Bell & Bell Design #7 with Live Más Horizontal (Class 43)	4,382,469	08/13/2013
Loaded Grillers (Class 30)	4,468,046	01/14/2014
\$1 Cravings Menu (Class 43)	4,465,403	01/14/2014
Happier Hour (Class 32)	4,651,267	12/09/2014
Bell Design No. 6 (Class 43)	4,682,267	02/03/2015
Taco Bell (Class 29, 30, 32 & 43)	4,780,421	07/28/2015
Taco Bell and Bell Design No. 7 (in Color) (Class 43)	4,873,041	12/22/2015
Quesalupa (Class 30)	5,037,135	09/06/2016
Live Más (with accent over "A") (Class 25)	5,146,760	02/21/2017
Taco Bell Cantina (Logo) (Class 43)	5,365,441	12/26/2017
Nachos BellGrande (Class 30)	5,437,137	04/03/2018
TACO BELL & Bell Design No. 8 in color (Class 43)	5,592,983	10/30/2018
Crunchwrap (Class 30)	5,961,689	01/14/2020
Steal A Base, Steal A Taco (Class 41)	6,029,220	04/07/2020
Taco Bell (Class 9)	6,051,763	05/12/2020

Taco Bell (Class 14,25)	6,082,094	06/16/2020
Triplelupa (Class 30)	6,092,678	06/30/2020
Whip Freeze stylized (Class 32)	6,176,985	10/13/2020
Cravings Pack (Class 30)	6,245,606	01/12/2021
Bell Stop (Class 43)	6,328,911	04/20/2021
Taco Night (Class 29)	6,523,161	10/19/2021
Taco Bell (Class 21,25, 26, 28)	6,564,428	11/16/2021
Cantina & Bell Design logo #8 (Class 43)	6,775,765	06/28/2022
Taco Bell (Class 18)	6,775,836	06/28/2022
Taco Bell Design #8 (Class 25)	6,815,211	08/09/2022
Taco Bell Design #8 (Class 29, 30)	6,820,973	08/16/2022
Taco Bell Defy (Class 43)	6,848,455	09/13/2022
Enchirito (Class 30)	6,997,531	05/07/2023
Taco Lover's Pass (Class 35)	7,027,027	04/11/2023
Go Mobile (Class 43)	7,094,488	06/27/2023
Ambition Accelerator (Class 35, 36)	7,109,025	07/11/2023
Worth The Wake (Class 43)	7,109,853	04/04/2023
Live Mas (with Accent over "A") (Class 36)	7,143,153	08/22/2023
The Bell Wisdom (Class 41)	7,145,596	08/22/2023
Triple Double Crunchwrap (Class 30)	7,262,248	01/02/2024
Cravings Value Menu (Class 43)	7,279,426	01/16/2024

There are also trademarks that have been applied for by the Company but have not yet been registered. Those marks are as follows:

<b><u>Mark</u></b>	<b><u>Application No</u></b>	<b><u>Application Date</u></b>
Crispanada (Class 30)	90562532	03/05/2021
Taco Moon (Class 43)	90603856	03/25/2021
Cravetarian (Class 29, 30, 43)	90664442	04/22/2021
Taco Bell (Class 9, 35, 41, 42, 43)	97330037	03/25/2022
Taco Bell Design #8 (Class 9, 35, 41, 42, 43)	97330039	03/25/2022
#ISEEATACO (Class 43)	97493094	07/07/2022
Quesalupa (Class 30)	97539204	08/08/2022
Taco Bell (Class 41)	97541698	08/09/2022
The Bell Breakfast (Class 43)	97561160	08/23/2022
Bell Iced Coffee (Class 30)	97573257	08/31/2022
Live Mas Stylized (Class 30, 43)	97612764	09/29/2022
Fourthmeal (Class 43)	97634668	10/17/2022
Breeze Freeze (Class 32)	97694019	11/28/2022
Taco Zone (Class 43)	97701895	12/02/2022
See A Goal, Score A Taco (Class 43)	97701928	12/02/2022
Cantina Street (Class 29, 30, 32, 43)	97715287	12/13/2022
Summer Of Connection (Class 41)	97810516	02/24/2023
Steak Firecracker Fries (Class 29)	97828978	03/08/2023
Crispy Tortilla Cheese Popper (Class 29)	97829011	03/08/2023
Taco Talks (Class 41)	97938969	05/16/2023
Live Más (Class 30)	98114084	08/02/2023
Cravings Value Pass (Class 35,43)	98226125	10/16/2023
Same Bell. New Ring. (Class 29,30,43)	98287059	11/27/2023
Not Just Late Night (Class 29,30,43)	98324312	12/20/2023
Bell Breakfast Box (Class 29,30)	98349252	01/09/2024
BELLHUB (Class 9)	98361117	01/17/2024

**Updated 2/02/2024**

**EXHIBIT B-1.5**

**KT SUCCESSOR LICENSE AGREEMENT**

**TACO BELL FRANCHISOR, LLC  
KT SUCCESSOR LICENSE AGREEMENT**

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# TACO BELL FRANCHISOR, LLC KT SUCCESSOR LICENSE AGREEMENT

THIS AGREEMENT is made by date, by and between TACO BELL FRANCHISOR, LLC a Delaware limited liability company (the "Company"), and names (the "Licensee").

## RECITALS

A. The Company is the originator of a distinctive concept for the marketing, preparation and sale of certain Mexican and other style food products (the "TACO BELL RESTAURANTS" or the "Restaurants").

B. The Company owns or controls various trademarks, service marks, trade names, trade dress, designs (including product package designs), symbols, emblems, logos, insignias, external and internal building designs and architectural features and combinations of the foregoing (collectively, the "Trademarks"), which are used by it, its licensees and franchisees in offering, selling and distributing its products and services. Some of the Trademarks are set forth and described on Appendix 1 to this Agreement.

C. The Company has developed, owns and has adopted for its own use and the use of its franchisees and licensees a unique system of quick service restaurant operation (the "Taco Bell System" or the "System"), consisting of a variety of distinctive sign and facility designs, equipment specifications and layouts, recipes, methods of food presentation and service, business techniques, copyrighted manuals and other materials, trade secrets, know-how and technology.

D. The Company has established, and is continuing to develop and operate, a chain of quick service "Taco Bell" and "Taco Bell Express" restaurants or units which are fundamentally uniform in image and in food style and which share many fundamental menu items and methods of operation (the "Taco Bell Chain").

E. The Taco Bell Chain enjoys widespread public acceptance due in part to (1) uniform high standards for the preparation, presentation and service of Taco Bell food; (2) an essentially uniform menu, image, appearance and methods of operation in all Restaurants and units; (3) uniform use of the System and the valuable and distinctive Trademarks; and (4) the Taco Bell licensees' and franchisees' commitments to maintain and enhance the goodwill and public acceptance of Taco Bell products, services and Restaurants by strict adherence to these uniform standards as they now exist and may be revised from time to time pursuant to this Agreement.

F. The Licensee, aware of the above, has applied for a successor license and desires to establish and operate a Taco Bell Restaurant, as part of a multibrand Kentucky Fried Chicken/Taco Bell restaurant, upon the terms and conditions set forth in this Agreement.

## WITNESSETH

The parties hereby act and agree as follows:

### SECTION 1: GRANT OF LICENSE

1.0 The Company hereby grants to the Licensee a limited license to use the Trademarks solely in direct connection with the sale of the food, beverage and other products referred to in Subsection 3.5 from the TACO BELL RESTAURANT to be established pursuant to this Agreement at the following location:

Unit No. unit  
address  
city state zip  
(the "Restaurant")

The grant of this limited license to use the Trademarks is further subject to the terms, conditions and limitations hereinafter set forth; including, among others, those contained in Section 14 entitled "TRADEMARKS."

1.1 Throughout the Term of this Agreement (as defined below), Licensee shall operate the Restaurant in strict accordance with the terms of this Agreement and shall perform all other obligations of the Licensee provided for by this Agreement.



## SECTION 2: TERM

2.0 This Agreement, having been duly executed by the Licensee and the Licensor, shall be deemed effective date, unless earlier terminated in accordance with Subsection 5.1 or any of the other conditions and provisions hereof and shall continue in effect until the passage of \_\_\_ years (the "Term"). Upon and after expiration of the Term (a) the Licensee shall have no expectation or right to continue, extend, renew, or otherwise replace the license granted in Section 1 of this Agreement or to continue to operate the Restaurant, and (b) the Company shall have no expectation or right to require the Licensee to continue to operate the Restaurant.

2.0 This Agreement shall continue for a term of \_\_\_ years, unless earlier terminated in accordance with Subsection 5.1 or any of the other conditions and provisions hereof (the "Term"), commencing with the date on which the Restaurant is opened for business to the public (if a writing stating the opening date and signed by the Parties is attached hereto) or forty-five days from date, whichever is earlier (the "Date of Grant"). Upon and after expiration of the Term (a) the Licensee shall have no expectation or right to continue, extend, renew, or otherwise replace the license granted in Section 1 of this Agreement or to continue to operate the Restaurant, and (b) the Company shall have no expectation or right to require the Licensee to continue to operate the Restaurant.

## SECTION 3: RESTAURANT SYSTEM AND PROCEDURES

3.0 To the extent deemed appropriate by the Company in its sole discretion, based on the Licensee's experience and performance at any particular time during the Term, the Company will use commercially reasonable efforts to furnish the Licensee with advice and assistance in managing and operating a TACO BELL RESTAURANT, including periodic visits by the Company's representatives.

3.1 The Licensee shall devote his or her full time, best efforts and constant personal attention to the day to day operation of the Restaurant. In order to facilitate the devotion of such personal attention, either the Licensee or a qualified manager of the Restaurant shall maintain his or her personal principal residence within a usual driving time of approximately one hour from the Restaurant. Unless the Company shall have given its prior advance written approval, the Licensee shall have the Restaurant open for business during such hours as are specified by the Company in the Manual described in Subsection 3.2 below (the "Manual"). In addition, and without limiting the generality of the foregoing responsibilities, the Licensee shall:

- (a) Operate the Restaurant in a clean, safe and orderly manner, providing courteous, first-class service to the public;
- (b) Diligently promote and make every reasonable effort to increase the business of the Restaurant;
- (c) Advertise the business of the Restaurant by the use of the Trademarks and such other insignia, slogans, emblems, symbols, designs and other identifying characteristics as may be developed or established from time to time by the Company and included in the Manual; and
- (d) Prevent the use of the Restaurant for any immoral or illegal purpose, or for any other purpose, business activity, use or function which is not expressly authorized hereunder or in the Manual.

3.2 The Licensee hereby acknowledges receipt and loan of a copy of the Company's License Operations Manual, and shall faithfully, completely and continuously perform, fulfill, observe and follow all instructions, requirements, standards, specifications, systems and procedures contained therein; including, those dealing with the selection, purchase, storage, preparation, packaging, service and sale (including menu content and presentation) of all food and beverage products, and the maintenance and repair of Restaurant buildings, grounds, furnishings, fixtures, and equipment, as well as those relating to employee uniforms and dress, accounting, bookkeeping, record retention and other business systems, procedures and operations. By this reference, the Company's License Operations Manual, as presently constituted and as it may hereafter be amended and supplemented by the Company from time to time (the "Manual") is incorporated in and made part of this Agreement. The Licensee acknowledges that the materials contained in the Manual are integral, necessary and material elements of the System.

3.3 The Company shall have the right at any time and from time to time, in the good faith exercise of its reasonable business judgment, consistent with the overall best interests of TACO BELL RESTAURANTS generally, to revise, amend, delete from and add to the System and the material contained in the Manual. The Licensee shall promptly comply with all such revisions, amendments, deletions and additions.

3.4 The Licensee understands, acknowledges and agrees that strict conformity with the System, including the standards, specifications, systems, procedures, requirements and instructions contained in this Agreement and in the Manual, is vitally important to the success not only of the Company, but to the collective success of all Taco Bell licensees, including the Licensee, by reason of the benefits all licensees and the Company will derive from chain uniformity in food products, identity, quality, appearance, facilities and service among all TACO BELL RESTAURANTS. Any failure to adhere to the standards, specifications, requirements or instructions contained in this Agreement or in the Manual shall constitute a material breach of this Agreement.

3.5 The Licensee shall offer for sale only from the Restaurant premises and at all times when the Restaurant is open for business all and only the food, beverages and other products expressly described in the Manual, unless the Licensee shall have received the Company's prior written consent to any exception. No food, beverage or other products shall be offered or sold at or from the Restaurant under or in connection with any trademark or service mark other than the Trademarks without the prior written authorization of the Company in each case.

3.6 The Licensee further understands, acknowledges and agrees that the Company is the owner of all rights in and to the System, including the information and materials described or contained in the Manual, and that the System, including such information and materials, constitutes trade secrets of the Company which are revealed to the Licensee in confidence, and that no right is given to or acquired by the Licensee to disclose, duplicate, license, sell or reveal any portion thereof to any person, other than an employee of the Licensee required by his or her work to be familiar with relevant portions thereof. The Licensee hereby represents, warrants and promises to keep and respect such confidences extended by the Company to the Licensee, to obtain from employees with access to such information an agreement to keep and respect such confidences, and to be responsible for compliance by said employees with such agreements.

3.7 The Manual and all such other materials furnished to the Licensee hereunder are and shall remain the property of the Company and shall be returned by the Licensee to the Company immediately upon the expiration or earlier termination of this Agreement for any reason.

3.8 During the term of this Agreement, the Licensee shall not, without the prior express written consent of the Company, directly or indirectly, perform any services for, engage in or acquire any financial, beneficial or equity interest in, any business similar to that of the Restaurant. In the event this Agreement is terminated by the Company for breach by the Licensee, the same restrictions shall apply for a period of one year following such termination, but only with respect to similar businesses operated within a ten mile radius of the Restaurant. For purposes of this subsection, a "similar business" is a restaurant business which prepares or sells Mexican style food products. Notwithstanding the foregoing, the Licensee and his or her family, collectively, may own up to ten percent (10%) of the stock of a publicly traded company engaged in a similar business. If any court or other tribunal having jurisdiction to determine the validity or enforceability of this subsection determines that it would be invalid or unenforceable as written, then in such event the provisions hereof shall be deemed modified to the extent necessary to be valid and enforceable.

#### **SECTION 4: TRAINING**

4.0 The Company shall make available to the Licensee and one Restaurant manager, the Company's TACO BELL RESTAURANT operations training course.

4.1 Before the Restaurant shall open for business, one person from the Licensee's organization who is designated to be the initial manager of the Restaurant shall either: (a) attend, for such period of time as the Company shall deem reasonably necessary, and complete the Company's training course to the reasonable satisfaction of the Company, or (b) otherwise be approved by the Company to manage the Restaurant. In the event this Agreement is the first license agreement between the Company and the Licensee, then before the Restaurant shall open for business, the Licensee shall also attend, for such period of time as the Company shall deem reasonably necessary, and complete the Company's training course to the reasonable satisfaction of the Company. If the Licensee fails to successfully complete the Company's training course, then at the option of the Company this Agreement may be terminated.

4.2 The Licensee and at least one Restaurant manager shall, from time to time as reasonably required by the Company, personally attend and complete a Company-provided refresher course in TACO BELL RESTAURANT operations.

4.3 The Licensee shall be responsible for the compliance of Restaurant operations with the standards, methods, techniques and material taught at the Company's operations training course, and shall cause the Restaurant employees to be trained in such standards, methods and techniques as are relevant to the performance of their respective duties.

4.4 Attendance of the Licensee and one manager of the Restaurant shall be tuition-free at all training courses, but at the Licensee's sole cost and expense, including, without limitation, the cost of travel, lodging, meals and other related and incidental expenses.

#### **SECTION 5: RESTAURANT MAINTENANCE**

5.0 The Licensee shall, at the Licensee's sole cost and expense, maintain and repair the Restaurant, related equipment, signage, improvements, landscaping and the Restaurant premises in conformity with the standards, specifications and requirements of the System, as the same may be designated by the Company from time to time, and as appropriate replace any or all of such items (other than the Restaurant building or premises). The Licensee shall replace equipment as necessary or desirable at the Licensee's cost and expense and obtain at his or her cost and expense any new or additional equipment as may be reasonably required by the Company for new products, procedures, administration, marketing or communication. Except as may be expressly provided in the Manual, no alterations or improvements, or changes of any kind in design, equipment or decor shall be made in, on or about the Restaurant or Restaurant premises without the prior written approval of the Company in each instance. The Licensee shall at the Licensee's sole cost and expense, replace as necessary such equipment, signage, improvements and landscaping in conformity with such standards, specifications and requirements of the System.

5.1 In order to assure the continued success of the Restaurant, the Licensee shall, from time to time as reasonably required by the Company (taking into consideration the cost and then remaining term of this Agreement), modernize or modify the image of the Restaurant building, premises and equipment to the Company's then current, reasonable standards and specifications. The Licensee's obligations under this subsection are in addition to, and shall not relieve the Licensee from, any of its other obligations under this Agreement, including those contained in the Manual. However, no such modernization or re-imaging shall be required by the Company unless and until the Company has at that time committed to implement such standards and specifications within the then current

or following calendar year in at least twenty-five percent (25%) of those TACO BELL RESTAURANTS then operated by the Company within the United States.

5.2 If the Licensee is or becomes a lessee of the Restaurant premises, the Licensee shall provide the Company with a true and correct, complete copy of any such lease, and shall have included therein provisions, in form satisfactory to the Company, expressly permitting both the Licensee and the Company reasonable opportunity to take all actions and make all alterations referred to under Subsection 15.2(b). Any such lease shall also require the lessor thereunder to give the Company reasonable notice of any contemplated termination and a reasonable time in which to take and make the above actions and alterations and provide that the Licensee has the unrestricted right to assign such lease to the Company.

## SECTION 6: ADVERTISING AND PUBLICITY

6.0 The Company shall develop and administer advertising and sales promotion programs designed to promote and enhance the collective success of all TACO BELL RESTAURANTS. It is expressly understood, acknowledged and agreed that in all phases of such advertising and promotion, including, without limitation, type, quantity, timing, placement and choice of media, market areas and advertising agencies, the decisions of the Company made in good faith shall be final and binding.

6.1 All advertising materials of the Licensee (including, but not limited to, television commercials, radio commercials, billboards, posters, placards, banners, counter cards and window slicks, whether used inside or outside the Unit) using the Trademarks or pertaining to the Unit must be approved in writing prior to their use by the Licensee.

6.2 In order to maintain the high reputation of the Taco Bell System and for the benefit of all of its operators, the Licensee shall report immediately by telephone to the Company the occurrence of any incident at or concerning the Restaurant or the business conducted there which is or is likely to become the subject of publicity through the news media or otherwise. The Licensee hereby acknowledges that the Company alone is authorized to speak or make statements, public or private, on behalf of the Taco Bell brand or the Taco Bell System, and the Licensee shall in every instance consult and coordinate with the Company in advance of communicating with the media or of creating publicity for the brand or System outside the normal course of business.

## SECTION 7: FEES

7.0 As partial consideration for the rights granted hereunder, the Licensee shall pay the Company throughout the Term:

(a) A successor license fee of \_\_\_\_\_ Dollars (\$\_\_\_\_\_) due upon execution hereof. The Licensee acknowledges that the granting of this license is the only consideration for the payment of this successor license fee; and

(b) A license fee for each of the Company's four-week accounting periods (or five-week accounting periods, as determined from time to time by the Company, each whether four or five weeks an "accounting period") equal to ten percent (10%) of Gross Sales (as defined below).

(c) Notwithstanding the foregoing, if a federal, state or local law in which the Restaurant is located prohibits or restricts in any way the Licensee's ability to pay and/or the Company's ability to collect that portion of the period license fee (identified in "(b)" above) related to Gross Sales deriving from the sale of alcoholic beverages at the Restaurant (an "Alcohol Restriction Law"), then the Licensee instead will be required to pay as the period license fee whatever increased percentages of the Restaurant's non-alcoholic beverage Gross Sales (that is, total period Gross Sales minus the amount of Gross Sales derived from the Licensee's sale of alcoholic beverages) as will result in the Licensee's paying the period license fee which would otherwise pertain if the Licensee were not subject to an Alcohol Restriction Law.

7.1 Due Dates. Until notified otherwise by the Company, the periodic fees required pursuant to Subsection 7.0 shall be paid by check mailed and postmarked on or before the fifth (5th) business day immediately following the four (or five) week accounting period (as designated by the Company) in which such sales were made. When so notified by the Company, the periodic fees required pursuant to Subsection 7.0 shall be paid by electronic funds transfer received on or before the fifth (5th) business day immediately following the last day of the pertinent accounting period (as designated by the Company) in which such sales were made. Any payment which is not paid when due shall incur the then-customary administrative charge and shall bear interest from and after the due date at the rate of (i) eighteen percent (18%) per annum or (ii) the highest rate permitted by law, whichever is less.

7.2 Definition. The term "Gross Sales" as used in this Agreement shall mean the total of all cash or other payments received for the sale of food, beverages and other tangible property of every kind sold at, in, upon, or from the Restaurant, and all amounts which shall be received as compensation for any services rendered therefrom, excluding only sales taxes, employee meals, overruns and refunds to customers.

7.3 Taxes. All fees paid by the Licensee to the Company pursuant to this Agreement shall be paid to the Company net of any and all withholding, excise, gross receipts, sales, use and other similar taxes (other than state or federal corporate income tax of the Company), so that, for example, in the event any governmental entity would impose a tax of 5% on royalties paid by the Licensee hereunder, then the Licensee would pay to the Company 10.53% of the Restaurant's Gross Sales as the license fee instead of the 10% of Gross Sales payable without any such tax.

## **SECTION 8: RECORD KEEPING**

8.0 From time to time, the Company may provide the Licensee with a TACO BELL RESTAURANT record keeping system and forms, and the Licensee shall employ such system, without modification, in connection with the business of the Restaurant.

8.1 The Licensee shall complete and submit to the Company on a regular, continuous basis:

- (a) Weekly Restaurant Reports, on or before the fifth business day after each week in each accounting period;
- (b) Period Restaurant Reports, on or before the fifth business day after expiration of each accounting period; and
- (c) Annual Restaurant Reports, on or before 90 days following the end of each calendar year or the end of the Licensee's fiscal year, whichever is pertinent.

8.2 The Annual Restaurant Reports referred to above shall include a balance sheet dated as of the end of the pertinent year and a profit and loss statement for such year, together with such additional financial information as the Company may reasonably request, all prepared in accordance with generally accepted accounting principles. Such balance sheet and profit and loss statement must be reviewed by an independent certified public accountant and be in accordance with Statements on Standards for Accounting and Review Services and must contain a signed opinion by such accountant to that effect. If the Licensee fails to provide the Company with any such financial statement, the Company shall have the right to have an independent audit made of the Licensee's books and records, and the Licensee shall promptly reimburse the Company for the cost thereof.

8.3 Each of the Reports referred to in this section shall be completed by the Licensee or the Licensee's accountant in the respective specimen forms, and in accordance with the instructions, contained in the Manual. Time is of the essence with respect to completion and submission of each such Report. Licensee hereby consents to the Company's release of information regarding the Restaurant's sales to associations of licensees, to consultants of the Company, to advertising agencies and to other parties considered appropriate by the Company.

8.4 If the Licensee is a corporation, it shall maintain an accurate stock register. In the event that the beneficial ownership of the Licensee's stock differs in any respect from record ownership, the Licensee shall also maintain a list of the names, addresses and interests of all beneficial owners of its stock. The Licensee shall produce its stock register and any list of beneficial owners, certified by the corporation's secretary to be correct, at the Restaurant at any reasonable time and from time to time after ten days' prior written request by the Company. Company representatives shall have the right to examine the stock register and any list of beneficial owners and to reproduce all or any part thereof. In addition, all record and beneficial stock holders of the Licensee shall jointly and severally guaranty the full and faithful performance of all agreements, duties and obligations required to be performed, fulfilled or observed by the Licensee under this Agreement.

8.5 Without limiting the generality of Subsection 9.0, below, Company representatives shall have the right at all times during normal business hours to confer with Restaurant employees and customers, and to inspect the Licensee's books, records and tax returns, or such portions thereof as pertain to the operation of the Restaurant business. All such books, records and tax returns shall be kept and maintained at the Restaurant premises or such other place as may be agreed to from time to time in writing by the parties. If any such inspection reveals that the Gross Sales reported in any report or statement are less than the actual Gross Sales ascertained by such inspection, then the Licensee shall immediately pay the Company the additional amount of fees owing by reason of the understatement of Gross Sales previously reported, together with interest and administrative charges as provided in Subsection 7.1. In the event that any report or statement understates Gross Sales by more than two percent (2%) of the actual Gross Sales ascertained by the Company's inspection, the Licensee shall, in addition to making the payment provided for in the immediately preceding sentence, pay and reimburse the Company for any and all expenses incurred in connection with its inspection, including, but not limited to, reasonable accounting and legal fees. Such payments shall be without prejudice to any other rights or remedies the Company may have under this Agreement or otherwise.

## **SECTION 9: RESTAURANT INSPECTION**

9.0 The Company shall have the right at any time and from time to time without notice to have its representatives enter the Restaurant premises for the purpose of inspecting the condition thereof and the operation of the Restaurant for compliance with the standards, specifications, requirements and instructions contained in this Agreement and in the Manual, and for any other reasonable purpose connected with the operation of the Restaurant.

## **SECTION 10: RELATIONSHIP OF PARTIES AND INDEMNIFICATION**

10.0 The Licensee is not, and shall not represent or hold itself out as, an agent, legal representative, joint venturer, joint employer, partner, employee or servant of the Company for any purpose whatsoever and, where permitted by law to do so, shall file a business certificate to such effect with the proper recording authorities. The Licensee is an independent contractor and is not authorized to make any contract, agreement, commitment, warranty or representation on behalf of the Company, or to create any obligation express or implied on behalf of the Company. The Licensee agrees that the Company is not, and the Licensee hereby covenants not to claim that the Company is, in any way a "fiduciary" as regards the Licensee. The Licensee shall not use the name TACO BELL or any similar words as part of or in association with any trade name or name of any business entity directly or indirectly associated with the Licensee.

10.1 Licensee agrees that it will, at its sole cost, at all times indemnify, defend and hold harmless the Company; any of the Company's parents, affiliates, subsidiaries, successors, assigns and designees; and, the officers, directors, managers, employees, agents, attorneys, shareholders, owners, members, designees and representatives of each of the foregoing (the Company and all others referenced above being the "Company Parties"), to the fullest extent permitted by law, from all claims, losses, liabilities and costs incurred in connection with any action, suit, proceeding, claim, demand, investigation, or formal or informal inquiry (regardless of whether any of the foregoing is reduced to judgment) or any settlement of the foregoing, which actually or allegedly, directly or indirectly, is related in any way to any element of the Licensee's establishment, design, construction, conversion, opening, remodeling, renovation and/or operation of the Restaurant and/or Licensee's franchised business, including (without limitation) (i) any personal injury, death, or property damage suffered by any customer, visitor, operator, vendor, contractor, subcontractor, employee or guest of the Restaurant and/or Licensee's franchised business, (ii) all acts, errors, neglects or omissions of Licensee or Licensee's franchised business and/or any of its or their owners, officers, directors, management, employees, agent, servants, contractors, partners, proprietors, affiliates or representatives (or any third party acting on Licensee's behalf or direction) related to the operation of the restaurant; the preparation, offer and sale of food and beverage items thereat; and, all liabilities directly or indirectly arising from or related to any sale at or from the restaurant of beer, wine and/or other alcoholic beverages (including "dram shop" liabilities), and (iii) any actual or alleged claim that Licensor and Licensee are joint employers of any Licensee employee or personnel. As used above, the phrase "claims, losses, liabilities and costs" includes all claims; causes of action; fines; penalties; liabilities; losses; compensatory, exemplary, statutory, or punitive damages or liabilities; costs of investigation; court costs and expenses; actual attorneys' and experts' fees and disbursements; settlement amounts; judgments; compensation for damage to the Company's reputation and goodwill; travel, food, lodging and other living expenses necessitated by the need or desire to appear before (or witness the proceedings of) courts or tribunals (including arbitration tribunals), or government or quasi-governmental entities (including those incurred by the Company Parties' attorneys and/or experts); all expenses of recall, refunds, compensation and public notices; and, other such amounts incurred in connection with the matters described. Licensee agrees to give the Company written notice of any such action, suit, proceeding, claim, demand, inquiry or investigation that could be the basis for a claim for indemnification by any Company Party within three days of Licensee's actual or constructive knowledge of it. At Licensee's sole expense and risk, The Company may elect to assume the defense and/or settlement of the action, suit, proceeding, claim, demand, inquiry or investigation. The Company's undertaking of defense and/or settlement will in no way diminish Licensee's indemnification obligations hereunder.

Licensee agrees that any failure by the Company Parties to pursue recovery from third parties or mitigate loss will in no way reduce the amounts recoverable by the Company Parties from Licensee. The indemnification obligations of this Section will survive the expiration or sooner termination of this Agreement.

10.2 Licensee hereby irrevocably affirms, attests and covenants its understanding that Licensee's employees are employed exclusively by Licensee and in no fashion is any such employee either employed, jointly employed or co-employed by the Company. Licensee further affirms and attests that each of its employees is under the exclusive dominion and control of the Licensee and never under the direct or indirect control of the Company in any fashion whatsoever. The Company and Licensee hereby agree that, with respect to the employees working at or in the Restaurant, Licensee alone has the right and obligation, and the Company has absolutely no right or obligation, to:

- (a) hire the employees;
- (b) determine the employees' compensation and other benefits;
- (c) establish the employees' schedules;
- (d) pay all salaries, benefits, and employee-related liabilities, e.g., workers' compensation; payroll taxes;
- (e) discipline or terminate the employees;

(f) determine the number of employees working at the Restaurant (subject to any minimum staffing guidelines the Company may publish for the purpose of ensuring Licensee has the capability at all times to satisfy the Company's food safety and product quality standards);

(g) train the employees as it sees fit (subject to the use of the Company's training materials, developed to ensure customers receive a consistent brand experience, and full compliance with the Company's food safety and product quality standards).

Finally, should it ever be asserted that the Company is the employer, joint employer or co-employer of any of Licensee's employees in any private or government investigation, action, proceeding, arbitration or other setting, Licensee irrevocably agrees to assist the Company in defending said allegation, including (if necessary) appearing at any venue requested by the Company to testify on the Company's behalf (and, as may be necessary, submitting itself to depositions, other appearances and/or preparing affidavits dismissive of any allegation that the Company is the employer, joint employer or co-employer of any of Licensee's employees). To the extent the Company is the only named party in any such investigation, action, proceeding, arbitration or other setting to the exclusion of Licensee, then should any such appearance by Licensee be required or requested by the Company, it will reimburse Licensee the reasonable costs associated with Licensee appearing at any such venue (including travel, lodging, meals and *per diem* salary).

## SECTION 11: INSURANCE

11.0 The Licensee shall procure before the commencement of Restaurant operations and maintain in full force and effect during the entire term of this Agreement, at its sole cost and expense, an insurance policy or policies protecting the Licensee and the Company against any and all loss, liability or occurrence, arising out of or in connection with the condition, operation, use or occupancy of the Restaurant or Restaurant premises. The Company shall be named as an additional insured in all such policies, workers' compensation excepted. Such policy or policies shall be written by an insurance company or companies satisfactory to the Company and with a minimum Best's Rating of A- or other such comparable rating and shall include coverage in at least the following types and amounts:

<b>KIND OF INSURANCE</b>	<b>MINIMUM LIMITS OF LIABILITY</b>
Workers' Compensation	Statutory
Employers' Liability	\$2,000,000 per occurrence
Commercial General Liability	\$2,000,000 per occurrence
Products Liability	\$5,000,000 annual aggregate per occurrence included in Commercial General Liability, separate annual aggregate of \$5,000,000
Liquor Liability Insurance	\$3,000,000 annual aggregate per common cause and as further set out below

The insurance afforded by the policy or policies shall be primary with respect to insurance maintained by the Company and shall not be limited in any way by reason of any insurance which may be maintained by the Company. Subject to the express prior written approval of the Company (which the Company may withhold in its good faith discretion), that such program would not put the Company at any greater risk or exposure than would coverage from insurers described above, and to the Licensee's full compliance with all pertinent laws and regulations, the Licensee may satisfy its obligations with respect to Workers' Compensation coverage through a self-insurance program. Licensee is only required to maintain Liquor Liability Insurance if serving alcoholic beverages at the Restaurant. Licensee is required to maintain such Liquor Liability Insurance with limits of not less than the equivalent of \$3,000,000.00 each common cause and \$3,000,000.00 annual aggregate covering bodily injury and property damage if liability for either bodily injury or property damage is imposed by reason of the selling, serving or furnishing of any alcoholic beverage by Licensee.

11.1 Within thirty (30) days after the execution of this Agreement, but in no event later than one week before the Restaurant opens for business, Certificates of Insurance showing compliance with the requirements of Subsection 11.0 shall be furnished by the Licensee to the Company for approval. Such certificates shall state that the policy or policies shall not be canceled or altered without at least thirty (30) days' prior written notice to the Company. Maintenance of such insurance and the performance by the Licensee of its obligations under this Section 11 shall not relieve the Licensee of liability under the indemnity provisions of this Agreement or limit such liability.

11.2 The Licensee shall maintain an all-risk property insurance (fire) policy on the Restaurant buildings and other improvements, equipment, furnishings, fixtures, signage and any additions. The policy shall be written on the basis of replacement cost of the property and shall include a minimum of six months' coverage for business interruption. Such policy or policies shall be written by an insurance company with a minimum Best's Rating of A- or other such comparable rating.

11.3 Should the Licensee, for any reason, not timely procure and maintain the insurance coverage required by this section, then the Company shall have the right and authority to immediately procure such insurance coverage as part of or separate from its own policies, in its sole discretion, and to charge the cost thereof to the Licensee, which charges shall be paid immediately upon notice and shall be subject to charges for late payments in the manner set forth in Subsection 7.1.

11.4 The Licensee's insurance shall be endorsed to add the Company and each of its parents, subsidiaries, affiliates, officers, shareholders, members, directors, and employees as additional insureds.

## **SECTION 12: DEBTS AND TAXES**

12.0 The Licensee shall pay promptly when due all obligations incurred directly or indirectly in connection with the Restaurant and its operation, including, without limitation, all taxes and assessments that may be assessed against the Restaurant land, building and other improvements, equipment, fixtures, signs, furnishings and other property, and all liens and encumbrances of every kind and character created or placed upon or against any of said property (subject, however, to any conflicting provisions of any arm's length, bona fide lease or leases of any of the foregoing property), and all accounts and other indebtedness of every kind and character incurred by or on behalf of the Licensee in the conduct of the Restaurant business.

## **SECTION 13: SALE AND ASSIGNMENT**

13.0 The Licensee's rights and interests under this Agreement and any interest in any of the Restaurant land, building, equipment, fixtures or other things which are subject to the provisions of this Agreement shall not be subject to sale, assignment, transfer or encumbrance, including the granting of any lien or security interest (all of which are hereinafter included within the term "transfer") in whole or in part in any manner whatsoever without the prior express written consent of the Company. The Company will not, however, unreasonably withhold its consent to any proposed sale or assignment. In considering a request for transfer, the Company will consider, among other things, the qualifications, apparent ability and credit standing of the proposed transferee as if the same were a prospective,

direct licensee of the Company. In addition, the Company shall require as a condition precedent to the granting of its consent with respect to any transfer that:

(a) there shall be no existing default in the performance or observance of any of the Licensee's obligations under this Agreement or any other agreement with the Company and the Restaurant shall be in condition and appearance satisfactory to the Company and in accordance with its standards at that time;

(b) the Licensee shall have settled all outstanding accounts with the Company and its affiliates and executed a Release in a form satisfactory to the Company;

(c) the Licensee shall have paid the Company its then current transfer fee applicable to the type of transfer proposed. The amount of the transfer fee will be set by the Company from time to time and will be limited to the Company's good faith estimate of its costs and expenses expected to be incurred in connection with investigating the qualifications of the proposed transferee, training the proposed transferee and the direct administrative costs of reviewing and effecting the transfer;

(d) unless already a Taco Bell licensee, the proposed transferee shall have personally attended and satisfactorily completed the Company's tuition-free training program; and

(e) the proposed transferee shall have executed the Company's then current form of License Agreement for a term equal to the remaining term of this Agreement but requiring no initial license fee and requiring no greater periodic license fee than the applicable fee set forth in Subsection 7.0(b) above,

except that the items described in clauses (c) and (d) above shall not be required with respect to a proposed transferee that is only to receive the benefits of a lien or security interest or borrowed money. Neither this Agreement nor any of the rights or interests conferred on the Licensee hereunder shall be retained by the Licensee as security for the payment of any obligation that may arise by reason of any such transfer.

13.1 It is acknowledged and agreed that a material part of the consideration for the Company's entering into this Agreement is the personal confidence reposed in the Licensee, and no person shall succeed to any of the rights of the Licensee under this Agreement by virtue of any voluntary or involuntary proceeding in foreclosure, bankruptcy, receivership, attachment, execution, assignment for the benefit of creditors or other legal process.

13.2 Except as expressly provided for herein, any attempt by the Licensee to transfer any of its rights or interests under this Agreement shall constitute a material breach of this Agreement and the Company shall have the right to terminate this Agreement. The Company shall not be bound by any attempted sale, assignment, transfer, conveyance or encumbrance in any manner whatsoever, by law or otherwise, of any of the Licensee's rights or interests under this Agreement.

13.3 If the Licensee desires to conduct business in a corporate capacity, the Company will consent to the assignment of this Agreement to a corporation approved by the Company, provided that the Licensee complies with the provisions hereinafter specified and any other condition which the Company may require, including restrictions on the number, identity and legal status of stockholders of the assignee corporation. Such assignee corporation shall be closely held and shall not engage in any business activity other than that directly related to the operation of TACO BELL RESTAURANTS franchised by the Company.

If the Licensee's rights are assigned to a corporation, the individual Licensee named herein or otherwise expressly designated in writing by the Company shall at all times be the legal and beneficial owner of at least 51% of the stock of the assignee corporation, and shall act as such corporation's principal officer; provided, however, subject to the express prior written consent of the Company, such stock may be held in trust by a trustee under a trust indenture, with each trustee and beneficiary of such trust personally guaranteeing all of the obligations of the Licensee hereunder. Any issuance or transfer of stock in such corporation shall be treated for the purposes of this Agreement as a transfer of the Licensee's rights under this Agreement requiring the Company's consent as provided herein. The Licensee must prior to any issuance or transfer of any stock furnish the Company with a written notice containing the details of such proposed issuance or transfer in advance thereof. The Articles of Incorporation and the By-Laws of the assignee corporation shall reflect that the issuance and transfer of shares of stock are restricted, and all stock certificates shall bear the following legend, which shall be printed legibly and conspicuously on the face of each stock certificate:

"The transfer of this stock is subject to the terms and conditions of a license agreement with Taco Bell Franchisor, LLC and certain restrictions set forth in the charter and bylaws of this corporation, and no such transfer shall be valid unless Taco Bell Franchisor, LLC has consented thereto."

The Licensee acknowledges that the purpose of the aforesaid restriction is to protect the Company's trademarks, service marks, trade secrets and operating procedures as well as the Company's general, high reputation and image, and is for the mutual benefit of the Company, the Licensee and other licensees of the Company. The Company shall not unreasonably restrict the issuance or transfer of shares of stock, provided that in no event shall any share of stock of such assignee corporation be sold, transferred or assigned to a business competitor of the Company.

13.4 The Licensee shall at all times throughout the term of this Agreement have on file with the Company the name of a designated successor agent, approved by the Company, and authorized by the Licensee to make, subject to and immediately upon the death or legal incapacity of the Licensee (or if the Licensee is not an individual, its designated agent), all operating decisions with respect

to the Restaurant business (including but not limited to hiring and severance of employment, voting in the Local Association, purchasing, maintenance, etc.). Not less often than once each calendar year, the Licensee shall confirm or change in writing such designated successor agent.

In the event of the death or legal incapacity of the Licensee or, where the Licensee is a corporation, any person owning the legal or beneficial interest in 10% or more of the outstanding stock of the Licensee, the rights and obligations of the Licensee or of such stockholder hereunder shall inure to the benefit of such of the executors, administrators, heirs, conservators or legatees of the Licensee or such stockholder (collectively the "Legatee") as shall (i) elect, in a written notice received by the Company within one hundred twenty (120) days after the date of death, or the judicial determination of legal incapacity, to perform all of the duties and obligations required to be performed, fulfilled and observed by the Licensee under this Agreement and (ii) be determined by the Company, in its good faith discretion, to be able to perform such duties and obligations. In the event the Company determines that the Legatee is not capable of performing all of the duties and obligations required to be performed by the Licensee under this Agreement, the Legatee shall use best efforts within the six (6) months from the date of written notice from the Company to sell the subject interest hereunder to a bona fide purchaser in accordance with and subject to all of the provisions of this Section 13. If by the end of such six month period, the Legatee has not effectuated a transfer of such interest in a transaction which meets the requirements of this Section 13, the Company shall have the option to purchase the subject interest in the Restaurant and License at the fair market value thereof as determined in good faith through negotiation or, failing that, upon written demand of either party, by three appraisers, with the Company and the Legatee each selecting one appraiser and the two appraisers so chosen selecting the third appraiser, with their cost to be shared equally between Legatee and the Company.

13.5 Notwithstanding anything contained in this Agreement to the contrary, if the Licensee (or any of its direct or indirect parent entities and/or affiliates) proposes to (or receives an offer from a third party to), in any manner whatsoever, transfer, sell, assign, convey, exchange or otherwise dispose of any interest (a) in or under this Agreement, and/or (b) in any of the Restaurant, land, building, equipment, fixtures or other things which are subject to the provisions of this Agreement, in each case irrespective of whether any of the foregoing transactions are effected with or without consideration, voluntarily or involuntarily, directly or indirectly, by operation of law or otherwise (each such transaction in clauses (a) and (b), a "Transfer"), the Licensee shall give at least ten (10) business days prior written notice thereof to the Company before the Licensee discloses its decision to undertake any proposed Transfer to any third party (including any prospective purchaser). The Licensee shall at no time offer to effectuate a Transfer (or enter into any agreement or contract to effectuate a Transfer) where such Transfer would in any manner be tied to the transfer of any interest or obligation other than an interest in this Agreement or the ownership, possession, use or operation of the Restaurant or the assets or business pertaining thereto.

In addition, the Company shall have a right of first refusal with respect to any and all Transfers, which right of first refusal shall be unrestricted and absolute. Before consummating a Transfer to any third party, the Licensee shall first (i) provide written notice to the Company, which notice shall constitute an offering of the proposed Transfer to the Company and (ii) submit a copy of the purchase agreement (which purchase agreement shall be signed by the parties, but expressly by its own terms shall be subject to the Company's right of first refusal) to the Company together with all ancillary and other documents relating to such proposed Transfer (including, but not limited to, any exhibits and/or disclosure schedules to the purchase agreement) and any other information requested by the Company, in each case at least thirty (30) days in advance of any proposed consummation or closing date of the proposed Transfer for the Company's review and evaluation. The Company may, in its sole discretion, disclose any documentation relating to a proposed Transfer to any third party.

The Company shall in all cases have thirty (30) days following the later of (1) the Company's receipt of all Transfer documentation and any other information requested by the Company, and (2) any change in the terms or conditions of the Transfer, to consider and exercise (or assign to a third party for exercise) its right of first refusal, which exercise shall be effective by the Company's delivery of written notice to the Licensee. In all cases, the Company shall have not less than thirty (30) days after the exercise of the right of first refusal to consummate the transactions contemplated by the proposed Transfer. If the Company exercises its right of first refusal (or assigns such right to a third party), (a) the purchase agreement to be entered into between the Company (or its assignee) and the Licensee shall be on substantially similar terms and conditions as the purchase agreement between the Licensee and the third party purchaser and (b) neither the Company nor its assignee shall have any obligation to reimburse the Licensee or any third party for any costs or expenses relating to the proposed Transfer giving rise to the right of first refusal, the Company's review of the Transfer, or the exercise or assignment of its right of first refusal. In the event the consideration to the Licensee under any such offer or contract with a third party is other than cash consideration and the Company elects to exercise or assign its right of first refusal, the Company or such assignee may, in its sole discretion, pay the reasonable equivalent in cash of such other consideration. Nothing contained in this Subsection 13.5 shall in any way be deemed to impair the Company's discretion in considering, approving or disapproving any request to transfer any interest under this Agreement.

In the event that the Company exercises its right of first refusal (or assigns such right to a third party), the Licensee acknowledges and agrees that it shall take all actions as may be reasonably necessary to consummate the sale to the Company (or its assignee) as contemplated by this Subsection 13.5, including, without limitation, entering into agreements and delivering certificates, instruments, consents and/or other documents as may be deemed necessary or appropriate.

13.6 The Company has the right to assign any and all of its rights, privileges and/or obligations under this Agreement to any person or business entity. If the Company assigns this Agreement, the Licensee expressly agrees that immediately upon and following such assignment, the Company shall no longer have any obligation or liability (whether directly, indirectly or contingently) to perform or fulfill any duties or obligations imposed upon the "Company" hereunder. Instead, all such duties and obligations will be performed solely by the Company's assignee, and the Licensee agrees never to assert otherwise. The Licensee agrees and affirms that



the Company may undertake a refinancing, recapitalization, or other economic or financial restructuring. The Licensee expressly waives any and all claims, demands or damages arising from or related to such activities.

## **SECTION 14: TRADEMARKS**

14.0 The Licensee acknowledges the sole and exclusive right of the Company (except for rights granted under existing and future License and license agreements) to use the Trademarks in connection with the products and services to which they are or may be applied by the Company, and represents, warrants and agrees that neither during the Term of this Agreement nor after the expiration or other termination hereof, shall the Licensee directly or indirectly contest or aid in contesting the validity, ownership or use of the Trademarks by the Company or take any action whatsoever in derogation of the rights claimed therein by the Company.

14.1 The license granted to the Licensee under this Agreement to use the Trademarks is non-exclusive and the Company, in its sole and absolute discretion, has the right to grant other licenses in, to and under the Trademarks in addition to those licenses already granted, both within and outside the Restaurant trading area, and to develop and license other names and marks on any such terms and conditions as the Company deems appropriate.

14.2 The Licensee understands and expressly acknowledges and agrees that the Company has the exclusive, unrestricted right to engage directly and indirectly, through its employees, representatives, licensees, assigns, agents and others, at wholesale, retail and otherwise, within the Restaurant trading area and elsewhere, in (a) the production, distribution and sale of food products and beverages (including, without limitation, tacos, taco shells, sauces and fillings, and other Mexican style food products) under the Trademarks licensed hereunder or other marks; and (b) the use, in connection with such production, distribution and sale, of any and all trademarks, trade names, service marks, logos, insignia, slogans, emblems, symbols, designs and other identifying characteristics as may be developed or used from time to time by the Company, whether or not included in Appendix 1.

14.3 Except as expressly permitted by this Agreement and the Manual, the license granted under this Agreement does not include any right or authority of any kind whatsoever to pre-package or sell pre-packaged food products or beverages under the Trademarks.

14.4 Nothing contained in this Agreement shall be construed to vest in the Licensee any right, title or interest in or to the Trademarks, the goodwill now or hereafter associated therewith, or any right in the design or any restaurant building, other than the rights and license expressly granted herein for the Term. Any and all use of the Trademarks as well as the goodwill associated with or identified by the Trademarks shall inure directly and exclusively to the benefit of the Company, including without limitation any goodwill resulting from operation and promotion of the Restaurant.

14.5 The Licensee shall not use the Trademarks or refer to the Company or the System in connection with any statement or material, or do or fail to do anything else, which may, in the judgment of the Company, be in bad taste or inconsistent with the Company's public image, or tend to bring disparagement, ridicule or scorn upon the Company, the System, the products or services of the System, or the Trademarks or the goodwill associated therewith. The Licensee, whether doing business as a proprietorship, partnership, corporation or other entity, shall not adopt, use or register (by filing a certificate or articles of incorporation, a fictitious business name statement, or otherwise) any trade or business name, style or design which includes, abbreviates, or is similar to, any of the Company's trademarks, service marks, trade names, logos, insignia, slogans, emblems, symbols, designs or other identifying characteristics.

14.6 The Company shall have the right at any time and from time to time upon notice to the Licensee to make additions to, deletions from, and changes in the Trademarks, or any of them, all of which additions, deletions and changes shall be as effective as if they were incorporated in this Agreement. All such additions, deletions and changes shall be made in good faith, on a reasonable basis and with a view toward the overall best interest of the Taco Bell System. The Company will use commercially reasonable efforts to protect and preserve the integrity and validity of the Trademarks, including the taking of actions deemed by the Company to be appropriate in the event of any apparent infringement of the Trademarks.

14.7 The Licensee shall notify the Company promptly of any claims or charges of trademark infringement against the Company or the Licensee, as well as any information the Licensee may have of any suspected infringement of the Trademarks. The Licensee shall take no action with regard to such matters without the prior written approval of the Company, but shall cooperate fully with the Company in any such action.

14.8 The Licensee shall adopt and use the Trademarks only in the manner expressly approved by the Company from time to time during the Term.

## **SECTION 15: EXPIRATION AND TERMINATION**

15.0 This Agreement shall immediately terminate without notice if a petition in bankruptcy, an arrangement for the benefit of creditors, a petition for reorganization is filed by or against the Licensee, or if the Licensee shall make any assignment for the benefit of creditors, or if a receiver or trustee is appointed for the Restaurant;

15.1 The Company shall have the right to terminate this Agreement immediately:

- (a) in the event of any breach or default under Subsections 4.1, 5.1, 9.0, 13.2, 13.5, or 14.0;

(b) if the Licensee for any reason loses its right to possession of the Restaurant premises;

(c) if the Company discovers that the Licensee has made any material misrepresentation or omitted any material fact in the information furnished by the Licensee in connection with the grant of this Taco Bell franchise;

(d) if the Licensee (or any shareholder if the Licensee is a corporation) is convicted of any felony or any crime involving moral turpitude;

(e) if Kentucky Fried Chicken Corp. terminates the KFC franchise agreement.

Any default or breach by Licensee and/or Related Persons of any agreement between the Company or the Company's Affiliates and Licensee and/or Related Persons will be deemed a breach and default under this Agreement, and any breach or default of this Agreement by Licensee and/or Related Persons will be deemed a breach of any other agreement between the Company or the Company's Affiliates and Licensee and/or Related Persons. If the nature of the default under any agreement would have permitted the Company or the Company's Affiliate to terminate this Agreement if the default had occurred under this Agreement, then the Company will have the right to terminate all such other agreements in the same manner provided for in this Agreement for termination hereof. For purposes of this Section 15, "Related Persons" means all persons or entities having any direct or indirect beneficial or legal ownership interest in Licensee, this Agreement, or your franchised business; all of your affiliates; the officers, directors, managers, partners, trustees and beneficiaries of you; any person or entity having an interest in Licensee or your franchised business; and the spouses or children of any of the foregoing individuals.

If the Licensee defaults in the performance or observance of any of its other obligations hereunder or under any other License agreement with the Company, and such default continues for a period of thirty (30) days after written notice to the Licensee, the Company may at any time thereafter terminate this Agreement as well as any other such License agreement. A repetition within a one-year period of any default shall justify the Company in terminating this Agreement without allowance for any curative period. The foregoing provisions of this Subsection 15.1 are subject to the provisions of any statutes or regulations which may prohibit the Company from terminating this Agreement without good cause or without giving the Licensee additional prior written notice of termination and opportunity to cure any default. In the event of any termination for failure of the Licensee to successfully complete the Company's TACO BELL RESTAURANT operations training course pursuant to Subsection 4.1, the Company shall refund to the Licensee the initial License fee payment referred to in Subsection 7.0(a), less any expenses incurred and damages sustained by the Company in connection with its performance hereunder prior to the date of such termination.

15.2 Upon the expiration or earlier termination of this Agreement for any reason, the Licensee shall:

(a) immediately discontinue the use of the System and Trademarks;

(b) if the Restaurant premises are owned by the Licensee or leased from a third party, upon demand by the Company, remove the Trademarks from all buildings, signs, fixtures and furnishings, remove and dispose of all proprietary smallwares and equipment, including the production lines, in the manner specified by the Company, and alter and paint all buildings and other improvements maintained pursuant to this Agreement to a design and color which is basically different from any of the Company's authorized building designs and painting schedules.

If the Licensee shall fail to make or cause to be made any such removal, alteration or repainting within thirty (30) days after written notice, then the Company shall have the right to enter upon the Restaurant premises, without being deemed guilty of trespass or any other tort, and make or cause to be made such removal, alterations and repainting at the reasonable expense of the Licensee, which expense the Licensee shall pay the Company upon demand; and

(c) not thereafter use any trademark, trade name, service mark, logo, insignia, slogan, emblem, symbol, design or other identifying characteristic that is in any way associated with the Company or similar to those associated with the Company, or operate or do business under any name or in any manner that might tend to give the public the impression that the Licensee is or was a franchisee or licensee of, or otherwise associated with, the Company.

15.3 In the event that either party initiates any legal proceeding to construe or enforce the terms, conditions and provisions of this Agreement, including its termination provisions, or to obtain damages or other relief to which either may be entitled by virtue of this Agreement, the prevailing party shall be paid its reasonable attorneys' fees and costs by the other party.

If the Licensee refuses to comply with a notice of termination given by the Company and a court later upholds such termination of this Agreement, operation of the Restaurant by the Licensee from and after the date of termination stated in such notice shall constitute trademark infringement by the Licensee and the Licensee shall be liable to the Company for damages resulting from such infringements in addition to any royalties paid or payable hereunder, including, without limitation, any profits of the Licensee at the Restaurant level (without deduction from sales revenues for any compensation or charges payable to the Licensee or any entity owned or controlled by the Licensee), which profits in no event shall be calculated as less than ten percent (10%) of the Licensee's Gross Sales. No such payment or obligation for payment shall in any way imply or be construed to imply or reflect any right of the Licensee to operate the Restaurant after expiration or termination of this Agreement.

15.4 (a) In the event that the premises at which the Licensee operates the Restaurant are owned by the Licensee, then, upon termination of this Agreement, whether it is terminated by the Licensee or by the Company, the Company shall have the option

of immediately purchasing said premises from the Licensee. If the Company elects to exercise that option, the purchase price to be paid by the Company to the Licensee shall be the fair market value of the Restaurant land, buildings, furnishings, and equipment owned by the Licensee. In the event that the parties are unable to agree as to such amount or any other terms of purchase within thirty (30) days following cessation of the Licensee's operation of the licensed Restaurant at the premises, the amount or other terms of purchase as to which the parties are unable to agree shall be determined by three (3) appraisers, with each party selecting one appraiser and the two appraisers so chosen selecting the third appraiser. If appraisal occurs pursuant to this provision, following the announcement of the appraiser's decision the Company shall have thirty (30) days within which to elect whether or not to purchase the premises.

(b) In the event that the premises at which the Licensee operates the Restaurant are leased by the Licensee from a third party, such lease and any subsequent lease of those premises shall give the Licensee the right to assign such lease to the Company. Upon termination of this Agreement, whether it is terminated by the Company or by the Licensee, the Licensee's rights and obligations under said lease shall, if the Company so elects, automatically be assigned to the Company. If the Company exercises this option, the Licensee shall immediately vacate the premises, and the Company shall be entitled to take possession of said premises, including all fixtures and leasehold improvements. In such event the Company shall pay to Licensee the fair market value of the interests owned by the Licensee in the Restaurant's furnishings and equipment. Fair market value shall be determined in the same manner as set forth in the immediately preceding paragraph.

15.5 If this Agreement is terminated as a result of repudiation, default or other action by the Licensee without material breach hereof by the Company, the Licensee (in addition to any other remedy or right the Company may have) shall pay to the Company in lump sum as liquidated damages the greater of the amount of eleven percent (11%) times the Restaurant's Gross Sales (as defined in Subsection 7.2 above) for the twelve months immediately preceding termination of this Agreement or \$100,000.00. The parties hereby acknowledge and agree that the precise amount of the Company's actual damages in such event would be extremely difficult to ascertain and that the foregoing sum represents a reasonable estimate of such actual damages, based upon the approximate time it would take the Company to open another TACO BELL RESTAURANT in the vicinity. Such liquidated damages shall not apply if the Company exercises one of the options set forth in Subsection 15.4 above and either the Company or another Taco Bell licensee continues operation of the Restaurant as a TACO BELL RESTAURANT following termination of this Agreement.

15.6 In the event that this Agreement is terminated prior to the end of the term set forth in Section 2 hereof as a result of condemnation proceedings or other action not within the control of the Licensee or the Company, the Company shall use commercially reasonable efforts to assist the Licensee in locating an alternative location for the Restaurant in the same area to be used for the balance of the Term upon the same terms and conditions as contained herein, and without the payment of any additional initial License fee. This provision shall not be construed to limit the Licensee from receiving the full amount of any condemnation award or damages relating to the closing of the Restaurant.

15.7 The Licensee acknowledges that termination and money damages alone are not an adequate remedy for any breach by the Licensee of any provision of this Agreement, including continuing to operate the Restaurant or to use the Trademarks following expiration or termination of this Agreement, each of which operation or use shall be deemed to inflict irreparable harm upon the Company for which there may be no adequate remedy at law. Therefore, in the event of a breach or threatened breach of any provision of this Agreement by the Licensee, including continuing to operate the Restaurant or to use the Trademarks following expiration or termination of this Agreement (each of which the Licensee acknowledges shall constitute trademark infringement), the Company, in addition to all other remedies, shall have the right to immediately seek, obtain and enforce temporary and permanent injunctive relief prohibiting the breach, or to compel specific performance, without the need to post any bond or for any other undertaking, including without limitation proving the inadequacy of monetary damages or that due cause existed for the termination.

## **SECTION 16: MISCELLANEOUS**

16.0 Waiver. The waiver by the Company of any breach or default, or series of breaches or defaults, of any term, covenant or condition herein or of any same or similar term, covenant or condition in any other agreement between the Company and any licensee or franchisee, shall not be deemed a waiver of any subsequent or continuing breach or default of the same or any other term, covenant or condition contained in this Agreement, or in any other agreement between the Company and any licensee or franchisee.

16.1 Cumulative Remedies. All rights and remedies of the Company shall be cumulative and not alternative, in addition to and not exclusive of any other rights or remedies provided for herein or which may be available at law or in equity in case of any breach, failure or default or threatened breach, failure or default of any term, provision or condition of this Agreement. The rights and remedies of the Company shall be continuing and not exhausted by any one or more uses thereof, and may be exercised at any time or from time to time as often as may be expedient; and any option or election to enforce any such right or remedy may be exercised or taken at any time and from time to time. The expiration or earlier termination of this Agreement shall not discharge or release the Licensee from any liability or obligation then accrued or any liability or obligation continuing beyond or arising out of the expiration or earlier termination of this Agreement.

16.2 Partial Invalidity. If any part of this Agreement shall for any reason be declared invalid, unenforceable or impaired in any way, the validity of the remaining portions shall not be affected thereby and such remaining portions shall remain in full force and effect as if this Agreement had been executed with such invalid portion eliminated, and it is hereby declared the intention of the parties that they would have executed the remaining portion of this Agreement without including therein any such portions which might be declared invalid; provided, however, that in the event any part hereof relating to the payment of fees to the Company, or the ownership or preservation of the Trademarks, trade secrets or secret formulae licensed or disclosed hereunder is for any reason declared invalid or unenforceable, then the Company shall have the option of terminating this Agreement upon written notice to the Licensee.

16.3 Choice of Law. The Licensee acknowledges that the Company will grant numerous licenses throughout the United States on terms and conditions similar to those set forth in this Agreement and that it is of mutual benefit to the Licensee and to the Company that these terms and conditions be uniformly interpreted. This Agreement; all relations between the parties; and, any and all disputes between Licensee and Company, whether such dispute sounds in law, equity or otherwise, is to be exclusively construed in accordance with and/or governed by (as applicable) the law of the State of New York without recourse to New York (or any other) choice of law or conflicts of law principles. If, however, any provision of this Agreement is not enforceable under the laws of New York, and if Licensee's franchised business is located outside of New York and the provision would be enforceable under the laws of the state in which the franchised business is located, then that provision (and only that provision) will be interpreted and construed under the laws of that state. This Section is not intended to invoke, and shall not be deemed to invoke, the application of any franchise, business opportunity or similar law of the State of New York which would not otherwise apply by its terms jurisdictionally or otherwise but for the within designation of governing law.

16.4 Jurisdiction and Venue. With respect to any court proceeding between the Licensee and the Company concerning the enforcement, construction or alleged breach or termination of this Agreement, the Licensee hereby submits to the personal jurisdiction and venue of the federal and California state courts located in Orange County, California, for all such matters, and promises not to commence against the Company any court proceeding concerning such matters in any other courts.

16.5 Notices. Any notice from the Company that is required hereunder to be given in writing, and all notices from the Licensee to be given hereunder, shall be in writing and shall be deemed given when first tendered or received, whether in person, through United States mail or through reputable private delivery service, during normal business hours for the locale of the addressee at the appropriate address set forth below, or such other address as one party may hereafter provide to the other with not less than three (3) days' notice.

**THE COMPANY:** TACO BELL FRANCHISOR, LLC  
1 Glen Bell Way  
Irvine, California 92618  
Attn: General Counsel

**THE LICENSEE:** name  
address  
city state zip

16.6 Terms and Headings. Whenever any word is used in this Agreement in one gender, it shall also be construed as being used in the other genders, and singular usage shall include the plural and vice versa, all as the context shall reasonably require. The headings inserted in this Agreement are for reference purposes only and shall not affect the construction of this Agreement or limit the generality of any of its provisions.

16.7 Compliance with Laws. The Licensee shall at its own cost and expense, promptly comply with all laws, ordinances, orders, rules, regulations, and requirements of all federal, state and municipal governments and appropriate departments, commissions, boards, and offices thereof. Without limiting the generality of the foregoing, the Licensee shall abide by all applicable rules and regulations of any Public Health Department having jurisdiction over the Restaurant.

16.8 Lease of Land and Building. In the event that the parties have executed a lease of land or building relating to the premises described in Subsection 1.0 (the "Lease"), such Lease is hereby incorporated in this Agreement by reference, and any failure on the part of the Licensee (lessee therein) to perform, fulfill or observe any of the covenants, conditions or agreements contained therein shall constitute a material breach of this Agreement. It is expressly understood, acknowledged and agreed by the Licensee that any termination of the Lease resulting in the Licensee's loss of possession of the Restaurant shall result in immediate termination of this Agreement without further notice.

16.9 Entire Agreement. This Agreement and the documents referred to herein constitute the entire agreement between the parties and supersede and cancel any and all prior and contemporaneous agreements, understandings, representations, inducements and statements, oral or written, of the parties in connection with the subject matter hereof. Nothing in the preceding sentence, however, is intended to disclaim the representations the Company made in the license disclosure document that the Company has provided to the Licensee.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the license.

16.10 Amendment or Modification. Except as expressly authorized herein, no amendment or modification of this Agreement shall be binding unless executed in writing by both the Company and the Licensee.

IN WITNESS WHEREOF, the parties personally or through their duly authorized signatories have executed this Agreement in duplicate on the day and year written below.

**TACO BELL FRANCHISOR, LLC**

**LICENSEE**

By \_\_\_\_\_  
Its

\_\_\_\_\_  
Name Date

Date: \_\_\_\_\_  
Name

\_\_\_\_\_ Date

## APPENDIX 1 TRADEMARKS

The Company has registered with the United States Patent and Trademark Office the following active trademarks:

<b><u>Mark</u></b>	<b><u>Reg. No.</u></b>	<b><u>Reg. Date</u></b>
Taco Bell (Class 42)	0,820,073	12/06/1966
Taco Bell within Tumbling Blocks (Class 42)	0,856,207	09/03/1968
Taco Bell (Class 30)	0,879,582	10/28/1969
Burrito Supreme (Class 29)	1,050,189	10/12/1976
Bell Design No. 2 (Class 42)	1,322,737	02/26/1985
Taco Bell and Bell Design No. 2 in 1984 Logo (Class 43)	1,322,738	02/26/1985
Taco Bell in 1984 Logo Distinctive Lettering (Class 42)	1,322,739	02/26/1985
Bell Design No. 2 in color (Class 42)	1,330,236	04/09/1985
Soft Taco Supreme (Class 30)	1,551,516	08/08/1989
MexiMelt (Class 30)	1,528,496	03/07/1989
The Bell (Class 42)	1,765,386	04/13/1993
Taco Bell (Class 30)	1,874,786	01/17/1995
Taco Supreme (Class 30)	1,920,011	09/19/1995
Taco Bell (Class 42)	1,924,335	10/03/1995
Bell Design No. 6 (Class 42)	2,006,124	10/08/1996
Soft Taco Supreme (Class 30)	2,031,945	01/21/1997
Double Decker (Class 30)	2,090,212	08/19/1997
Taco Bell and Bell Design No. 6 Logo No. 2 (Class 42)	2,105,501	10/14/1997
Taco Bell and Bell Design No. 6 Logo No. 1 (Class 29)	2,105,502	10/14/1997
Taco Bell (Class 30)	2,114,014	11/18/1997
Taco Bell and Design No. 7 (in color) (Class 30, 43)	2,816,454	02/24/2004
Double Decker (Class 30)	2,860,026	06/07/2004
Think Outside The Bun with Taco Bell and Bell Design No. 7 (Class 30, 43)	3,020,103	11/29/2005
Think Outside The Bun (Class 30, 43)	3,020,149	11/29/2005
Crunchwrap Supreme (Class 30)	3,102,200	06/06/2006
Crunchwrap (Class 30)	3,108,135	06/20/2006
Taco Bell (in color) (Class 43)	3,501,311	09/16/2008
Taco Bell (Class 36)	3,676,436	03/05/2009
Bell Design No. 6 (in color) (Class 43)	3,629,938	06/02/2009
Feed the Beat (Class 35,41)	3,735,825	01/12/2010
Bong (Sound Mark) (Class 43)	3,736,968	01/12/2010
Taco Bell & Bell Design No. 7 (Class 9)	4,102,936	02/21/2012
Happier Hour (Class 32)	4,238,926	02/21/2012
Live Más (Class 43)	4,243,633	11/13/2012
Bell Design with Mission Window (Class 43)	4,295,975	02/26/2013
Taco Bell & Bell Design #7 with Live Más Horizontal (Class 43)	4,382,469	08/13/2013
Loaded Grillers (Class 30)	4,468,046	01/14/2014
\$1 Cravings Menu (Class 43)	4,465,403	01/14/2014
Happier Hour (Class 32)	4,651,267	12/09/2014
Bell Design No. 6 (Class 43)	4,682,267	02/03/2015
Taco Bell (Class 29, 30, 32 & 43)	4,780,421	07/28/2015
Taco Bell and Bell Design No. 7 (in Color) (Class 43)	4,873,041	12/22/2015
Quesalupa (Class 30)	5,037,135	09/06/2016
Live Más (with accent over "A") (Class 25)	5,146,760	02/21/2017
Taco Bell Cantina (Logo) (Class 43)	5,365,441	12/26/2017
Nachos BellGrande (Class 30)	5,437,137	04/03/2018
TACO BELL & Bell Design No. 8 in color (Class 43)	5,592,983	10/30/2018
Crunchwrap (Class 30)	5,961,689	01/14/2020
Steal A Base, Steal A Taco (Class 41)	6,029,220	04/07/2020
Taco Bell (Class 9)	6,051,763	05/12/2020

Taco Bell (Class 14, 25)	6,082,094	06/16/2020
Triplelupa (Class 30)	6,092,678	06/30/2020
Whip Freeze stylized (Class 32)	6,176,985	10/13/2020
Cravings Pack (Class 30)	6,245,606	01/12/2021
Bell Stop (Class 43)	6,328,911	04/20/2021
Taco Night (Class 29)	6,523,161	10/19/2021
Taco Bell (Class 21, 25, 26, 28)	6,564,428	11/16/2021
Cantina & Bell Design logo #8 (Class 43)	6,775,765	06/28/2022
Taco Bell (Class 18)	6,775,836	06/28/2022
Taco Bell Design #8 (Class 25)	6,815,211	08/09/2022
Taco Bell Design #8 (Class 29, 30)	6,820,973	08/16/2022
Taco Bell Defy (Class 43)	6,848,455	09/13/2022
Enchirito (Class 30)	6,997,531	05/07/2023
Taco Lover's Pass (Class 35)	7,027,027	04/11/2023
Go Mobile (Class 43)	7,094,488	06/27/2023
Ambition Accelerator (Class 35, 36)	7,109,025	07/11/2023
Worth The Wake (Class 43)	7,109,853	04/04/2023
Live Mas (with Accent over "A") (Class 36)	7,143,153	08/22/2023
The Bell Wisdom (Class 41)	7,145,596	08/22/2023
Triple Double Crunchwrap (Class 30)	7,262,248	01/02/2024
Cravings Value Menu (Class 43)	7,279,426	01/16/2024

There are also trademarks that have been applied for by the Company but have not yet been registered. Those marks are as follows:

<b><u>Mark</u></b>	<b><u>Application No</u></b>	<b><u>Application Date</u></b>
Crispanada (Class 30)	90562532	03/05/2021
Taco Moon (Class 43)	90603856	03/25/2021
Cravetarian (Class 29, 30, 43)	90664442	04/22/2021
Taco Bell (Class 9, 35, 41, 42, 43)	97330037	03/25/2022
Taco Bell Design #8 (Class 9, 35, 41, 42, 43)	97330039	03/25/2022
#ISEEATACO (Class 43)	97493094	07/07/2022
Quesalupa (Class 30)	97539204	08/08/2022
Taco Bell (Class 41)	97541698	08/09/2022
The Bell Breakfast (Class 43)	97561160	08/23/2022
Bell Iced Coffee (Class 30)	97573257	08/31/2022
Live Mas Stylized (Class 30, 43)	97612764	09/29/2022
Fourthmeal (Class 43)	97634668	10/17/2022
Breeze Freeze (Class 32)	97694019	11/28/2022
Taco Zone (Class 43)	97701895	12/02/2022
See A Goal, Score A Taco (Class 43)	97701928	12/02/2022
Cantina Street (Class 29, 30, 32, 43)	97715287	12/13/2022
Summer Of Connection (Class 41)	97810516	02/24/2023
Steak Firecracker Fries (Class 29)	97828978	03/08/2023
Crispy Tortilla Cheese Popper (Class 29)	97829011	03/08/2023
Taco Talks (Class 41)	97938969	05/16/2023
Live Más (Class 30)	98114084	08/02/2023
Cravings Value Pass (Class 35, 43)	98226125	10/16/2023
Same Bell. New Ring. (Class 29, 30, 43)	98287059	11/27/2023
Not Just Late Night (Class 29, 30, 43)	98324312	12/20/2023
Bell Breakfast Box (Class 29, 30)	98349252	01/09/2024
BELLHUB (Class 9)	98361117	01/17/2024

**Updated 2/02/2024**

**EXHIBIT B-2**

**LICENSE AGREEMENT ASSIGNMENT AND  
RELEASE, ACCEPTANCE OF ASSIGNMENT,  
CONSENT TO ASSIGNMENT, PERSONAL  
GUARANTY AND OWNERS' AGREEMENT**



Unit No(s).

**ASSIGNMENT OF LICENSE AGREEMENT TO [TYPE OF ENTITY]**

THIS ASSIGNMENT OF LICENSE AGREEMENT (the "Assignment") is by and between \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_, [insert names of members/shareholders/partners] as individuals (collectively, "Assignor") and \_\_\_\_\_, [insert entity name] a \_\_\_\_\_ [insert state of formation and type of entity] ("Assignee").

RECITALS

WHEREAS, Assignor is entering into a License Agreement (or License Agreements, as applicable) with Taco Bell Franchisor, LLC, a Delaware limited liability company (the "License Agreement"), pertaining to the following Taco Bell restaurant(s):

<u>Unit No.</u>	<u>Address</u>
-----------------	----------------

WHEREAS, Assignor desires to sell, assign and transfer, and Assignee is willing to accept Assignor's right, title and interest in and to the License Agreement in accord with the terms of the Assignment and Acceptance of Assignment set forth herein.

ASSIGNMENT AND RELEASE

NOW THEREFORE, FOR VALUE RECEIVED, each of the undersigned sells, assigns and transfers unto Assignee, as of the date upon which Taco Bell Franchisor, LLC executes the Consent to Assignment set forth herein (the "Effective Date"), all right, title and interest in and to the License Agreement.

Each of the undersigned further agrees that this Assignment will not relieve the undersigned from any of the obligations of the License Agreement, or any related agreements, with Taco Bell Franchisor, LLC, its affiliated entities including without limitation Taco Bell Franchise Holder 1, LLC, a Delaware limited liability company, and its manager Taco Bell Corp., a California corporation (collectively, "Franchisor").

Each of the undersigned agrees to indemnify, defend, and hold harmless Franchisor, each of Franchisor's officers, directors, employees, agents, attorneys and representatives, as well as any of its parents, subsidiaries or affiliates, from any and all claims, demands, costs (including attorneys' fees), or any other damages or injuries that Franchisor may sustain in connection with this Assignment. Further, in consideration of Taco Bell Franchisor, LLC's consent to this Assignment, each of the undersigned hereby waives, releases, and forever discharges Franchisor, each of Franchisor's officers, directors, employees, agents, attorneys and representatives, as well as any of its parents, subsidiaries or affiliates (collectively, the "Released Parties") from any and all claims, demands, liabilities or causes of action in law or in equity of whatsoever nature arising prior to and including the Effective Date hereof, known or unknown, suspected or unsuspected, which any or all of the undersigned now has or may hereafter have, by reason of any act, omission, event, deed or course of action having taken place, or having been omitted, or on account of, or arising out of, or relating to, any license agreement or lease agreement or any other agreement between the undersigned and Licensor and any of its parents, subsidiaries or affiliates, except as may be prohibited by law. This release does not apply to claims arising from representations in Taco Bell Franchisor, LLC's Franchise Disclosure Document, and any exhibits or amendments thereto. **It is expressly acknowledged by each of the undersigned that any and all rights granted under Section 1542 of the California Civil Code are hereby expressly waived.** Such statute reads as follows:

**"Section 1542.**

**A general release does not extend to claims that the creditor or releasing party does not know or suspect to exist in his or her favor at the time of executing the release, and that if known by him or her would have materially affected his or her settlement with the debtor or released party."**

[insert following if entity is an LLC] Moreover, each of the undersigned hereby agrees that each of the conditions, obligations and restrictions on or of the Licensee under the License Agreement, concerning or pertinent to the assignment of the License Agreement to a corporation or with respect to the Licensee as a corporation shall apply to Assignee, to each of the undersigned, and to this assignment to Assignee with equivalent effect *mutatis mutandi*.

Unit No(s).

In addition, each of the undersigned hereby warrants and represents to the Released Parties, and each of them, that the undersigned has never assigned to anyone any claim of the undersigned's against the Released Parties, whether for damages or any other form of relief.

Date: \_\_\_\_\_

\_\_\_\_\_  
[insert name of member/shareholder/partner]

Date: \_\_\_\_\_

\_\_\_\_\_  
[insert name of member/shareholder/partner]

ACCEPTANCE OF ASSIGNMENT BY ASSIGNEE

The undersigned hereby accepts the above Assignment and agrees to be bound by all of the terms and conditions of the License Agreement and assumes all of the obligations thereto. The undersigned further agrees to deliver to Taco Bell Franchisor, LLC the personal guaranty of all [insert members/shareholders/partners] of Assignee in the form set forth herein.

Assignee  
[insert assignee]

Date: \_\_\_\_\_

By: \_\_\_\_\_  
Title: \_\_\_\_\_

CONSENT TO ASSIGNMENT BY TACO BELL FRANCHISOR, LLC

Taco Bell Franchisor, LLC hereby consents to the above Assignment upon the terms and conditions set forth herein.

TACO BELL FRANCHISOR, LLC

Date: \_\_\_\_\_

By: \_\_\_\_\_  
Title: President and Treasurer

PERSONAL GUARANTY

In consideration of the foregoing Consent to Assignment by Taco Bell Franchisor, LLC, each of the undersigned hereby personally guarantees, jointly and severally, the full payment and performance of the Licensee's obligations to Taco Bell Franchisor, LLC under the License Agreement and individually undertakes to be bound by all the terms of the License Agreement, including, without limitation, the restrictions on sale or assignment of the License Agreement, which provisions are hereby approved. Each of the undersigned further agrees he or she will take such action as is necessary to cause the [insert description of entity documents] (the "Documents") to recite that the issuance or transfer of its capital stock is restricted by the terms of the License Agreement and expressly made subject to the prior approval in writing by Taco Bell Franchisor, LLC, and to require that notice of such restriction be stated prominently on all stock certificates issued by Assignee, including certificates previously issued, if any. A copy of the Documents shall be furnished to Taco Bell Franchisor, LLC upon execution of this Personal Guaranty, together with a list of names, addresses and interests of all legal and beneficial owners of Assignee's stock. This Personal Guaranty is and shall be a continuing guaranty and no amendment of or waiver under the License Agreement, or transfer of any interest in Assignee, or other change in circumstances shall modify, reduce or cancel any of the obligations of any of the undersigned under this Personal Guaranty, except for the express, written cancellation of such obligations by an officer of Taco Bell Franchisor, LLC.

[insert following if entity is an LLC] Moreover, each of the undersigned hereby agrees that each of the conditions, obligations and restrictions on or of the Licensee under the License Agreement, concerning or pertinent to the assignment of the License Agreement to a corporation or with respect to the Licensee as a corporation shall apply to Assignee, to each of the undersigned, and to this assignment to Assignee with equivalent effect *mutatis mutandi*.

Unit No(s).

Date: \_\_\_\_\_

\_\_\_\_\_, Individually & as a [insert member/  
shareholder/partner]

Date: \_\_\_\_\_

\_\_\_\_\_, Individually & as a [insert member/  
shareholder/partner]

[If an approved trust is a member/shareholder/partner, use the following for each of the trusts and the trustees and/or beneficiaries signing.]

INSERT NAME OF TRUST

Date: \_\_\_\_\_

By: \_\_\_\_\_  
[Type name], Individually & as a [Trustee] [&  
Beneficiary]

MEMBER/SHAREHOLDER/PARTNER AGREEMENT

In consideration of the foregoing Consent to Assignment by Taco Bell Franchisor, LLC and its willingness to waive the requirement of Section 13 of the License Agreement that a named, individual licensee shall at all times retain majority interest in any assignee of the License Agreement, the undersigned, being each and all of the [members/shareholders/partners] of Assignee, agree on behalf of themselves individually and as such [members/shareholders/partners] that \_\_\_\_\_ [insert primary Licensee name] ("Agent of Assignee"), an individual, does and shall have the power and authority to act on behalf of such Assignee in all matters affecting the subject Taco Bell license. The undersigned further so agree that the Agent of Assignee shall not transfer his or her interest in Assignee, nor shall his or her power or authority be curtailed, restricted, or diminished, without Taco Bell Franchisor, LLC's prior written consent, which consent shall not be unreasonably withheld. Furthermore, each of the undersigned agrees that any notice to the Licensee under the License Agreement shall be deemed validly served on each of the undersigned, and on the Licensee under the License Agreement, when such notice is posted, certified mail return receipt requested or by reputable, private courier service, to the address for notice in the License Agreement to the attention of the Agent of Assignee.

Date: \_\_\_\_\_

\_\_\_\_\_, [insert member/shareholder/partner]

Date: \_\_\_\_\_

\_\_\_\_\_, [insert member/shareholder/partner]

[If an approved trust is a member/shareholder/partner, use the following for each of the trusts and the trustees and/or beneficiaries signing.]

INSERT NAME OF TRUST

Date: \_\_\_\_\_

By: \_\_\_\_\_  
[Type name], Individually & as a [Trustee] [&  
Beneficiary]

**EXHIBIT B-3**

**EXTENSION AMENDMENT TO  
LICENSE AGREEMENT**

Unit No.:

**Amendment to Taco Bell License Agreement**

This Amendment to Taco Bell License Agreement ("the Amendment") is dated as of \_\_\_\_\_ by and between TACO BELL FRANCHISOR, LLC, a Delaware limited liability company (the "Licensor") and \_\_\_\_\_ (the "Licensee").

**RECITALS**

A. WHEREAS, the Licensor and the Licensee entered into a License Agreement dated \_\_\_\_\_ (the "License Agreement"), pertaining to Taco Bell Unit No. \_\_\_\_\_ located at \_\_\_\_\_ (the "Unit"); and

B. WHEREAS, the Licensor and the Licensee desire to amend the License Agreement for the purpose of extending the term of the License Agreement as set forth below.

NOW THEREFORE, in consideration of the terms and conditions set forth herein and in the License Agreement, and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Licensor and the Licensee hereby amend the License Agreement as follows:

**TERMS**

1. The Term of the License Agreement, together with all the rights and obligations created thereunder, is hereby extended so that the License Agreement shall now expire on \_\_\_\_\_.
2. In consideration for the extension of the Term of the License Agreement, Licensee shall, upon execution of this Amendment, pay Licensor a non-refundable extension fee in the amount of \_\_\_\_\_ Dollars (\$\_\_\_\_\_).

Except as specifically amended hereby, the License Agreement and any amendments or modifications thereof shall remain in full force and effect in accordance with its stated terms. The words used in this Amendment shall have the same meaning as in the License Agreement unless otherwise noted. In the event of a conflict between this Amendment and the License Agreement, this Amendment shall control.

IN WITNESS WHEREOF, the parties have executed this Amendment effective as of the date of the Licensor's execution below.

**Licensee**

**Licensor**

By: \_\_\_\_\_

By: \_\_\_\_\_

Print Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**THIS AMENDMENT SHALL NOT BECOME EFFECTIVE UNLESS AND UNTIL SIGNED BY A CORPORATE OFFICER OF LICENSOR. NO FIELD REPRESENTATIVE IS AUTHORIZED TO EXECUTE THIS AMENDMENT IN THE NAME OR ON BEHALF OF LICENSOR.**

**EXHIBIT C**

**RELEASE**

Taco Bell Unit No(s).

**RELEASE**

This RELEASE is made on \_\_\_\_\_ by the undersigned license applicant.

In consideration of the license to be issued to the undersigned license applicant (the “undersigned”) for the proposed TACO BELL restaurant(s) listed above, each of the undersigned hereby waives, releases, and forever discharges Taco Bell Franchisor, LLC, a Delaware limited liability company, its affiliated entities, including without limitation Taco Bell Franchise Holder 1, LLC, a Delaware limited liability company and Taco Bell Corp., a California corporation (collectively, the “Releasees”), and all of the Releasees’ officers, directors, employees, agents, attorneys and representatives, as well as each of its and their parents, subsidiaries and affiliates from any and all claims, demands, liabilities or causes of action in law or in equity of whatsoever nature arising prior to and including the date hereof, known or unknown, suspected or unsuspected, which any or all of the undersigned now have or may hereafter have by reason of any act, omission, event, deed or course of action having taken place, or having been omitted, or on account of or arising out of any license, franchise or lease agreement or any other agreement between the undersigned and any of the Releasees and/or any of its or their parents, subsidiaries or affiliates, occurring prior to the date of this Release, except as may be prohibited by law. This Release does not apply to claims arising from representations in the Franchise Disclosure Document of Taco Bell Franchisor, LLC, and any exhibits or amendments thereto. **It is expressly acknowledged by the undersigned that any and all rights granted under Section 1542 of the California Civil Code are hereby expressly waived.** Such statute reads as follows:

**“Section 1542.**

**A general release does not extend to claims that the creditor or releasing party does not know or suspect to exist in his or her favor at the time of executing the release, and that if known by him or her would have materially affected his or her settlement with the debtor or released party.”**

In addition, the undersigned hereby warrants and represents to the Releasees and Yum! Brands, Inc. (“Yum”) that the undersigned has never assigned to anyone any claim of the undersigned’s against the Releasees or against any of the Releasees’ subsidiaries or against Yum whether for damages or any other form of relief.

Name of [insert entity]

By: \_\_\_\_\_

Title: \_\_\_\_\_

\_\_\_\_\_  
Licensee’s name

\_\_\_\_\_  
Licensee’s name

\_\_\_\_\_  
Licensee’s name

**BY SIGNING THIS RELEASE YOU ARE GIVING UP ANY CLAIMS YOU MAY HAVE OR HAD AGAINST THE RELEASEES OR ITS AFFILIATES INCLUDING YUM! BRANDS, INC. OR ANY OF THEM, INCLUDING CLAIMS UNRELATED TO THIS PROPOSED DEVELOPMENT OR MATTER. PLEASE CONSULT YOUR ATTORNEY BEFORE SIGNING THIS DOCUMENT.**

**EXHIBIT D**

**TABLE OF CONTENTS  
OF MANUAL**



OneSource library folders, by name and estimated number of pages, that comprise the Manual:

<b>FOLDER</b>	<b>Estimated No. of Pages</b>
Experiences National & Test	40
Training and Development	1600
Food Safety and Sanitation	265
Help	30
Food	700
The Customer Experience	120
People and Culture	190
Systems and Technology	200
Safety and Security	210
Restaurant Equipment	390
Own It (Routines)	730
Franchise Policy Standards	110
Covid-19	30

**EXHIBIT E**

**APPLICANT CONFIDENTIALITY AGREEMENT**

## APPLICANT CONFIDENTIALITY AGREEMENT

This Applicant Confidentiality Agreement is made and entered into this \_\_\_ day of \_\_\_\_\_ by \_\_\_\_\_ and \_\_\_\_\_ between Taco Bell Franchisor, LLC, a Delaware limited liability company ("Taco Bell") and \_\_\_\_\_ ("Applicant").

WHEREAS, Taco Bell is the originator of a distinctive concept for the marketing, preparation and sale of certain Mexican and other style food products.

WHEREAS, Taco Bell owns or controls various trademarks, service marks, trade names, trade dress, designs (including product package designs), symbols, emblems, logos, insignias, external and internal building designs and architectural features and combinations of the foregoing (collectively, the "Trademarks"), which are used by it and its franchisees in offering, selling and distributing its products and services.

WHEREAS, Taco Bell has developed, owns and has adopted for its own use and the use of its franchisees a unique system of quick service restaurant operation (the "System"), consisting of a variety of distinctive sign and facility designs, equipment specifications and layouts, recipes, methods of food presentation and service, business techniques, copyrighted manuals and other materials, trade secrets, know-how and technology.

WHEREAS, Taco Bell has developed an operations manual for both franchise and license units, commonly referred to as OneSource ("OneSource"), that includes, among other things, instructions, requirements, standards, specifications, systems and procedures dealing with the selection, purchase, storage, preparation, packaging, service and sale (including menu content and presentation) of all food and beverage products, the maintenance and repair of restaurant buildings, grounds, furnishings, fixtures, and equipment, employee uniforms and dress, accounting, bookkeeping, record retention and other business systems, procedures and operations (OneSource, together with the Trademarks, the System, any information or materials which may constitute trade secrets of Taco Bell, and any other information which is proprietary to Taco Bell or the disclosure of which would be detrimental to Taco Bell, shall hereinafter collectively be referred to as the "Confidential Information").

WHEREAS, Applicant is considering purchasing a franchise for a Taco Bell restaurant, and Taco Bell wishes to give Applicant access to certain confidential and proprietary information and documents related to the System in order to assist Applicant to evaluate the purchase of a franchise for a Taco Bell restaurant;

WHEREAS, it is the mutual desire of both parties hereto to preserve the secrecy and confidentiality of the Confidential Information.

NOW THEREFORE, in consideration of the promises described below and other good and valuable consideration, receipt of which is hereby acknowledged by each party, it is hereby agreed as follows:

1. Taco Bell will deliver Confidential Information to Applicant for the purpose set forth above and for no other purpose.
2. Applicant hereby acknowledges that Taco Bell has made a clear representation that the Confidential Information has been developed by Taco Bell through the expenditure of substantial time, effort and money and is a valuable and necessary asset which Taco Bell desires to retain in confidence and to withhold from publication and from availability to others.
3. Except as specifically authorized in writing by Taco Bell, Applicant agrees that:
  - a) Applicant will not disclose any of the Confidential Information to others;
  - b) Applicant will not use any of the Confidential Information for his/her own account or purposes, or for the account or purposes of any third party;
  - c) Applicant will not make or disclose documents or copies of documents containing any of the Confidential Information;
  - d) Applicant will treat confidentially all Confidential Information or portions thereof and will mark any documents containing Confidential Information as proprietary, not to be reproduced or used without appropriate written authority from Taco Bell;

- e) Applicant will require all persons under his/her control who may come into contact with any of the Confidential Information, including all persons to whom Applicant may deliver documents and materials as a necessary part of achieving the purposes set forth above, to undertake in writing the same obligations of confidence imposed upon Applicant by this Confidentiality Agreement;
  - f) Applicant will not advise others that any of the Confidential Information is known to or used by Taco Bell or Applicant or others associated with either party; and
  - g) Applicant will not disclose to any third party any business plan of Taco Bell revealed for the purpose set forth above or the nature or extent of the association between Applicant and Taco Bell.
4. Notwithstanding the provisions of Section 3, Applicant shall not be more burdened against use of information from public sources than he/she would otherwise have been had he/she not received the disclosure of such Confidential Information. Furthermore, Taco Bell agrees that Applicant is as free as any third party to use the publicly available information which a third party would learn of through legal means, appreciate the value of and use without any initiative suggested by the disclosure by Taco Bell hereunder.
  5. Applicant agrees that he/she will be completely responsible for maintaining the secrecy and confidentiality of the Confidential Information disclosed to him/her and will be responsible in this regard for the actions and activities of all of Applicant's agents, employees and designees working with any of the Confidential Information, and Applicant agrees to indemnify and hold harmless Taco Bell from all damages and expense (including attorneys' fees) which Taco Bell may sustain as a result of any unauthorized disclosure which can be traced to the disclosure of such Confidential Information to Applicant hereunder.
  6. Applicant agrees that all documents and other materials containing Confidential Information delivered to him/her by Taco Bell and all reproductions, translations and presentations thereof shall at all times be and remain the property of Taco Bell and that the same will be delivered immediately to Taco Bell upon demand at any time.
  7. Applicant acknowledges and agrees that the unauthorized use or disclosure of any Confidential Information in violation of this Confidentiality Agreement will cause severe and irreparable damage to Taco Bell. In the event of any violation of this Confidentiality Agreement, Applicant agrees that Taco Bell shall be authorized and entitled to obtain from any court of competent jurisdiction preliminary and/or injunctive relief, as well as any other relief permitted by applicable law.
  8. If Applicant does not enter into a franchise relationship with Taco Bell, or upon Taco Bell's request, Applicant will promptly return to Taco Bell or destroy all Confidential Information and retain no copies thereof.

IN WITNESS WHEREOF, the parties hereto through their authorized signatories have executed this Applicant Confidentiality Agreement as indicated below.

Taco Bell Franchisor, LLC

Applicant

By: \_\_\_\_\_

\_\_\_\_\_

Title: \_\_\_\_\_

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

# **EXHIBIT F**

## **INFORMATION REGARDING TACO BELL LICENSEES**

Unit Address 1	Address 2	City	St	Postal	Legal Entity	Owner Phone
3501 Buttermilk Road	TA #16	Cottondale	AL	35453	TA Operating LLC	440/617-8931
4468-2 West Main Street		Dothan	AL	36305	Jonathan Blob	919/225-5363
840 Liberty Hill Drive		Evergreen	AL	36401	Jonathan Blob	919/225-5363
408 State Highway 149 North	Travel Centers of America	Earle	AR	72331	TA Operating LLC	440/617-8931
2291 Highway 62 412		Highland	AR	72542	Thomas Scott	310/943-4997
2000 John Harden Drive		Jacksonville	AR	72076	K-Mac Enterprises, Inc.	800/345-5622
2003 West Parker Road		Jonesboro	AR	72404	Thomas Scott	310/943-4997
133 Southwest Drive		Jonesboro	AR	72401	Thomas Scott	310/943-4997
403 Highway 71 N		Mena	AR	71953	Thomas Scott	310/943-4997
1001 W. Keiser		Osceola	AR	72370	Thomas Scott	310/943-4997
1806 US Highway 371 W	Travel Centers of America	Prescott	AR	71857	TA Operating LLC	440/617-8931
9053 Highway 107		Sherwood	AR	72120	Tina Reagan	479-650-1489
504 Hwy. 63 & Speedway		Trumann	AR	72472	Thomas Scott	310/943-4997
900 Martin Luther King Dr.		West Memphis	AR	72301	Thomas Scott	310/943-4997
1913 N. Falls		Wynne	AR	72396	Thomas Scott	310/943-4997
2949 North Toltec	TA #7	Eloy	AZ	85131	TA Operating LLC	440/617-8931
820 West Pima	Love's Travel Stop	Gila Bend	AZ	85337	Allan J. Luihn	919/850-0558
3300 W Camelback Rd, Bldg 11		Phoenix	AZ	85017	Sodexo America, LLC	800/763-3946
1201 West Main Street		Quartzsite	AZ	85359	Pilot Travel Centers LLC	865/266-3984
1010 N. 339th Avenue	Travel Centers of America	Tonopah	AZ	85354	TA Operating LLC	440/617-8931
5570 East Travel Plaza Way	Pilot - Tucson	Tucson	AZ	85756	Pilot Travel Centers LLC	865/266-3984
State Highway 264 & IR 12		Window Rock	AZ	86515	Kamal Singh	832-741-1293
5626 E Santa Ana Canyon Rd	Crossroads Shopping Center	Anaheim	CA	92807	Peter Capriotti II	949/858-9191
5552 S. Wheeler Ridge Road	Travel Centers of America	Arvin	CA	93203	TA Operating LLC	440/617-8931
17047 Zachary Ave		Bakersfield	CA	93308	Pilot Travel Centers LLC	865/266-3984
8450 La Palma Ave		Buena Park	CA	90620	C&R Restaurant Group, L.P.	714/594-5120
27769 Lagoon Drive	TA #160	Buttonwillow	CA	93206	TA Operating LLC	440/617-8931
49030 SEMINOLE DR		Cabazon	CA	92230	Mark Cook	626-967-0237
2540 Rockwood Avenue	Walmart Supercenter	Calexico	CA	92231	Zee Tacos, L.L.C.	928/263-6673
46155 Dillion Road	Travel Centers of America	Coachella	CA	92236	TA Operating LLC	440/617-8931
792 West Valley Blvd.		Colton	CA	92324	Arif Khan	
1300 E. Ontario Avenue		Corona	CA	92881	Arif Khan	
100 B Ave		Coronado	CA	92118	Shamez Jivraj	780/462-5755
240 W Fitzgerald Ave Bldg. 6001	Edwards Air Force Base	Edwards	CA	93524	Army & Air Force Exchange Services	214/312-2584
918 Langford Lake Rd.	Fort Irwin - Exchange Food Court	Fort Irwin	CA	92310	Army & Air Force Exchange Services	214/312-2584
5244 N. Jackson Ave		Fresno	CA	93740	Megan Sarantos	559-278-4345
11523 Hawthorne Blvd.		Hawthorne	CA	90250	Arif Khan	
25800 Carlos Bee Blvd		Hayward	CA	94542	Sandi Hinman-Trussell	704-771-3470
7347 Boulder Avenue		Highland	CA	92346	Arif Khan	
2941 West Imperial Hwy.		Inglewood	CA	90303	Arif Khan	
1 Glen Bell Way	Taco Bell Restaurant Support Center	Irvine	CA	92618	ARAMARK Corporation	215/238-3000
5941 Dennis McCarthy Drive		Lebec	CA	93243	TA Operating LLC	440/617-8931
26715 Western Ave.		Lomita	CA	90717	Arif Khan	
308 Westwood Plaza	University of California Los Angeles	Los Angeles	CA	90024	Associated Students UCLA	310/206-0747
5220 W Centinela Ave		Los Angeles	CA	90045	Arif Khan	
8500 Lincoln Blvd		Los Angeles	CA	90045	Arif Khan	
8515 S. Central Ave.		Los Angeles	CA	90001	Arif Khan	
28577 Avenue 12		Madera	CA	93637	Pacific Bells, LLC	360/694-7855
600 Showers Drive.		Mountain View	CA	94040	Rakesh Kumar	650/312-99

4265 East Guasti Road	Travel Centers of America	Ontario	CA	91761	TA Operating LLC	440/617-8931
4371 Ontario Mills Parkway		Ontario	CA	91764	Arif Khan	
17299 Pacific Coast Hwy	Union 76 Pacific West	Pacific Palisades	CA	90272	Robert Munakash	310-459-7645
16978 Penn Valley Dr	Shell Station	Penn Valley	CA	95946	Michael Tooley	
1689 Arden Way	Arden Fair Mall - Space 2012	Sacramento	CA	95815	D. G. Smith Enterprises, Inc.	916/338-7770
90 Charter Oak Ave - Mobile Order & Delivery Only		San Francisco	CA	94124	SG Ellison	602/432-7040
211 S 9th Street		San Jose	CA	95112	Rakesh Kumar	650/312-99
925 Blossom Hill Road, Suite 1641		San Jose	CA	95123	SG Ellison	602/432-7040
1 Grand Avenue		San Luis Obispo	CA	93407	Compass Group USA, Inc.	303/929-2313
100 Universal City Plaza	Universal Studios - Universal City City Walk	Universal City	CA	91608	Crave Concepts, Inc.	818/652-5421
7880 Telegraph Road, Suite F	Kimball Plaza	Ventura	CA	93004	Peter Capriotti II	949/858-9191
1030 E. Stewart Avenue	Peterson Air Force Base	Colorado Springs	CO	80914	Army & Air Force Exchange Services	214/312-2584
1101 Central Avenue Mall	Colorado State University - Lory Student Center	Fort Collins	CO	80521	Rob Alvarado	303/745-0555
5 Westfarms Mall	Westfarms Mall	Farmington	CT	06032	URAK, Inc.	860/563-6779
194 Buckland Hills Drive	The Shoppes at Buckland Hills	Manchester	CT	06042	Rohan, Inc.	203/809-0233
1201 Boston Post Rd	Westfield Connecticut Post Mall	Milford	CT	06460	Suraj, Inc.	203/809-0233
1875 Meriden Waterbury Turnpike	Travel Centers of America	Milldale	CT	06467	TA Operating LLC	440/617-8931
5065 Main Street	Westfield Trumbull Mall	Trumbull	CT	06611	Suraj, Inc.	203/809-0233
1400 Defense Pentagon		Washington	DC	20301	Mohammed Dhanani	281/201-2700
50 Massachusetts Ave NE	Union Station	Washington	DC	20002	S&K, Inc.	703/969-3980
451 Altamonte Avenue	Altamonte Mall	Altamonte Springs	FL	32701	Proeats LLC	936/355-1122
801 North Congress Avenue	Boynton Beach Mall	Boynton Beach	FL	33426	Mexicana, Inc.	561/909-9009
4495 Roosevelt Blvd.		Jacksonville	FL	32210	Thomas Scott	310/943-4997
3185 S. John Young Parkway		Kissimmee	FL	34746	KFC Corporation (KFC01-030000)	502/874-8300
1130 W. Osceola Pkwy.		Kissimmee	FL	34741	KFC Corporation (KFC01-030000)	502/874-8300
1924 E Irlro Bronson Memorial Hwy.		Kissimmee	FL	34744	KFC Corporation (KFC01-030000)	502/874-8300
Building 926 Food Court B		Macdill AFB	FL	33608	Army & Air Force Exchange Services	214/312-2584
2112 Highway 71 South	Travel Centers of America	Marianna	FL	32448	TA Operating LLC	440/617-8931
11200 SW 8th Street		Miami	FL	33174	Compass Group USA, Inc.	303/929-2313
8242 Little Road		New Port Richey	FL	34654	Jonathan Blob	919/225-5363
8001 S Orange Blossom Trl #952	The Florida Mall	Orlando	FL	32809	Proeats LLC	936/355-1122
3009 W Colonial Drive		Orlando	FL	32808	KFC Corporation (KFC01-030000)	502/874-8300
2200 Old Canoe Creek RD		Saint Cloud	FL	34772	KFC Corporation (KFC01-030000)	502/874-8300
3300 Daniels Road		Winter Garden	FL	34787	KFC Corporation (KFC01-030000)	502/874-8300
6000 N. Terminal Pkwy - ATL AIRPORT Pre-Security Atrium	Hartsfield Jackson International Airport	Atlanta	GA	30320	Terrance Harps	
3333 Buford Drive	Mall of Georgia	Buford	GA	30519	Buford Taco, LLC	
981 Cassville White Road	Travel Centers of America	Cartersville	GA	30121	TA Operating LLC	440/617-8931
6700 Douglas Blvd	Arbor Place Mall	Douglasville	GA	30135	Arbor Taco, LLC	770/614-9408
3rd Ave & 10th St.	Fort Gordon Exchange Food Court	Fort Gordon	GA	30905	Army & Air Force Exchange Services	214/312-2584

400 Ernest W Barrett Pkwy - Kennesaw Mall		Kennesaw	GA	30144	Arbor Taco, LLC	770/614-9408
5900 Sugarloaf Pkwy	Sugarloaf Mills Mall	Lawrenceville	GA	30043	Discover Taco, Inc.	404/543-6882
882 Georgia Highway 100 S		Tallapoosa	GA	30176	Pilot Travel Centers LLC	865/266-3984
755 W. Iowa 80 Road		Walcott	IA	52773	Iowa 80 Truckstop, Inc.	563/468-5460
4115 Broadway Ave	Travel Centers of America	Boise	ID	83705	TA Operating LLC	440/617-8931
1340 S. Washington Avenue	Texaco Food Mart	Emmett	ID	83617	Intermountain Food Stores, Inc.	208/344-8568
625 Gunfighter Avenue	Mountain Home Air Force Base	Mountain Home A F B	ID	83648	Army & Air Force Exchange Services	214/312-2584
1195 E. Vienna Street		Anna	IL	62906	Thomas Scott	310/943-4997
500 W. Madison Ave		Chicago	IL	60661	Peter Lyders-Petersen	248/446-0100
444 Chicago Ridge Mall	Chicago Ridge Mall	Chicago Ridge	IL	60415	Nidal Alfarah	708/423-19
699 State Route 203	Pilot Travel Centers	East Saint Louis	IL	62201	Pilot Travel Centers LLC	865/266-3984
540 Cluverius Avenue - Bldg 400	Great Lakes Naval Base - Exchange Food Court	Great Lakes	IL	60088	Hans Pusch	312/810-6184
13783 West Oasis Service Road	Illinois Tollway, Lake Forest Oasis	Lake Forest	IL	60045	Greg Flynn	317/288-9581
107 W Trefz		Marshall	IL	62441	Pilot Travel Centers LLC	865/266-3984
515 Walnut		Murphysboro	IL	62966	Thomas Scott	310/943-4997
7501 W Cermak Road	North Riverside Park Mall	North Riverside	IL	60546	Al-Farah Restaurant Group of IL, Inc.	708/204-3266
364 Orland Square Drive	Orland Square Mall - C-17A	Orland Park	IL	60462	Angeline Restaurant, Inc.	773/418-2888
1600 W US Hwy 20	Travel Centers of America	Chesterton	IN	46304	TA Operating LLC	440/617-8931
2510 Burr Street	Travel Centers of America	Gary	IN	46406	TA Operating LLC	440/617-8931
3001 Grant Street	Travel Centers of America	Gary	IN	46408	TA Operating LLC	440/617-8931
1042 E Warrenton Road	Pilot Travel Center	Haubstadt	IN	47639	Pilot Travel Centers LLC	865/266-3984
49 W. Maryland Street	Circle Center Mall	Indianapolis	IN	46225	Al-Farah Restaurant Group of IN, Inc.	708/204-3266
2000 W. University Avenue	Ball State University	Muncie	IN	47303	Ball State University	765/285-5060
315 LaFortune Student Center	University of Notre Dame	Notre Dame	IN	46556	University of Notre Dame du Lac	574/631-5000
4154 West US Highway 24		Remington	IN	47977	Pilot Travel Centers LLC	865/266-3984
401 Chestnut Street	Indiana State University, Hulman Student Union	Terre Haute	IN	47808	Sodexo Services of Indiana LP	
Bldg 127 Gold Vault Ave	Fort Knox - Exchange Food Court	Fort Knox	KY	40121	Army & Air Force Exchange Services	214/312-2584
One Arena Plaza	KFC Yum! Center, 3n1 First Level - Stand 03.01.03	Louisville	KY	40202	Service America Corporation	502/690-9065
One Arena Plaza	KFC Yum! Center, Second Level - Stand 06.07.01	Louisville	KY	40203	Service America Corporation	502/690-9065
1441 Gardiner Lane	Kentucky Fried Chicken Headquarters, Cafeteria	Louisville	KY	40213	ARAMARK Corporation	215/238-3000
5012 S 3rd St		Louisville	KY	40214	KFC Corporation (KFC01-030000)	502/874-8300



2921 Irvin Cobb Drive		Paducah	KY	42003	Thomas Scott	310/943-4997
1245 Worchester Street	Natick Mall	Natick	MA	01760	SAR Taco Inc.	203/809-0233
1201 Broadway	Square One Mall	Saugus	MA	01906	Shailin Corporation	781/365-1234
1811 G St.	Andrews Air Force Base - Exchange Food Court Build 1811	Andrews AFB	MD	20762	Army & Air Force Exchange Services	214/312-2584
1150 South Campus Dining Hall	University of Maryland	College Park	MD	20742	University of Maryland	301/314-8053
11160 Veirs Mill Road	Wheaton Mall	Wheaton	MD	20902	Soma Enterprises 1, LLC	301/331-0402
Great Lakes Crossing Mall, Space #10	Great Lakes Crossing Mall	Auburn Hills	MI	48326	Grand River A&W, Inc.	517/627-2230
18900 Michigan Ave	Fairlane Town Center	Dearborn	MI	48126	Al-Farah Restaurant Group of MI, Inc.	708/204-3266
5221 Gullen Mall	Wayne State University - Student Center Food Court	Detroit	MI	48202	ARAMARK Educational Services, LLC	215/238-4013
1200 Nadeau Road	Pilot Travel Center	Monroe	MI	48162	Pilot Travel Centers LLC	865/266-3984
27288 Novi Rd Ste A	Twelve Oaks Mall	Novi	MI	48377	Al-Farah Restaurant Group of MI, Inc.	708/204-3266
6100 Sawyer Road	Travel Centers of America	Sawyer	MI	49125	TA Operating LLC	440/617-8931
820 Happy Trails Lane		Albert Lea	MN	56007	Trails QSR Group, Inc	507/373-4200
7 Centennial Student Union	Minnesota State University - Mankato	Mankato	MN	56001	Sodexo America, LLC	800/763-3946
1303 SE Grand Hwy		Faucett	MO	64448	Pilot Travel Centers LLC	865/266-3984
3265 N Service Rd E	Travel Centers of America	Foristell	MO	63348	TA Operating LLC	440/617-8931
4240 Highway 43	Petro Travel Store	Joplin	MO	64804	Truckstop Distributors, Inc.	563/468-5230
600 West SR 92	Pilot Travel Center	Kearney	MO	64060	Pilot Travel Centers LLC	865/266-3984
854 State Highway 80	Travel Centers of America #51	Matthews	MO	63867	TA Operating LLC	440/617-8931
225 East Evergreen	Travel Centers of America	Strafford	MO	65757	Travel Centers Of The Ozarks	417/466-7632
517 S. Holden Street, Ellis Complex, L23	University of Central Missouri	Warrensburg	MO	64093	Sodexo Operations, LLC	240/527-7668
711 Vandenberg Avenue, Bldg. 529	Whiteman Air Force Base	Whiteman Afb	MO	65305	Army & Air Force Exchange Services	214/312-2584
403 S.W. Frontage Road	Pilot Travel Center	Winona	MS	38967	Pilot Travel Centers LLC	865/266-3984
6910 Fayetteville Rd	The Streets at Southpoint - Zone Z upper level	Durham	NC	27713	Mall Treats, LLC	919/827-2045
Ardennes Street, Bldg C 5934	Fort Bragg - Airborne Food Court	Fort Bragg	NC	28310	Army & Air Force Exchange Services	214/312-2584
923 Johnston Pkwy	Kenly 95 Petro	Kenly	NC	27542	Corbitt Partners, LLC	563/468-5230
362 Missile Ave Bldg. 248	Minot Air Force Base	Minot Afb	ND	58705	Army & Air Force Exchange Services	214/312-2584
2 Simpson Road	Travel Centers of America	Columbia	NJ	07832	TA Operating LLC	440/617-8931
1 American Dream Way	FC #305	East Rutherford	NJ	07073	Meadowlands Taco LLC	212/882-1363
3710 Route 9, Freehold Raceway Mall	Suite 2221	Freehold	NJ	07728	FreeHold Food Corp.	718/629-8140
150 Bleeker Street	New Jersey Institute of Technology	Newark	NJ	07103	Gourmet Dining, LLC	973/596-2468

3109 Willowbrook Mall	Willowbrook Mall	Wayne	NJ	07470	WillowBrook Fast Food Corp.	718/629-8140
1400 W Main St		Farmington	NM	87401	Marilyn Anderson	505/327-07
New Mexico & 4th Street	Holloman AFB - Exchange Food Court	Holloman AFB	NM	88330	Army & Air Force Exchange Services	214/312-2584
202 N. Motel Blvd	Travel Centers of America	Las Cruces	NM	88005	TA Operating LLC	440/617-8931
6000 East Frontage Road	Travel Centers of America	Imlay	NV	89418	TA Operating LLC	440/617-8931
1 Crossgates Mall Rd		Albany	NY	12260	Martin Lobdell	315/451-1957
1701 Sunrise Highway FC-6	South Shore Mall	Bay Shore	NY	11706	Taco and Pizza at Green Acres Inc.	631/269-5209
108-30 Flatlands Ave		Brooklyn	NY	11236	Jonathan Blob	919/225-5363
2026 Coney Island Ave		Brooklyn	NY	11223	Jonathan Blob	919/225-5363
785 Flushing Avenue		Brooklyn	NY	11206	Taco and Pizza Inc.	631/269-5209
128 Riverside Drive		Fultonville	NY	12072	Pilot Travel Centers LLC	865/266-3984
8301 37th Ave		Jackson Heights	NY	11372	Exxis Corp./Xs Corp.	516/225-0672
8000 Utopia Parkway		Jamaica	NY	11439	Compass Group USA, Inc.	303/929-2313
18 E. 14th Street		New York	NY	10003	Hemang Champaneria	212/882-13
2001 South Road, F103	Poughkeepsie Galleria Mall	Poughkeepsie	NY	12601	Nandini Food Corp.	845/800-7428
2655 Richmond Ave	Staten Island Mall, Foodcourt #40	Staten Island	NY	10314	Arshad Hussain	718/629-81
9090 Carousel Center Drive, #231	Carousel Center Mall	Syracuse	NY	13290	Martin Lobdell	315/451-1957
1000 Palisades Center Drive	Palisades Center Mall	West Nyack	NY	10994	Srijaay, Inc.	212/426-5599
359 Downing Drive		Yorktown Heights	NY	10598	Leela, Inc.	914/245-9250
11471 State Route 613	Pilot Travel Center #360	Findlay	OH	45840	Pilot Travel Centers LLC	865/266-3984
12906 Deschler Road	Travel Centers of America - North Baltimore	North Baltimore	OH	45872	TA Operating LLC	440/617-8931
3483 Libbey Rd	Travel Centers of America	Perrysburg	OH	43551	TA Operating LLC	440/617-8931
Macomb Road & Craig Road	Fort Sill 2nd Site	Fort Sill	OK	73503	Army & Air Force Exchange Services	214/312-2584
1000 West Shawnee Street		Muskogee	OK	74401	Tina Reagan	479-650-1489
11603 N 1900 Rd	Travel Centers of America	Sayre	OK	73662	TA Operating LLC	440/617-8931
3360 N Avenue	Tinker AFB - Exchange Food Court	Tinker AFB	OK	73145	Army & Air Force Exchange Services	214/312-2584
16600 W South Ave	Pilot Flying J Tonkawa	Tonkawa	OK	74653	Pilot Travel Centers LLC	865/266-3984
1600 E Pine St	Pilot Travel Center	Central Point	OR	97502	Pilot Travel Centers LLC	865/266-3984
4550 W 11th		Eugene	OR	97402	Joseph Weber	541/687-8445
4220 Brooklake Rd NE	Pilot Travel Center	Salem	OR	97303	Pilot Travel Centers LLC	865/266-3984
245 Allegheny Blvd	Travel Centers of America	Brookville	PA	15825	TA Operating LLC	440/617-8931
3506 Capital City Mall Drive	Unit FC 004 Strawberry Square Mall	Camp Hill Harrisburg	PA PA	17011 17101	Ken Patel SHRI York, LLC	717/586-2423
2768 E. Cherokee Street		Blacksburg	SC	29702	Pilot Travel Centers LLC	865/266-3984
7400 Wilson Blvd	TA - Columbia, SC	Columbia	SC	29203	TA Operating LLC	440/617-8931
2015 W Lucas St	Pilot Travel Centers	Florence	SC	29501	Pilot Travel Centers LLC	865/266-3984
15976 Whyte Hardee Blvd		Hardeeville	SC	29927	Pilot Travel Centers LLC	865/266-3984
3014 Paxville Highway	Travel Centers of America	Manning	SC	29102	TA Operating LLC	440/617-8931

370 Rhodes Ave	Shaw Air Force Base	Shaw Afb	SC	29152	Army & Air Force Exchange Services	214/312-2584
10959 State Highway 200		Winnsboro	SC	29180	Pilot Travel Centers LLC	865/266-3984
138 Highway 641 N		Camden	TN	38320	Martin Lobdell	315/451-1957
1276 Gilbreath Drive		Johnson City	TN	37614	Sodexo Operations, LLC	240/527-7668
7600 Kingston Pike	West Town Mall	Knoxville	TN	37919	Charter Foods, Inc.	423/587-0690
2785 Lamar Ave.		Memphis	TN	38114	Thomas Scott	310/943-4997
3745 E. Shelby Drive		Memphis	TN	38118	Thomas Scott	310/943-4997
3995 S. 3rd St.		Memphis	TN	38109	Thomas Scott	310/943-4997
2200 Children's Way	Vanderbilt Children's Hospital	Nashville	TN	37232	Imaan Ferdowsi	615-377-5747
NWQ US 67 & Hwy 137	Pilot Flying J - Big Lake	Big Lake	TX	76932	Pilot Travel Centers LLC	865/266-3984
2605 West Commerce	Pilot Flying J - Buffalo	Buffalo	TX	75831	Pilot Travel Centers LLC	865/266-3984
7751 Bonnie View Road	Travel Centers of America	Dallas	TX	75241	TA Operating LLC	440/617-8931
1611 Marshall Road	Fort Bliss	El Paso	TX	79906	Army & Air Force Exchange Services	214/312-2584
20752 Gulf Victory Way	Fort Bliss, Biggs Army Air Field	Fort Bliss	TX	79916	Army & Air Force Exchange Services	214/312-2584
3000 Grapevine Mills Pkwy (Suite FC 4)	Grapevine Mills Mall	Grapevine	TX	76051	N R S Business Inc.	281/352-0505
32150 Hempstead Highway	Shell Station	Hockley	TX	77447	Amin Enterprises, Inc.	281/201-2700
303 Memorial City Way, 760 Memorial City Mall	Memorial City Mall	Houston	TX	77024	R & N, Inc.	281/352-0505
1178 Willowbrook Mall	Willowbrook Mall	Houston	TX	77070	Food Chain Nation, LLC	832/419-7071
1010 Beltway Pkwy	Travel Centers of America	Laredo	TX	78045	TA Operating LLC	440/617-8931
7100 Corporate Drive	Pizza Hut Restaurant Support Center	Plano	TX	75024	Compass Group USA, Inc.	303/929-2313
2828 Rutford Ave, Ste 4		Richardson	TX	75080	North Texas Bells, LLC	817/328-1978
849 E. Commerce Street	RiverCenter Mall	San Antonio	TX	78205	DDO-New Mexico, LLC	928/681-3344
22 N. Kessler Ave.	Pilot Flying J - Schulenburg	Schulenburg	TX	78956	Pilot Travel Centers LLC	865/266-3984
740 Avenue H	Sheppard Air Force Base - Building 740	Sheppard AFB	TX	76351	Army & Air Force Exchange Services	214/312-2584
1330 S. Providence Center Drive-Walmart		Cedar City	UT	84720	Mark Peterson	928/681-3344
1670 W 12th St	Pilot Travel Center #294	Ogden	UT	84404	Pilot Travel Centers LLC	865/266-3984
800 West University Parkway	Utah Valley University - PE Building	Orem	UT	84058	Utah Valley University	801/863-8614
1130 North 100	Travel Centers of America	Parowan	UT	84761	TA Operating LLC	440/617-8931
255 WSC South Campus Drive	Brigham Young University	Provo	UT	84602	Brigham Young University	801/722-7915
8836 Highway 40	Travel Centers of America	Tooele	UT	84074	TA Operating LLC	440/617-8931
21100 Dulles Town Circle	Dulles Town Circle	Dulles	VA	20166	Grace United, Inc.	703/969-3980
11750 Lee Jackson Memorial Highway	Fair Oaks Mall	Fairfax	VA	22033	BSKS, Inc.	703/969-3980
1101 W. Pembroke Ave.		Hampton	VA	23661	Michael Kulp	913/428-3636
3121 Cedar Valley Dr	Fas Mart	Richlands	VA	24641	GPM Investments, LLC	804/730-1568
1014 Mt. Olive Road		Toms Brook	VA	22660	Pilot Travel Centers LLC	865/266-3984
1025 Peppers Ferry Rd	Travel Centers of America	Wytheville	VA	24382	TA Operating LLC	440/617-8931
2725 93rd Ave. SW		Olympia	WA	98512	Pilot Travel Centers LLC	865/266-3984
3001 Milwaukee Road	Pilot Travel Center	Beloit	WI	53511	Pilot Travel Centers LLC	865/266-3984

2200 E. Kenwood Blvd.	University of Wisconsin - Milwaukee	Milwaukee	WI	53211	University of Wisconsin - Milwaukee	414/229-4146
717 S. Sylvania Ave 4000 I-80 Service Rd, Exit 377	Travel Centers of America	Sturtevant Burns	WI WY	53177 82053	Albor Restaurant Group, LLC TA Operating LLC	303/745-0555 440/617-8931
I-80 At Bigelow Rd	Travel Centers of America	Fort Bridger	WY	82933	TA Operating LLC	440/617-8931

**CLOSED OR TRANSFERRED EXPRESS LICENSED UNITS IN 2023**  
**(FOR 2024 DISCLOSURE DOCUMENT)**

<b>Legal Entity</b>	<b>City</b>	<b>State</b>	<b>Business Phone</b>	<b>Reason</b>	<b>Unit State</b>
DDO-New Mexico, LLC	Kingman	AZ	928/681-3344	Closed 1	TX
Burton Enterprises LLC	Carlsbad	CA	443/822-3358	Closed 1	CA
Big G Foods, Inc.	Penn Valley	CA	916/580-8120	Transfer 1	CA
Bell Carolina LLC	San Francisco	CA	317/288-9581	Closed 1	NC
Heartland Restaurants, LLC	Boulder	CO	720/485-6841	Closed 1	KS
Taco Crystal Mall Inc.	Wethersfield	CT	203/858-4169	Closed 1	CT
Al-Farah Restaurant Group of IL, Inc.	Burbank	IL	708/204-3266	Closed 1	IL
Sue Restaurant, Inc.	Burbank	IL	708/204-3266	Closed 1	IL
Sodexo Operations, LLC	Gaithersburg	MD	240/527-7668	Closed 1	LA
High Desert QSRs, LLC	Gallup	NM	505/722-3849	Transfer 1	AZ
Bertanzetti, Inc.	Cresco	PA	570/839-1825	Closed 1	PA
ARAMARK Educational Services, LLC	Philadelphia	PA	215/238-4013	Closed 1	LA
ARAMARK Educational Services, LLC	Philadelphia	PA	215/238-4013	Closed 1	NV
SHRI York, LLC	York	PA	717/586-2423	Closed 1	PA
Army & Air Force Exchange Services	Dallas	TX	214/312-2584	Closed 1	KS
Army & Air Force Exchange Services	Dallas	TX	214/312-2584	Closed 1	UT

**EXHIBIT G**

**FINANCIAL STATEMENTS**

**TACO BELL FRANCHISOR, LLC**

Financial Statements

December 26, 2023 and December 27, 2022

(With Independent Auditors' Report Thereon)



# TACO BELL FRANCHISOR, LLC

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KPMG LLP  
Suite 2400  
400 West Market Street  
Louisville, KY 40202

## Independent Auditors' Report

Management and Those Charged with Governance  
Taco Bell Franchisor, LLC:

### *Opinion*

We have audited the financial statements of Taco Bell Franchisor, LLC (the Company), which comprise the balance sheets as of December 26, 2023 and December 27, 2022, and the related statements of income, member's equity, and cash flows for each of the years in the three-year period ended December 26, 2023, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as of December 26, 2023 and December 27, 2022, and the results of its operations and its cash flows for each of the years in the three-year period ended December 26, 2023, in accordance with U.S. generally accepted accounting principles.

### *Basis for Opinion*

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### *Responsibilities of Management for the Financial Statements*

Management is responsible for the preparation and fair presentation of the financial statements in accordance with U.S. generally accepted accounting principles, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for one year after the date that the financial statements are issued.

### *Auditors' Responsibilities for the Audit of the Financial Statements*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.



In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

*KPMG LLP*

Louisville, Kentucky  
March 26, 2024

**TACO BELL FRANCHISOR, LLC**  
Balance Sheets  
As of December 26, 2023 and December 27, 2022  
(In thousands)

Assets	<u>2023</u>	<u>2022</u>
Current assets:		
Restricted cash and cash equivalents	\$ 31,448	\$ 34,122
Accounts receivable, net of allowance for doubtful accounts of \$45 and \$85	42,359	37,519
Franchise incentives	3,889	3,801
Due from affiliates	<u>4,430</u>	<u>4,063</u>
Total current assets	82,126	79,505
Long-term franchise incentives	<u>34,435</u>	<u>32,881</u>
Total assets	<u>\$ 116,561</u>	<u>\$ 112,386</u>
<b>Liabilities and Member's Equity</b>		
Current liabilities:		
Due to affiliates	\$ 1,610	\$ 566
Accrued franchise incentives	3,703	5,650
Deferred franchise fees	<u>5,570</u>	<u>5,447</u>
Total current liabilities	10,883	11,663
Long-term deferred franchise fees	<u>72,572</u>	<u>70,874</u>
Total liabilities	83,455	82,537
Member's equity:		
Member's equity	<u>33,106</u>	<u>29,849</u>
Total member's equity	<u>33,106</u>	<u>29,849</u>
Total liabilities and member's equity	<u>\$ 116,561</u>	<u>\$ 112,386</u>

**TACO BELL FRANCHISOR, LLC**

Statements of Income

Fiscal years ended December 26, 2023, December 27, 2022 and December 28, 2021

(In thousands)

	<u>2023</u>	<u>2022</u>	<u>2021</u>
Revenues:			
Franchise and license fees	\$ 593,286	\$ 519,211	\$ 415,233
Royalties from affiliates	58,827	55,099	51,794
Total revenues	<u>652,113</u>	<u>574,310</u>	<u>467,027</u>
Costs and expenses:			
Bad debt (recoveries) expense	(40)	85	(24)
Total costs and expenses	<u>(40)</u>	<u>85</u>	<u>(24)</u>
Operating profit	652,153	574,225	467,051
Interest income	1,524	344	3
Net income	<u>\$ 653,677</u>	<u>\$ 574,569</u>	<u>\$ 467,054</u>

See accompanying notes to the financial statements.

**TACO BELL FRANCHISOR, LLC**

Statements of Member's Equity

Fiscal years ended December 26, 2023, December 27, 2022 and December 28, 2021

(In thousands)

Balance at December 29, 2020	\$	31,760
Net income		467,054
Cash distribution to member		(3)
Non-cash distributions to member		(470,988)
Balance at December 28, 2021		<u>27,823</u>
Net income		574,569
Cash distribution to member		(344)
Non-cash distributions to member		(572,199)
Balance at December 27, 2022		<u>29,849</u>
Net income		653,677
Cash distributions to member		(4,198)
Non-cash distributions to member		(646,222)
Balance at December 26, 2023	\$	<u><u>33,106</u></u>

See accompanying notes to the financial statements.

**TACO BELL FRANCHISOR, LLC**

Statements of Cash Flows

Fiscal years ended December 26, 2023, December 27, 2022 and December 28, 2021

(In thousands)

	<b>2023</b>	<b>2022</b>	<b>2021</b>
Cash flows from operating activities:			
Net income	\$ 653,677	\$ 574,569	\$ 467,054
Adjustments to reconcile net income to cash provided by (used in) operating activities:			
Non-cash distributions	(646,222)	(572,199)	(470,988)
Net change in operating assets and liabilities:			
Changes in Accounts receivables, net	(4,840)	(6,781)	(7,612)
Changes in Franchise incentives	(1,642)	(4,062)	(4,992)
Changes in Due from affiliates	(367)	(188)	(270)
Changes in Due to affiliates	1,044	(706)	830
Changes in Accrued franchise incentives	(1,947)	1,550	4,000
Changes in Deferred franchise fees	1,821	8,160	11,938
Cash provided by (used in) operating activities	1,524	343	(40)
Cash flows provided by (used in) investing activities	—	—	—
Cash flows from financing activities:			
Cash distributions to member	(4,198)	(344)	(3)
Cash provided by (used in) financing activities	(4,198)	(344)	(3)
Net decrease in restricted cash and cash equivalents	(2,674)	(1)	(43)
Restricted Cash and Restricted Cash Equivalents – Beginning of Year	34,122	34,123	34,166
Restricted Cash and Restricted Cash Equivalents – End of Year	\$ 31,448	\$ 34,122	\$ 34,123

**TACO BELL FRANCHISOR, LLC**  
Notes to Financial Statements  
December 26, 2023 and December 27, 2022  
(Tabular amounts in thousands)

**(1) Description of the Business**

Taco Bell Franchisor, LLC (the "Company") is a wholly owned subsidiary of Taco Bell Franchisor Holdings, LLC ("Franchisor Holdco"), which is wholly owned by Taco Bell Funding, LLC ("the Issuer"). The Issuer is a wholly-owned subsidiary of Taco Bell Corp. ("TBC") whose ultimate parent company is Yum Brands, Inc. ("YUM"). The Issuer has four direct or indirect wholly-owned subsidiaries, Franchisor Holdco, the Company, Taco Bell Franchise Holder 1, LLC ("Franchise Holder") and Taco Bell IP Holder LLC ("IP Holder"). The Issuer and its subsidiaries were formed as single-member, special purpose Delaware limited liability companies in connection with its financing arrangement described in Note 5, which was completed on May 11, 2016 (the "Closing Date"). The Company commenced operations on the Closing Date.

On the Closing Date, TBC entered into contribution agreements with the Issuer pursuant to which TBC contributed certain assets to the Issuer and its subsidiaries, including all third-party franchise and development agreements existing on the Closing Date and certain U.S. intellectual property ("IP") related to the Taco Bell brand. IP Holder owns and licenses Closing Date IP and IP created, developed or acquired after the Closing Date related to the Taco Bell Brand (collectively "Securitization IP").

The terms "franchise" or "franchisee" within these financial statements are meant to describe third parties that operate units under either franchise or license agreements as well as affiliated restaurants operating under master franchise and license agreements with the Company as described in Note 4.

The Company's primary business purpose is, among other things, to serve as the franchisor under U.S. agreements executed on or after the Closing Date. Franchise Holder serves as the franchisor under U.S. franchise agreements contributed to Franchise Holder by TBC on the Closing Date. The Company had no rights to any existing franchise agreements contributed to Franchise Holder on the Closing Date. Franchisor Holdco serves as the holding company of both the Company and Franchise Holder. The Company's franchise agreements include the master franchise agreements with its affiliated entities described in Note 4, and any U.S. franchise agreements executed after the Closing Date relating to the Taco Bell brand for new restaurants as well as franchise transfers and successor agreements for stores that existed at the Closing Date and were contributed to Franchise Holder. The Company collected royalties for 5,938 units, 5,738 units and 5,314 units during the years ended December 26, 2023, December 27, 2022 and December 28, 2021, respectively. The increase is driven by new restaurants and transfers of franchise restaurants that existed at the Closing Date from Franchise Holder to the Company.

The Company and Franchise Holder franchise both traditional and non-traditional Mexican-style quick service restaurants which prepare, package and sell a menu of competitively priced food items operating under the Taco Bell brand. Traditional restaurants can feature dine-in, carryout, drive-thru or delivery services through third parties. Non-traditional units include express units and kiosks which have a more limited menu and operate in non-traditional locations like malls, airports, gasoline service stations, train stations, subways, convenience stores, stadiums, amusement parks and colleges, where a full-scale traditional outlet would not be practical or efficient.

The activities of the Company are limited to:

- licensing from IP Holder, for a 99-year term, an exclusive (except as to each other initial licensee thereunder) royalty-free license to use and sublicense Securitization IP in the U.S. in connection with the restaurants operating under the Taco Bell brand and as part of the Company's corporate name or trade name;
- acting as franchisor under the applicable franchise agreements;
- entering into new franchise agreements and other related agreements with U.S. franchisees;



**TACO BELL FRANCHISOR, LLC**  
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- maintaining a franchise capital account and any funds on deposit therein;
- entering into the guarantee and collateral agreement, pursuant to which the Company guarantees the Issuer's notes described in Note 5, guaranteeing additional series of notes from time to time and, pursuant to the guarantee and collateral agreement, granting to the trustee a lien on certain collateral owned by the Company as security for obligations of the Issuer and the obligations of the Company under the guarantee and collateral agreement;
- entering into the management agreement, pursuant to which TBC ("the Manager") will manage assets and provide certain other services on behalf of securitization entities as described in Note 4;
- entering into the other transaction documents to which it is a party and undertaking any other activities related thereto.

The Company is required to maintain a minimum of \$15 million in net worth in order to qualify for the large franchisor exemption under certain U.S. state franchise registration laws. As of December 26, 2023, the Company had \$33.1 million of net worth reflected as member's equity.

Cash generated by the franchise agreements is not directly collected by the Company or Franchise Holder as such cash is deposited into an account held in the name of the Issuer and such cash is transferred to trustee cash accounts described in Note 5. The Company, Franchise Holder, Franchisor Holdco, the Issuer and IP Holder (collectively the "Securitization Entities") have entered into an amended and restated management agreement with the Manager under which the Manager performs certain services related to franchise arrangements and other assets held by the Securitization Entities, including collecting franchise payments and managing the assets. See Note 4 for further discussion of the management agreement.

## **(2) Summary of Significant Accounting Policies**

### **(a) Basis of Presentation and Consolidation**

The accompanying financial statements have been prepared in accordance with generally accepted accounting principles in the U.S. ("U.S. GAAP") and include the accounts of the Company, which has no subsidiaries.

### **(b) Use of Estimates**

The preparation of the financial statements in accordance with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting periods. Actual results could differ from those estimates.

### **(c) Fiscal Year**

The Company fiscal year ends on the last Tuesday in December. As a result, there will be either 52 or 53 weeks in the fiscal year. All fiscal years presented had 52 weeks.

The next fiscal year scheduled to include a 53rd week is 2024.

### **(d) Restricted Cash and Cash Equivalents**

Restricted cash and cash equivalents represent funds the Company has temporarily invested (with original maturities not exceeding three months). The Company's restricted cash and cash equivalents of \$31.4 million and \$34.1 million as of December 26, 2023 and December 27, 2022, respectively are held in a trust account and relate to an interest reserve required under the indenture as described in Note 5. This balance is deposited at one financial institution and exceeds amounts federally insured. The Company has not

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experienced losses in such account and management believes the Company mitigates its risk by utilizing a major financial institution.

**(e) Accounts Receivable**

The Company's receivables are primarily generated from ongoing business relationships with its third-party franchisees as a result of franchise agreements. Trade receivables consisting of royalties from third-party franchisees are classified as Accounts receivable, net in the Balance Sheets. Receivables consisting of royalties from stores operated by TBC and its affiliate entity Taco Bell of America, LLC ("TBA") under master franchise agreements as described in Note 4 are classified as Due from affiliates in the Balance Sheets. Trade receivables from third party franchisees and affiliates are generally due on or before the 5th business day immediately following the accounting period in which the sales were made. Expected credit losses for uncollectible franchisee receivable balances consider both current conditions and reasonable and supportable forecasts of future conditions. Current conditions considered include pre-defined aging criteria as well as specified events that indicate the Company may not collect the balance due. Reasonable and supportable forecasts used in determining the probability of future collection consider publicly available data regarding default probability. While the best information available is used in making a determination, the ultimate recovery of recorded receivables is also dependent upon future economic events and other conditions that may be beyond the Company's control. Trade accounts receivable that are ultimately deemed to be uncollectible, and for which collection efforts have been exhausted, are written off against the allowance for doubtful accounts. Write-offs in 2023, 2022 and 2021 were insignificant.

**(f) Fair Value of Financial Instruments**

The carrying amount of accounts receivable and restricted cash and cash equivalents approximate fair value because of the short-term nature of these instruments.

**(g) Franchise and License Operations**

The Company executes franchise agreements for units operated by third parties as well as for its affiliated entities, TBC and TBA, under master franchise agreements described in Note 4. Such agreements set out the terms of the arrangement with the franchisee. The franchise agreements typically require the franchisee to pay an initial, non-refundable fee and continuing fees based upon a percentage of sales. The franchise agreement does not afford franchisees any right to renew the same, or to obtain a successor franchise agreement, following expiration. At the end of the franchise agreement term, a franchisee may request a successor franchise agreement, which TBC as manager may grant at its sole discretion.

Additionally, the Company offers cash and other incentives from time-to-time to qualifying franchisees under various franchise incentive programs. Such programs include but are not limited to cash to incent franchisees to open certain types of new restaurants and offering free or subsidized restaurant equipment.

**(h) Revenue Recognition**

Below is a discussion of how our revenues are earned, our accounting policies pertaining to revenue recognition under ASC Topic 606, Revenue from Contracts with Customers ("Topic 606") and other required disclosures.

**Franchise and License Fees**

The Company's most significant source of revenues arises from the operation of stores by its third-party franchisees and affiliated entities. Franchise rights may be granted through a store-level franchise agreement or a master franchise agreement that sets out the terms of our arrangement with the franchisee. The Company's franchise agreements require that the franchisee remit continuing fees based on a percentage of the applicable restaurant's sales in exchange for the license of the intellectual property associated with the Taco Bell brand (the "franchise right"). The Company's store-level franchise

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agreements also typically require certain, less significant, upfront franchise fees such as initial fees paid upon opening of a store, upfront fees paid in conjunction with successor franchise agreements and fees paid in the event the franchise agreement is transferred to another franchisee.

Continuing fees represent the substantial majority of the consideration the Company receives under its franchise agreements. Continuing fees are typically paid each period and are usually 5.5% of sales for traditional franchise agreements and usually 10% of sales for non-traditional units. Based on the application of the sales-based royalty exception within Topic 606, continuing fees are recognized as the related restaurant sales occur.

Upfront initial fees are typically paid prior to the store opening, upfront successor fees are generally paid upon execution of the successor franchise agreement and transfer fees are generally paid when an existing agreement is transferred to another franchisee. The Company has determined that the services provided in exchange for upfront initial fees, which primarily relate to pre-opening support, and successor and transfer fees are highly interrelated with the franchise right and are not individually distinct from the ongoing services the Company provides to its franchisees. As a result, such upfront franchise fees are recognized as revenue over the term of each respective franchise agreement. Revenues for these upfront franchise fees are recognized on a straight-line basis, which is consistent with the franchisee's right to use and benefit from the intellectual property. Revenues from continuing fees and upfront franchise fees are presented within Franchise and license fees in the Statements of Income.

Additionally, from time-to-time the Company provides non-refundable consideration to franchisees in the form of cash or other incentives (e.g. cash payments to incent new unit openings, free or subsidized equipment, etc.). The Company's intent in providing such consideration is to drive new unit development or same-store sales growth that will result in higher future revenues for the Company. Such consideration is capitalized and presented within Franchise incentives in the Balance Sheets. These assets are being amortized as a reduction in Franchise and license fees over the period of expected cash flows from the franchise agreements to which the payment relates. To the extent the consideration is unpaid at the balance sheet date, a corresponding obligation is presented within Accrued franchise incentives in the Balance Sheets.

**(i) Contract Liabilities**

Deferred franchise fees include contract liabilities of \$64.7 million and \$63.5 million as of December 26, 2023 and December 27, 2022, respectively. These contract liabilities are comprised of unamortized upfront fees received from franchisees. Additionally, deferred franchise fees also include \$13.4 million and \$12.8 million as of December 26, 2023 and December 27, 2022, respectively, of upfront fee deposits paid to the Company associated with new franchise contracts for stores not yet opened and future successor agreements.

**(j) Income Taxes**

The Company was formed as a single member limited liability corporation that is disregarded for income tax purposes and is not subject to U.S. federal and state income taxes. The income of the Company is taxed and attributable to income tax filings of the TBC and YUM entities. Therefore, the accompanying Statements of Income do not include a provision for income taxes nor have current or deferred U.S. income tax assets or liabilities been recorded in the accompanying Balance Sheets.

**(k) Reclassifications**

The Company has reclassified certain items in the financial statements for the prior period to be comparable with the classification for the fiscal year ended December 26, 2023. These reclassifications had no effect on previously reported Net Income.

**TACO BELL FRANCHISOR, LLC**  
Notes to Financial Statements  
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(Tabular amounts in thousands)

**(3) Member's Equity**

The Company is authorized to issue a single class of limited liability interest. Franchisor Holdco is the sole member of the Company under its amended and restated limited liability company agreement.

The Company distributed \$4.2 million, \$0.3 million and \$3 thousand of excess cash from the senior notes interest reserve account described in Note 5 to the Issuer for the fiscal years ended December 26, 2023, December 27, 2022 and December 28, 2021, respectively. These distributions are recorded as cash distributions to member in the Statements of Member's Equity and in the Statements of Cash Flows.

All cash collections related to the Company's franchise operations are not directly collected or held by the Company as such amounts are deposited into an account held in the name of the Issuer. Additionally, the Manager pays for franchise incentives and the Issuer reimburses the Manager with cash collected from franchisees on behalf of the Company. The net cash collected by the Issuer on behalf of the Company is recorded as non-cash distributions in the Statements of Member's Equity and in the Statements of Cash Flows as such cash is never received by the Company and such amounts are not expected to be paid to the Company by the Issuer.

Upon the effective date of a newly issued franchise agreement, deferred franchise fee and unamortized franchise incentive balances, if any, associated with the legacy agreement are transferred to the Company from Franchise Holder if the issuance is accounted for as a contract continuation under Topic 606. If the issuance is accounted for as a contract termination under Topic 606, then the unamortized deferred franchise fees and franchise incentives are recognized through earnings by the legacy entity upon the effective date of the new franchise agreement. Most often, the issuance of new franchise agreements is recognized as a contract continuation based on the continued obligation to provide the franchise right to the franchisee as well as minimal changes in the expected cash flows from the franchise agreement. The transfer of unamortized franchise incentives and deferred franchise fees balances are recorded as non-cash distributions in the Statements of Member's Equity and in the Statements of Cash Flow since the cash was never received or paid by the Company nor are these amounts expected to be cash settled between the Company and the Issuer.

Total non-cash distributions of \$646.2 million, \$572.2 million and \$471.0 million were recorded in the Statements of Member's Equity and in the Statements of Cash Flows for the fiscal years ended December 26, 2023, December 27, 2022 and December 28, 2021, respectively.

**(4) Related Party Transactions**

**(a) Management Agreement**

The Company does not have any employees, and the officers of the Company are employees of TBC and compensation for these officers are paid and expensed by TBC. In conjunction with the Issuer's 2021 financing arrangement, TBC and the Securitization Entities entered into an amended and restated management agreement ("A&R Management Agreement") on August 19, 2021. The A&R Management Agreement amended, restated and superseded the original management agreement in its entirety. In its capacity as the Manager of the Securitization Entities' assets ("Managed Assets"), the Manager performs certain services on behalf of the Securitization Entities, including, among other things, collecting franchisee and licensee payments, managing the Managed Assets on behalf of the Securitization Entities, and performing certain franchising, marketing, intellectual property and operational and reporting services on behalf of the Securitization Entities with respect to the Managed Assets. In exchange for providing such services, the Manager is entitled to receive a management fee from the Issuer as defined in the A&R Management Agreement. Neither the expenses incurred by TBC to fulfill its responsibilities under the A&R Management Agreement, nor any management fees to compensate TBC for those services provided, are allocated to the Company, because the management fee is paid by the Issuer, and there is no reasonable basis for allocation to the Company.

**TACO BELL FRANCHISOR, LLC**  
Notes to Financial Statements  
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(Tabular amounts in thousands)

**(b) Master Franchise Agreements with Affiliates**

On the Closing Date, the Company entered into master franchise and license agreements with TBC and TBA pursuant to which Taco Bell Franchisor grants TBC and TBA the right to operate restaurants owned by TBC and TBA and to use the Securitization IP in its restaurants for a term of 25 years. Under these agreements, TBC and TBA are required to pay continuing royalty rates consistent with those paid by third party franchisees. The continuing royalty fees of \$58.8 million, \$55.1 million and \$51.8 million for the fiscal years ended December 26, 2023, December 27, 2022 and December 28, 2021, respectively, are presented as Royalties from affiliates in the Statements of Income and the accounts receivable balance of \$4.4 million and \$4.1 million at December 26, 2023 and December 27, 2022, respectively, is presented as Due from affiliates in the Balance Sheets.

**(c) Other Related Party Transactions**

Due to affiliates of \$1.6 million and \$0.6 million as of December 26, 2023 and December 27, 2022, respectively, represent amounts owed by the Company to the Manager including reimbursement of cash refunds and cash incentive payments made to franchisees by the Manager on behalf of the Company.

**(5) Guarantees and Other Commitment and Contingencies**

The Company, Franchisor Holdco, Franchise Holder and IP Holder (collectively, the “Guarantors”), each a direct or indirect wholly owned subsidiary of the Issuer, jointly and severally guarantee the obligations of the Issuer under the indenture described below and the other transaction documents and secure such guarantees by granting to the trustee, for the benefit of the secured parties, a security interest in substantially all of the Guarantors’ assets, including the Company’s interest reserve account.

Through a series of securitization transactions, the Issuer has issued fixed rate senior secured notes (collectively, the “Securitization Notes”). The following table summarizes the Securitization Notes outstanding at December 26, 2023:

Issuance Date	Anticipated Repayment Date <sup>(a)</sup>	Outstanding Principal	Stated Interest Rate
May 2016	May 2026	\$ 937,500	4.970%
November 2018	November 2028	\$ 595,313	4.940%
August 2021	February 2027	\$ 884,250	1.946%
August 2021	February 2029	\$ 589,500	2.294%
August 2021	August 2031	\$ 736,875	2.542%

(a) The legal final maturity dates of the Securitization Notes issued in 2016, 2018 and 2021 are May 2046, November 2048 and August 2051, respectively. If the Issuer has not repaid or refinanced a series of Securitization Notes prior to its respective Anticipated Repayment Dates, rapid amortization of principal on all Securitization Notes will occur and additional interest will accrue on the Securitization Notes.

**TACO BELL FRANCHISOR, LLC**  
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(Tabular amounts in thousands)

The Securitization Notes were issued in transactions pursuant to which certain of TBC's domestic assets, consisting principally of franchise-related agreements and domestic intellectual property, were contributed to the Securitization Entities to secure the Securitization Notes. The Securitization Notes are secured by substantially all of the assets of the Securitization Entities, and include a lien on all existing and future U.S. Taco Bell franchise and license agreements and the royalties payable thereunder, existing and future U.S. Taco Bell intellectual property, certain transaction accounts and a pledge of the equity interests in asset-owning Securitization Entities. The remaining U.S. Taco Bell assets that were excluded from the transfers to the Securitization Entities continue to be held by TBA and TBC. The Securitization Notes are not guaranteed by the remaining U.S. Taco Bell assets, YUM or any other subsidiary of YUM.

Payments of interest and principal on the Securitization Notes are made from the amounts paid pursuant to the franchise and license agreements with all U.S. Taco Bell restaurants, including both affiliate and franchise operated restaurants. Interest on and principal payments of the Securitization Notes are due on a quarterly basis. In general, no amortization of principal of the Securitization Notes is required prior to their anticipated repayment dates unless as of any quarterly measurement date the leverage ratios (the ratio of total debt to Net Cash Flow (as defined in the related indenture)) for the preceding four fiscal quarters of either YUM or the Issuer and its subsidiaries exceeds 5.0:1, in which case amortization payments of 1% per year of the outstanding principal as of the closing of the Securitization Notes are required. As of the most recent quarterly measurement date, the consolidated leverage ratio for the Issuer and its subsidiaries as defined in the indenture did not exceed 5.0:1 and, as a result, amortization payments are not required.

The Securitization Notes are subject to a series of covenants and restrictions customary for transactions of this type, including (i) that the Issuer maintains specified reserve accounts to be available to make required interest payments in respect of the Securitization Notes, (ii) provisions relating to optional and mandatory prepayments and the related payment of specified amounts, including specified make-whole payments in the case of the Securitization Notes under certain circumstances, (iii) certain indemnification payments relating to taxes, enforcement costs and other customary items and (iv) covenants relating to recordkeeping, access to information and similar matters. The Securitization Notes are also subject to rapid amortization events provided for in the indenture, including events tied to failure to maintain a stated debt service coverage ratio (as defined in the indenture) of at least 1.1:1, gross domestic sales for branded restaurants being below certain levels on certain measurement dates, a manager termination event, an event of default and the failure to repay or refinance the Securitization Notes on the Anticipated Repayment Date (subject to limited cure rights). The Securitization Notes are also subject to certain customary events of default, including events relating to non-payment of required interest or principal due on the Securitization Notes, failure to comply with covenants within certain time frames, certain bankruptcy events, breaches of specified representations and warranties, failure of security interests to be effective, certain judgments and failure of the Securitization Entities to maintain a stated debt service coverage ratio. As of December 26, 2023, the Issuer was in compliance with all of its debt covenant requirements and was not subject to any rapid amortization events.

In accordance with the Indenture, certain cash accounts have been established with the indenture trustee for the benefit of the note holders and are restricted in their use. The indenture requires a certain amount of securitization cash flow collections to be allocated on a weekly basis and maintained in cash reserve accounts. Additionally, the Issuer is required to maintain a senior notes interest reserve amount equal to the Securitization Notes interest for the next quarterly payment date. This interest reserve requirement may be met through deposits into a senior note interest reserve account and/or issuance of an interest reserve letter of credit. As of December 26, 2023, the Company had restricted cash and cash equivalents of \$31.4 million in the senior note interest reserve account.

**TACO BELL FRANCHISOR, LLC**  
Notes to Financial Statements  
December 26, 2023 and December 27, 2022  
(Tabular amounts in thousands)

Additional cash reserves are required if any of the rapid amortization events occur, as noted above, or in the event that as of any quarterly measurement date the Securitization Entities fail to maintain a debt service coverage ratio (or the ratio of Net Cash Flow to all debt service payments for the preceding four fiscal quarters) of at least 1.75:1. The amount of weekly securitization cash flow collections that exceed the required weekly allocations is generally remitted to TBC. During the fiscal year ended December 26, 2023, the Securitization Entities maintained a debt service coverage ratio in excess of the 1.75:1 requirement.

**(6) Subsequent Events**

The Company has evaluated subsequent events occurring through March 26, 2024, the issuance date of the accompanying financial statements and related notes thereto and determined no other items require disclosure.

**EXHIBIT H**

**STATE ADDENDA TO THE DISCLOSURE DOCUMENT  
AND  
LICENSE AGREEMENT**



STATE OF CALIFORNIA  
ADDENDUM TO DISCLOSURE DOCUMENT

THE CALIFORNIA FRANCHISE INVESTMENT LAW REQUIRES THAT A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE LICENSE BE DELIVERED TOGETHER WITH THE DISCLOSURE DOCUMENT.

The California Business and Professions Code Section 20000 through 20042 provide rights to the Licensee concerning termination or non-renewal for a license. If the License Agreement contains a provision that is inconsistent with the law, the law will control.

Section 31125 of the California Corporations Code requires us to give you a disclosure document, in a form containing the information that the commissioner may by rule or order require, before a solicitation of a proposed material modification of an existing franchise.

You must sign a general release if you renew or transfer your franchise. California Corporations Code §31512 voids a waiver of your rights under the Franchise Investment Law (California Corporations Code §§31000 through 31516). Business and Professions Code §20010 voids a waiver of your rights under the Franchise Relations Act (Business and Professions Code §§20000 through 20043).

If the License Agreement provides for termination upon bankruptcy, this provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 et seq.).

Under California Civil Code Section 1671, certain liquidated damages clauses are unenforceable.

With respect to the licenses governed by California law, Taco Bell will comply with the California Franchise Relations Act, Section 20025, which requires except in certain specific cases, that a licensee be given 180 days written notice for non-renewal of the franchise agreement.

Licensor's Uniform Resource Locator ("URL") address is [www.yum.com/franchising](http://www.yum.com/franchising)

Licensor's website has not been reviewed or approved by the California Department of Financial Protection and Innovation. Any complaints concerning the content of this website may be directed to the California Department of Financial Protection and Innovation at [www.dfpi.ca.gov](http://www.dfpi.ca.gov).

The State of California also requires that the following Addendum to License Agreement be included in the FDD.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

ADDENDUM TO LICENSE AGREEMENT FOR THE STATE OF CALIFORNIA

In recognition of the requirement of the California Franchise Investment Law, the parties to the attached TACO BELL FRANCHISOR, LLC LICENSE AGREEMENT (“the Agreement”) agree as follows:

THE CALIFORNIA FRANCHISE INVESTMENT LAW REQUIRES THAT A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE LICENSE BE DELIVERED TOGETHER WITH THE OFFERING CIRCULAR.

Section 15 of the Agreement, “Expiration and Termination,” shall be supplemented by the following sentences which shall be considered an integral part of the Agreement:

California Business and Professions Code Sections 20000 through 20043 provide rights to the licensee concerning termination or non-renewal of a license. If the License agreement contains a provision that is inconsistent with the law, the law will control.

Section 31125 of the California Corporations Code requires us to give you a disclosure document, in a form containing the information that the commissioner may by rule or order require, before a solicitation of a proposed material modification of an existing franchise.

You must sign a general release if you renew or transfer your franchise. California Corporations Code §31512 voids a waiver of your rights under the Franchise Investment Law (California Corporations Code §§31000 through 31516). Business and Professions Code §20010 voids a waiver of your rights under the Franchise Relations Act (Business and Professions Code §§20000 through 20043).

If the License Agreement provides for termination upon bankruptcy, this provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 et seq.).

If the License Agreement contains a liquidated damages clause, under California Civil Code Section 1671, certain liquidated damages clauses are unenforceable.

Section 3.8 of the Agreement, under the heading “Restaurant System and Procedures” shall be supplemented by the following sentences which shall be considered an integral part of the Agreement:

If the License Agreement contains a covenant not to compete which extends beyond the termination of the license, this provision may not be enforceable under California law.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said License Agreement or Exhibits or Attachments thereto, the terms of this Addendum shall govern.

IN WITNESS WHEREOF, the parties hereto have duly executed and delivered this Addendum to the License Agreement on the same day and year that the License Agreement has been executed.

TACO BELL FRANCHISOR, LLC

LICENSEE

By: \_\_\_\_\_

By: \_\_\_\_\_

Its: \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

STATE OF ILLINOIS  
ADDENDUM TO DISCLOSURE DOCUMENT

The License Agreement permits the Licensee to sue only in Orange County, California. Out of state litigation may force you to accept a less favorable settlement. It may also cost more to litigate with Taco Bell in Orange County, California than in your home state.

The above matters, which are governed by the Illinois Franchise Disclosure Act, will be governed by Illinois law.

IF YOU WILL BE PURCHASING A LICENSE IN THE STATE OF ILLINOIS: You have not been provided with financial statements of the licensor. Therefore, you do not have knowledge of how this specific company has performed. However, the guarantor guarantees the performance of the licensor, and a copy of the Guaranty of Performance is on file with the Attorney General.

The State of Illinois also requires that the following Addendum to License Agreement be included in the FDD.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

ADDENDUM TO  
LICENSE AGREEMENT FOR THE STATE OF ILLINOIS

In recognition of the requirement of the Illinois Franchise Disclosure Act, the parties to the attached TACO BELL FRANCHISOR, LLC LICENSE AGREEMENT agree as follows:

Section 16.3 of the License Agreement is modified by the addition of the following language:

"Notwithstanding the above language, pursuant to the Illinois Franchise Disclosure Act, Illinois law shall govern the interpretation and enforcement of the License Agreement.

Jurisdiction and venue shall be governed by the Illinois Franchise Disclosure Act, which provides that any provision in the License Agreement which designates jurisdiction or venue in a forum outside of the State of Illinois is void with respect to any cause of action which otherwise is enforceable in the State."

To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of the License Agreement or Exhibits or Attachments thereto, the terms of this Addendum shall govern.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

IN WITNESS WHEREOF, each of the undersigned hereby executes this Addendum as of the day and year first above written.

TACO BELL FRANCHISOR, LLC

LICENSEE

By: \_\_\_\_\_

By: \_\_\_\_\_

Its: \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

## STATE OF INDIANA ADDENDUM TO DISCLOSURE DOCUMENT

Section 23-2-2.7-1(10) of the Indiana Code states that it is unlawful to limit litigation in any manner whatsoever, therefore, a provision in a License Agreement restricting jurisdiction or venue to a forum outside this state or requiring the application of the laws of another state is void. The State of Indiana also requires that the following Addendum to License Agreement be included in the FDD.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

### ADDENDUM TO LICENSE AGREEMENT FOR THE STATE OF INDIANA

In recognition of the requirement of the Indiana Code, the parties to the attached TACO BELL FRANCHISOR, LLC LICENSE AGREEMENT (the "Agreement") agree as follows:

1. Section 1 of the License Agreement, "Grant of Rights," shall be supplemented by the following sentences which shall be considered an integral part of the Agreement:

"Section 23-2-2.7-1(2) of the Indiana Code states that "if a license agreement does not grant an exclusive territory, then a licensor may not compete unfairly with a licensee within a reasonable area."

2. Section 3.8 of the License Agreement, under the heading "Restaurant System and Procedures" shall be supplemented by the following sentences which shall be considered an integral part of the Agreement:

"Section 23-2-2.7-1(9) of the Indiana Code states that "as a condition of the sale of a license, a licensor may not require a prospective licensee to covenant not to compete with the licensor for a period longer than three (3) years, or in an area greater than the exclusive area granted by the license agreement, or, in absence of such a provision in the agreement, an area of reasonable size, upon termination of or failure to renew the license."

3. Section 13 of the License Agreement "Sale and Assignment" shall be supplemented by the following sentences which shall be considered an integral part of the Agreement:

"Section 23-2-2.7-1(5) of the Indiana Code states that "as a condition of the sale of a license, a licensor may not require a prospective licensee to assent to a release, assignment, novation, waiver, or estoppel that would relieve a person from liability under this subtitle."

4. Sections 16.3 and 16.4 of the License Agreement "Choice of Law" and "Jurisdiction and Venue", shall be supplemented by the following sentences which shall be considered an integral part of the Agreement:

"Section 23-2-2.7-1(10) of the Indiana Code states that "it is unlawful for any license agreement entered into between a licensor and a licensee who is either a resident of Indiana or a nonresident who will be operating a license in Indiana, to limit litigation brought for breach of the agreement in any manner whatsoever, therefore, a provision in a franchise agreement restricting jurisdiction or venue to a forum outside this state or requiring the application of the laws of another state is void."

5. No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said License Agreement or Exhibits or Attachments thereto, the terms of this Addendum shall govern.

IN WITNESS WHEREOF, the parties hereto have duly executed and delivered this Addendum to the License Agreement on the same day and year that the License Agreement has been executed.

TACO BELL FRANCHISOR, LLC

LICENSEE

By: \_\_\_\_\_

By: \_\_\_\_\_

Its: \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

STATE OF MARYLAND  
ADDENDUM TO DISCLOSURE DOCUMENT

Sections 17. (v) and (w) of the FDD are amended by adding to the Summary section the following provision:

A licensee may bring a lawsuit in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.

Any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the franchise.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

ADDENDUM TO  
LICENSE AGREEMENT FOR THE STATE OF MARYLAND

In recognition of the requirement of the Maryland Franchise Registration and Disclosure Law, the Parties to the attached Taco Bell Franchisor, LLC License Agreement (the "Agreement") agree as follows:

Section 16 of the Agreement, "Miscellaneous," is supplemented by the following sentence, which shall be considered an integral part of the Agreement:

All representations requiring prospective franchisees to assent to a release, estoppel or waiver of liability are not intended to, nor shall they, act as a release, estoppels or waiver of any liability incurred under the Maryland Franchise Registration and Disclosure Law.

Section 16.3 of the Agreement, "Applicable Law," is supplemented by the following sentences which shall be considered an integral part of the Agreement:

The Maryland Franchise Registration and Disclosure Law allows a licensee to bring a lawsuit in Maryland for claims arising under this Law. Any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the license.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of the License Agreement or Exhibits or Attachments thereto, the terms of this Addendum shall govern.

IN WITNESS WHEREOF, the parties hereto have duly executed and delivered this Addendum to the License Agreement on the same day and year that the License Agreement has been executed.

TACO BELL FRANCHISOR, LLC

LICENSEE

By: \_\_\_\_\_

By: \_\_\_\_\_

Its: \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

STATE OF MICHIGAN  
ADDENDUM TO DISCLOSURE DOCUMENT

THE STATE OF MICHIGAN PROHIBITS CERTAIN UNFAIR PROVISIONS THAT ARE SOMETIMES IN FRANCHISE DOCUMENTS. IF ANY OF THE FOLLOWING PROVISIONS ARE IN THESE FRANCHISE DOCUMENTS, THE PROVISIONS ARE VOID AND CANNOT BE ENFORCED AGAINST YOU.

- (a) A prohibition on the right of a franchisee to join an association of franchisees.
- (b) A requirement that a franchisee assent to a release, assignment, novation, waiver, or estoppel which deprives a franchisee of rights and protections provided in this act. This shall not preclude a franchisee, after entering into a franchise agreement, from settling any and all claims.
- (c) A provision that permits a franchisor to terminate a franchise prior to the expiration of its term except for good cause. Good cause shall include the failure of the franchisee to comply with any lawful provision of the franchise agreement and to cure such failure after being given written notice thereof and a reasonable opportunity, which in no event need be more than 30 days, to cure such failure.
- (d) A provision that permits a franchisor to refuse to renew a franchise without fairly compensating the franchisee by repurchase or other means for the fair market value at the time of expiration of the franchisee's inventory, supplies, equipment, fixtures, and furnishings. Personalized materials which have no value to the franchisor and inventory, supplies, equipment, fixtures, and furnishing not reasonably required in the conduct of the franchise business are not subject to compensation. This subsection applies only if: (i) the term of the franchise is less than 5 years and (ii) the franchisee is prohibited by the franchise or other agreement from continuing to conduct substantially the same business under another trademark, service mark, trade name, logotype, advertising, or other commercial symbol in the same area subsequent to the expiration of the franchise or the franchisee does not receive at least 6 months advance notice of franchisor's intent not to renew the franchise.
- (e) A provision that permits the franchisor to refuse to renew a franchise on terms generally available to other franchisees of the same class or type under similar circumstances. This section does not require a renewal provision.
- (f) A provision requiring that arbitration or litigation be conducted outside this state. This shall not preclude the franchisee from entering into an agreement, at the time of arbitration, to conduct arbitration at a location outside this state.
- (g) A provision which permits a franchisor to refuse to permit a transfer of ownership of a franchise, except for good cause. This subdivision does not prevent a franchisor from exercising a right of first refusal to purchase the franchise. Good cause shall include, but is not limited to:
  - (i) the failure of the proposed transferee to meet the franchisor's then current reasonable qualifications or standards.
  - (ii) the fact that the proposed transferee is a competitor of the franchisor or subfranchisor.
  - (iii) the unwillingness of the proposed transferee to agree in writing to comply with all lawful obligations.
  - (iv) the failure of the franchisee or proposed transferee to pay any sums owing to the franchisor or to cure any default in the franchise agreement existing at the time of the proposed transfer.
- (h) A provision that requires the franchisee to resell to the franchisor items that are not uniquely identified with the franchisor. This subdivision does not prohibit a provision that grants to a franchisor a right of first refusal to purchase the assets of a franchise on the same terms and conditions as a bona fide third party willing and able to purchase those assets, nor does this subdivision prohibit a provision that grants the franchisor the right to acquire the assets of a franchise for the market or appraised value of such assets if the franchisee has breached the lawful provisions of the franchise agreement and has failed to cure the breach in the manner provided in subdivision (c).
- (i) A provision which permits the franchisor to directly or indirectly convey, assign, or otherwise transfer its obligations to fulfill contractual obligations to the franchisee unless provision has been made for providing the required contractual services.
- (j) No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

The fact that there is a notice of this offering on file with the Attorney General does not constitute approval recommendation, or

endorsement by the Attorney General. Any questions regarding this notice should be directed to: Department of Attorney General, Consumer Protection Agency, Attn: Franchise Section, Williams Building 6<sup>th</sup> Floor, 525 West Ottawa Street, Lansing, Michigan 48933 Telephone Number: (517) 373-7117



STATE OF MINNESOTA  
ADDENDUM TO DISCLOSURE DOCUMENT

These licenses have been registered under the Minnesota Franchise Act. Registration does not constitute approval, recommendation, or endorsement by the Commissioner of Commerce of Minnesota or a finding by the Commissioner that the information provided herein is true, complete, and not misleading.

The Minnesota Franchise Act makes it unlawful to offer or sell any license in this state which is subject to registration without first providing to the licensee, at least 7 days prior to the execution by the prospective licensee of any binding license or other agreement, or at least 7 days prior to the payment of any consideration, by the licensee, whichever occurs first, a copy of this public offering statement, together with a copy of all proposed agreements relating to the license. This public offering statement contains a summary only of certain material provisions of the license agreement. The contract or agreement should be referred to for an understanding of all rights and obligations of both the licensor and the licensee.

A provision in a license agreement which requires a licensee to assent to a general release is prohibited under Minnesota Rule 2860.4400D.

With respect to the licenses governed by Minnesota law, Taco Bell will comply with Minnesota Statutes 80C.14 subdivisions 3, 4 and 5 which require except in certain specific cases, that a licensee be given 90 days notice of termination (with 60 days to cure) and 180 days notice for non-renewal of the license agreement.

Liquidated damage provisions are void in the state of Minnesota.

The Risk Factors section of the State Cover Page is supplemented by the following provision:

Minn. Stat. Sec. 80c.21 and Minn. Rule Part 2860.4400j prohibit us from requiring litigation to be conducted outside Minnesota. In addition, nothing in the Franchise Disclosure Document or License Agreement can abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80c, or your rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.

The Minnesota Department of Commerce requires that Taco Bell indemnify Minnesota licensees against liability to third parties resulting from claims by third parties that the licensee's use of Taco Bell's trademark infringes on the trademark rights of the third party. Taco Bell will provide such indemnity only if licensee's use of Taco Bell's trademarks is in accordance with the requirements of the license. As a condition to indemnification, licensee must provide notice to Taco Bell of any infringement claim within ten (10) days of licensee's receipt of such claim and tender the defense of the claim to Taco Bell. If Taco Bell accepts the tender of defense, Taco Bell has the right to manage the defense of the claim including the right to compromise, settle or otherwise resolve the claim, and to determine whether to appeal a final determination of the claim.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

The State of Minnesota also requires that the following Addendum to License Agreement be included in the FDD:

ADDENDUM TO  
LICENSE AGREEMENT FOR THE STATE OF MINNESOTA

In recognition of the requirement of the Minnesota Franchise Act, the parties to the attached TACO BELL FRANCHISOR, LLC LICENSE AGREEMENT (the "Agreement") agree as follows:

1. Section 14 of the Agreement, "Trademarks," shall be supplemented by the following paragraph which shall be considered an integral part of the Agreement:

The Minnesota Department of Commerce requires that Licensor indemnify Minnesota licensees against liability to third parties resulting from claims by third parties that the Licensee's use of Licensor's trademark infringes trademark rights of the third party. Licensor will provide such indemnity only if Licensee's use of Licensor's trademarks is in accordance with the requirements of the license. As a condition to indemnification, Licensee must provide notice to Licensor of any infringement claim within ten (10) days and tender the defense of the claim to Licensor. If Licensor accepts the tender of defense, Licensor has the right to manage the defense of the claim including the right to compromise, settle or otherwise resolve the claim, and to determine whether to appeal a final determination of the claim.

2. Section 15 of the Agreement, "Expiration and Termination," shall be supplemented by the following paragraph which shall be

considered an integral part of the Agreement:

With respect to licenses governed by Minnesota law, the Licensor will comply with Minn. Stat. Sec. 80C.14, Subds. 3, 4, and 5 which require, except in certain specified cases, that a licensee be given 90 days notice of termination (with 60 days to cure) and 180 days notice for non-renewal of the license agreement.

3. Section 16.3 of the Agreement, "Applicable Law," shall be supplemented by the following sentence which shall be considered an integral part of the Agreement:

Minn. Stat. Sec. 80C.21 and Minn. Rule Part 2860.4400J, prohibit us from requiring litigation to be conducted outside Minnesota. In addition, nothing in the offering circular or agreement can abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80C, or your rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction

4. No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

To the extent this Amendment shall be deemed to be inconsistent with any terms or conditions of said License Agreement or Exhibits or Attachments thereto, the terms of this Amendment shall govern.

IN WITNESS WHEREOF, the parties hereto have duly executed and delivered this Amendment to the License Agreement on the same day and year that the License Agreement has been executed.

TACO BELL FRANCHISOR, LLC

LICENSEE

By: \_\_\_\_\_

By: \_\_\_\_\_

Its: \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

STATE OF NEW YORK  
ADDENDUM TO DISCLOSURE DOCUMENT

Registration of this license by New York State does not mean that New York State recommends it or has verified the information in this EDD. If you learn that anything in the offering circular is untrue, contact the Federal Trade Commission and New York State Department of Law, Investor Protection Bureau, 28 Liberty Street, 21<sup>st</sup> Floor, New York, NY 10005.

The licensee will not be granted any exclusive territory. The licensor may, if it chooses, negotiate with you about items covered in the prospectus. However, the licensor cannot use the negotiating process to prevail upon a prospective licensee to accept terms which are less favorable as those set forth in this prospectus.

Item 3 of the FDD is amended by adding at the end of the item the following provision:

“Except as disclosed above or in disclosure documents of its affiliates, none of Taco Bell, its predecessors, its affiliates, or a person identified in Item 2 or of this disclosure document has ever had an administrative, criminal or civil action pending against that person alleging: a felony; a violation of a franchise, antitrust or securities law; fraud, embezzlement, fraudulent conversion, misappropriation of property; unfair or deceptive practices or comparable civil or misdemeanor allegations. No one has been convicted of a felony or pleaded nolo contendere to a felony charge or, within the ten-year period immediately preceding the application for registration, has been convicted of or pleaded nolo contendere to a misdemeanor charge or has been the subject of a civil action alleging: violation of a franchise, antifraud or securities law; fraud, embezzlement, fraudulent conversion or misappropriation of property, or unfair or deceptive practices or comparable allegations. No one is subject to any currently effective injunctive or restrictive order or decree relating to the franchise, or under a federal, State or Canadian franchise, securities, antitrust, trade regulation or trade practice law, resulting from a concluded or pending action or proceeding brought by a public agency; or is subject to any currently effective order of any national securities association or national securities exchanges, as defined in the Securities Exchange Act of 1934, 15 U.S.C.A. 78a et seq., suspending or expelling such persons from membership in such association or exchange; or is subject to a currently effective injunctive or restrictive order relating to any other business activity as a result of an action brought by a public agency or department, including, without limitation, actions affecting a license as a real estate broker or sales agent.”

Item 4 of the FDD is amended by adding at the end of the item the following provision:

“Except as disclosed above, none of Taco Bell, its affiliates, its predecessors, or its officers, during the 10-year period immediately before the date of the disclosure document has: (a) filed as debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code; (b) obtained a discharge of its debts under the bankruptcy code; or (c) was a principal officer of a company or a general partner in a partnership that either filed as a debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code or that obtained a discharge of its debts under the U.S. Bankruptcy Code during or within the 1 year after the officer of the franchisor held this position in the company.”

Item 17. (w) of the FDD is amended by adding to the Summary section the following provision:

“The foregoing Choice of Law should not be considered a waiver of any right conferred upon the Licensee by the General Business Law of the State of New York, Article 33.”

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

The State of New York also requires that the following Addendum to License Agreement be included in the FDD:

ADDENDUM TO  
LICENSE AGREEMENT FOR THE STATE OF NEW YORK

In recognition of the requirement of the New York General Business Law, the parties to the attached TACO BELL FRANCHISOR, LLC LICENSE AGREEMENT (the "Agreement") agree as follows:

Section 15 of the Agreement, "Expiration and Termination," shall be supplemented by the addition of the following paragraph which shall be considered an integral part of the Agreement:

The Licensee is permitted to terminate the Agreement upon any ground available by applicable law under this Agreement.

Section 16.3 of the Agreement, "Applicable Law," shall be supplemented by the following sentence which shall be considered an integral part of the Agreement:

The foregoing choice of law should not be considered a waiver of any right conferred upon either the Licensor or upon the Licensee by the GBL of the State of New York, Article 33.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said License Agreement or Exhibits or Attachments thereto, the terms of this Addendum shall govern.

IN WITNESS WHEREOF, the parties hereto have duly executed and delivered this Addendum to the License Agreement on the same day and year that the License Agreement has been executed.

TACO BELL FRANCHISOR, LLC

LICENSEE

By: \_\_\_\_\_

By: \_\_\_\_\_

Its: \_\_\_\_\_

Its: \_\_\_\_\_

STATE OF NORTH DAKOTA ADDENDUM TO DISCLOSURE DOCUMENT

Pursuant to the North Dakota Franchise Investment Law, Section 51-19-09, the Securities Commissioner has held that a provision in a license agreement which requires a licensee to sign a general release upon transfer of the license agreement is unfair, unjust and inequitable, and is not enforceable in the state of North Dakota.

Pursuant to the North Dakota Franchise Investment Law, Section 51-19-09, the Securities Commissioner has held that a provision in a license agreement which requires a licensee to consent to a waiver of exemplary and punitive damages is unfair, unjust and inequitable, and is not enforceable in the state of North Dakota.

Liquidated damage provisions are void in the state of North Dakota.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

The State of North Dakota requires that the following Addendum to License Agreement be included in the FDD:

ADDENDUM TO  
LICENSE AGREEMENT FOR THE STATE OF NORTH DAKOTA

In recognition of the requirement of the North Dakota Franchise Investment Law, the parties to the attached TACO BELL FRANCHISOR, LLC LICENSE AGREEMENT (the "Agreement") agree as follows:

Section 3.8 of the Agreement, under the heading "Restaurant System and Procedures" shall be supplemented by the following paragraph which shall be considered an integral part of the Agreement:

"North Dakota (North Dakota Franchise Investment Laws, Section 51-19-09) has held that covenants restricting competition contrary to Section 9-08-06 of the North Dakota Century Code, without further disclosing that such covenants may be subject to this statute, are unfair, unjust, or inequitable, and are generally considered unenforceable in the State of North Dakota."

Section 15 of the Agreement, under the heading "Expiration and Termination" shall be supplemented by the following paragraph which shall be considered an integral part of the Agreement:

"North Dakota (North Dakota Franchise Investment Laws, Section 51-19-09) has held that requiring a franchisee to consent to liquidated damages as being unfair, unjust, and inequitable."

Sections 16.3 and 16.4 of the Agreement, under the headings "Choice of Law" and "Jurisdiction and Venue," shall be supplemented by the following paragraph which shall be considered an integral part of the Agreement:

"North Dakota (North Dakota Franchise Investment Laws, Section 51-19-09) has held that requiring franchisees to consent to the jurisdiction of courts or to be governed by laws of a state outside of North Dakota (where the franchise is situated in North Dakota) is unfair, unjust or inequitable."

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

To the extent this Amendment shall be deemed to be inconsistent with any terms or conditions of said License Agreement or Exhibits or Attachments thereto, the terms of this Amendment shall govern.

IN WITNESS WHEREOF, the parties hereto have duly executed and delivered this Amendment to the License Agreement on the same

day and year that the License Agreement has been executed.

TACO BELL FRANCHISOR, LLC

LICENSEE

By: \_\_\_\_\_

By: \_\_\_\_\_

Its: \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

STATE OF RHODE ISLAND  
ADDENDUM TO DISCLOSURE DOCUMENT

Section 199-28.1-14 of the Rhode Island Franchise Investment Act provides: “A provision in a franchise agreement restricting jurisdiction or venue to a forum outside this state or requiring the application of the laws of another state is void with respect to a claim otherwise enforceable under the Act.”

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

STATE OF WASHINGTON  
ADDENDUM TO DISCLOSURE DOCUMENT

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

The State of Washington requires that the following Addendum to License Agreement be included in the FDD:

ADDENDUM TO  
LICENSE AGREEMENT FOR THE STATE OF WASHINGTON

The State of Washington has a Statute, RCW 19.100.180 which may supersede the License Agreement in your relationship with the licensor including the areas of termination and renewal of your license. There may also be court decisions which may supersede the License Agreement in your relationship with the licensor including the areas of termination and renewal of your license.

In any arbitration involving a license purchased in Washington, the arbitration site shall be either in the State of Washington, or in a place mutually agreed upon at the time of the arbitration, or as determined by the arbitrator.

In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW shall prevail.

A release or waiver of rights executed by a licensee shall not include rights under the Washington Franchise Investment Protection Act except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, rights or remedies under the Act such as a right to a jury trial may not be enforceable.

Transfer fees are collectable to the extent that they reflect the licensor's reasonable estimated or actual costs in effecting a transfer.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

The undersigned does hereby acknowledge receipt of this Addendum.

To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said License Agreement or Exhibits or Attachments thereto, the terms of this Addendum shall govern.

IN WITNESS WHEREOF, the parties hereto have duly executed and delivered this Addendum to the License Agreement on the same day and year that the License Agreement has been executed.

TACO BELL FRANCHISOR, LLC

LICENSEE

By: \_\_\_\_\_

By: \_\_\_\_\_

Its: \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_



STATE OF WISCONSIN  
ADDENDUM TO DISCLOSURE DOCUMENT

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

The State of Wisconsin requires that the following Addendum to License Agreement be included in the FDD:

ADDENDUM TO  
LICENSE AGREEMENT FOR THE STATE OF WISCONSIN

In recognition of the requirement of the Wisconsin Fair Dealership Law, the parties to the attached TACO BELL FRANCHISOR, LLC LICENSE AGREEMENT (the "Agreement") agree as follows:

Section 16.3 of the Agreement, "Applicable Law," shall be supplemented by the following sentence which shall be considered an integral part of the Agreement:

The Wisconsin Fair Dealership Law supersedes any provisions of the applicant's license contract or agreement inconsistent with that law.

No statement, questionnaire, or acknowledgment signed or agreed to by a licensee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any licensor, license seller, or other person acting on behalf of the licensor. This provision supersedes any other term of any document executed in connection with the license.

To the extent this Addendum shall be deemed to be inconsistent with any terms or conditions of said License Agreement or Exhibits or Attachments thereto, the terms of this Addendum shall govern.

IN WITNESS WHEREOF, the parties hereto have duly executed and delivered this Addendum to the License Agreement on the same day and year that the License Agreement has been executed.

TACO BELL FRANCHISOR, LLC

LICENSEE

By: \_\_\_\_\_

By: \_\_\_\_\_

Its: \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

# **EXHIBIT I**

## **ASSET PURCHASE AGREEMENT**

# AGREEMENT FOR PURCHASE AND SALE OF CERTAIN ASSETS AND FRANCHISES

DATED [ \_\_\_\_\_ ] [ \_\_\_\_ ], 2024

BY AND AMONG

[TACO BELL OF AMERICA, LLC][TACO BELL CORP.]

AND

TACO BELL FRANCHISOR, LLC

AND

[ \_\_\_\_\_ ]

AND

[ \_\_\_\_\_ ]

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**AGREEMENT FOR PURCHASE AND SALE  
OF CERTAIN ASSETS AND FRANCHISES**

This Agreement for Purchase and Sale of Certain Assets and Franchises ("Agreement") is made and entered into as of [ ] [ ], 20\_\_, by and among [Taco Bell of America, LLC, a Delaware limited liability company][Taco Bell Corp., a California corporation] ("Seller") on the one hand, and [ ], a [corporation][limited liability company] ("Purchaser"), and [ ] (collectively, "Shareholders")<sup>1</sup> on the other hand. Seller's affiliate, Taco Bell Franchisor, LLC, a Delaware limited liability company (as used herein, "TB Franchisor"), by its signature on the signature page hereto, agrees to and acknowledges solely the specific provisions herein which are enumerated on the signature page hereto, with respect to duties or obligations incurred as a franchisor, and incurs no liability or responsibility in connection with any of the other provisions herein. For purposes of this Agreement, the term "affiliate" shall mean, with respect to any person or entity, any other person or entity that directly or indirectly controls, is controlled by, or is under common control with, such first person or entity.

**RECITALS**

- A. Seller (directly or through one of its affiliates) is the owner and operator of certain Taco Bell restaurants, the locations of which are set forth on **Exhibit "A"** hereto (collectively, the "Restaurants");
- B. Seller (directly or through one of its affiliates):
  - i. owns the fee simple interest in the premises ("Fees") on which Restaurants [ ] are located; and
  - ii. leases the premises and improvements ("Leaseholds") on which Restaurants [ ] are located, pursuant to leases ("Leases");

The Fees and the Leaseholds are sometimes referred to herein, collectively, as the "Real Properties." The Real Properties, or any interests therein, to be transferred, conveyed, assigned or leased, as the case may be, to Purchaser pursuant to this Agreement or any other agreement shall not include any excess land owned or leased by Seller which is not necessary for the operation of a Restaurant. Seller (directly or through one of its affiliates) reserves the right to dispose of such property solely for its own benefit without restriction as to the use thereof.

- C. Seller (directly or through one of its affiliates) owns items of personal property which are used in the operation of the Restaurants, described as:
  - i. Inventory of food and paper products ("Inventory");
  - ii. Uniforms and supplies ("Supplies");
  - iii. Furniture, fixtures, equipment and other personal property items located at (and used to operate) the Restaurants ("Equipment"); and

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<sup>1</sup> **Note:** If preferred, "Shareholders" as a defined term can be changed to "Members" here and throughout the document if entity is a limited liability company.

iv. Operating cash in the cash registers at the Restaurants at any given time (“Operating Cash”).

The items identified in (i), (ii), (iii) and (iv) are hereafter referred to as the “Operations Assets.” The Operations Assets, the Fees, the Leaseholds, and the goodwill of the business (not including any goodwill in any trade name, trademark, or service mark of Seller and its affiliates) at each of the Restaurants are hereafter referred to as the “Assets.” Such Assets do not include any site-based licenses or radius licenses issued to Seller or one of its affiliates by the Federal Communications Commission (“FCC”).

D. Seller and its affiliates are the originator of a distinctive concept and type of restaurant for the marketing, preparation and sale of certain Mexican and other style food products (“Taco Bell Restaurants”) and are the owner of the trademarks and service marks appearing in Appendix I of TB Franchisor’s standard franchise agreement (the “Trademarks”); Seller and its affiliates have developed and adopted for their own use and the use of Taco Bell franchisees a unique system of restaurant operation (the “System”), consisting in part of distinctive building designs, advertising signs, specially designed equipment, equipment layout plans, food presentation and formulae, certain business techniques, systems and procedures, and a Taco Bell Restaurants’ operations manual; Seller and its affiliates have established, through their own development and operation, and through the granting of franchises (each as offered and entered into by TB Franchisor), a chain of Taco Bell Restaurants which are uniform in appearance, operation and product consistency and which enjoy a widespread and well established public acceptance due primarily to: (1) the maintenance of uniform, high standards in connection with the preparation and service of TB Franchisor approved menu items, (2) the uniform, high standards of appearance of Taco Bell Restaurants, (3) the use of distinctive trademarks, service marks, building designs and advertising signs representing a uniformly high quality of food products and restaurant services, and (4) the assumption by the Seller, TB Franchisor, and Taco Bell franchisees of the obligation to maintain and enhance the goodwill and public acceptance of Taco Bell Restaurants by strict adherence to the foregoing high standards;

E. Purchaser desires, upon the terms, conditions and provisions hereinafter set forth, to operate each of the Restaurants as a Taco Bell Restaurant pursuant to the terms and subject to the conditions of this Agreement and a Taco Bell franchise agreement substantially in the form of **Exhibit "B"** hereto (the “Taco Bell Franchise Agreement”) and additional documents related to the Taco Bell Franchise Agreement or reasonably required by TB Franchisor to be executed by a franchisee in connection with a Taco Bell Franchise Agreement (each, an “Ancillary Document”), as offered and entered into by TB Franchisor, and will separately obtain any consents and franchises and otherwise take such actions as may be necessary to operate each of the Restaurants in conformity with any requirements of TB Franchisor;

F. Purchaser and Shareholders received on or before [\_\_\_\_\_] [\_\_\_], 20\_\_ TB Franchisor’s Franchise Disclosure Document(s) (“FDD”) dated [\_\_\_\_\_] [\_\_\_], 20\_\_; and

G. Seller desires to sell and transfer (or cause to be sold and transferred) to Purchaser all of the Assets and TB Franchisor desires to issue to Shareholders for assignment to Purchaser a Taco Bell Franchise Agreement allowing for operation of each of the Restaurants, and Purchaser desires to purchase

and accept the transfer of same, all in accordance with the terms and conditions set forth herein; and Shareholders desire that such transaction take place and to enter into a Taco Bell Franchise Agreement with TB Franchisor for the operation of each of the Restaurants as a Taco Bell Restaurant and to assign each of the Taco Bell Franchise Agreements to Purchaser in accordance with Seller's standard forms and procedures.

**NOW, THEREFORE,** in consideration of the mutual promises herein of the parties hereto, and other good and valuable consideration the receipt and sufficiency of which is hereby acknowledged by each of the parties, the parties hereby agree as follows:

**1. Sale and Purchase.** Subject to the terms and conditions hereof, Seller shall sell or cause to be sold the Assets to Purchaser and Purchaser shall purchase the Assets from Seller or one of Seller's affiliates, as applicable. Contemporaneously with such sale and purchase, TB Franchisor shall grant to Shareholders a Taco Bell Franchise Agreement for each of the Restaurants; and Shareholders shall enter into the Taco Bell Franchise Agreements and assign them each to Purchaser using the standard form of assignment provided by TB Franchisor or its designee or affiliate, and Purchaser shall assume each of them-pursuant to such assignment agreement. [For each multi-brand restaurant, Purchaser acknowledges that it will be required to obtain approval from the other food service (e.g., KFC, Pizza Hut) ("Other Food Service") multi-branded with the Taco Bell Restaurant. Seller will assist Purchaser in trying to obtain such approval, but Purchaser understands and agrees that such decision to grant or not grant approval will be the decision of the Other Food Service and not the decision of Seller. Purchaser also acknowledges that, in addition to the Purchase Price and the Initial Franchise Fee (each as defined below) payable to Seller, Purchaser may be required to pay additional initial and/or other fees and sign separate franchise, license or other agreements, in accordance with the standards and procedures of the Other Food Service.]<sup>2</sup>

**2. Purchase Price; Initial Franchise Fee.**

**2.1** The purchase price for the Assets (other than the Inventory, Supplies, Operating Cash and lease deposit reimbursements) shall be [\_\_\_\_\_] and No/100 U.S. Dollars (\$[\_\_\_\_\_]) (the "Purchase Price"), which shall be allocated in accordance with Schedule 2 attached hereto using reasonable allocation figures, prior to the Closing Date (as defined in Section 7). In addition to the Purchase Price, Purchaser shall pay the sum of Forty-Five Thousand and No/100 U.S. Dollars (\$45,000.00) (the "Initial Franchise Fee"), which Purchaser shall pay to TB Franchisor or TB Franchisor's designee (which designee may be Seller, in Seller's capacity as manager on behalf of TB Franchisor) for each of, and as required by, the Taco Bell Franchise Agreements to be issued to Shareholders by TB Franchisor pursuant to the terms hereof.

**2.2** Purchaser acknowledges that the Purchase Price has been reduced by Seller, for the benefit of Seller's affiliate, TB Franchisor, in consideration of Purchaser's obligation to upgrade certain Restaurants ("Upgrade Obligations") and Purchaser agrees to complete its Upgrade Obligations at its sole

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<sup>2</sup> Note: To delete if not relevant.

cost and expense and in accordance with the schedule and specifications detailed on Schedule 2.2<sup>3</sup> attached hereto. Time is of the essence in connection with each of the Upgrade Obligations. Purchaser agrees that failure to complete the Upgrade Obligations in accord with this Section 2.2 and the specifications set forth on Schedule 2.2 will constitute a breach of this Agreement and entitle Seller to collect liquidated damages as described in Section 18.1 hereof. Purchaser also agrees that the Upgrade Obligations run to the benefit of TB Franchisor and that TB Franchisor is entitled to enforce the Upgrade Obligations.

**3. Value of Inventory, Supplies and Operating Cash.** The value of the Inventory, Supplies and Operating Cash is hereby estimated by the parties to be Seven Thousand, Five Hundred and No/100 U.S. Dollars (\$7,500.00) per Restaurant (the "ISC Estimate"), an amount equal to which shall be paid by Purchaser to Seller in immediately available funds at the Closing (as defined in Section 7), as provided below. The actual value of the Inventory, Supplies and Operating Cash shall be determined as of the close of business on the Closing Date by a physical count of all Inventory, Supplies and Operating Cash to be made jointly by Purchaser and Seller at that time. The usable Inventory and Supplies shall be valued at Taco Bell standard costing, except for unpacked uniforms, which shall be valued at one-half standard pricing. Purchaser shall have the right to reasonably reject any excess or outdated Inventory or Supplies. Operating Cash transferred to Purchaser shall be reimbursed to Seller dollar for dollar. Within thirty (30) business days after the Closing Date, or by such time as may be mutually agreed upon by Purchaser and Seller, Purchaser or Seller, as appropriate, shall pay the other party the positive difference between the value of the Inventory, Supplies and Operating Cash and the ISC Estimate paid at Closing.

**4. Payment of Purchase Price.** The Purchase Price (together with the ISC Estimate and the reimbursement to Seller by Purchaser of all security and similar deposits held by each lessor under any Lease) shall be paid in cash to Seller by cashier's check or bank wire transfer to an account or accounts designated in writing by Seller. Purchaser shall pay 2% of the Purchase Price (but not the ISC Estimate or reimbursements described in the foregoing sentence) to Seller upon the execution of this Agreement to serve as a non-refundable deposit and exclusivity fee (the "Exclusivity Fee") and the remaining amounts due under this Section 4 at the Closing.

**5. Transfer of Real Property.<sup>4</sup>**

**[5.1** At Closing, Seller (or the applicable affiliate) shall assign or cause to be assigned the tenant's interest in the Leases to Purchaser effective as of the close of business on Closing Date. Purchaser shall accept the assignment and assume and be responsible for all obligations of the tenant pursuant to the Leases arising from and after the Closing Date. At the Closing, Purchaser and Seller (or its applicable affiliate) shall execute an Assignment and Assumption of Lease in the form of **Exhibit "F"** for each of the Leases. Purchaser acknowledges that Seller's obligation to assign the Leases is contingent upon obtaining all consents required under the Leases, including that of the landlord and landlord's

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<sup>3</sup> Note: If there are no Upgrade Obligations, include "None." on Schedule 2.2.

<sup>4</sup> Note: To incorporate the relevant Section(s) in accordance with the type of real estate transaction.



mortgagee, if such consent is required pursuant to the terms contained therein. Purchaser shall cooperate with Seller and use its best efforts to secure the consents of landlord and landlord's mortgagee if such consents are required pursuant to the terms of the Leases. If a Lease requires that a review fee or other charge be paid to the landlord, its attorneys, accountants or other advisors in connection with the assignment of that Lease, such fee or other charge shall be paid by Purchaser. In the event Seller and Purchaser are unable to obtain any consent required under any Lease for the assignment of the tenant's interest to Purchaser, Seller shall sublease, or cause to be subleased, such interest to Purchaser (if permitted by the terms of the Lease) on terms and conditions reasonably acceptable to Purchaser and Seller. In the event Seller and Purchaser are unable to obtain any consent required under any Lease for a sublease of the affected premises, or are unable to agree on reasonable terms and conditions, either party may terminate this Agreement. Purchaser shall name Seller as an additional insured effective as of the close of business on the Closing Date with respect to its insurance coverage required to be carried under the terms of Leases.]

[5.2. At Closing, Seller (or its applicable affiliate) shall convey to Purchaser a leasehold interest in each of the Fees by way of a land and building lease agreement for each of the Fees substantially in the form of **Exhibit "H"** (the "Land and Building Lease").]

[5.3. At Closing, Seller (or its applicable affiliate) shall convey to Purchaser the fee simple interest in each of the Fees by way of a limited warranty deed (a "Deed") in the substantially similar form (subject to statutory or local requirements) of **Exhibit "I"** which Deed(s) shall include those restrictive covenants described on Exhibit B attached thereto.]

**6. Franchise Agreements; Required Contracts; Assumption of Liabilities.** Prior to or at the Closing, Purchaser shall execute the Taco Bell Franchise Agreement any and all Ancillary Documents that TB Franchisor customarily requires of franchisees, including, but not limited to those described in this Section 6.

**6.1** For each of the Restaurants, TB Franchisor shall cause the issuance to Shareholders of the standard Taco Bell Franchise Agreement for assignment to Purchaser in accordance with TB Franchisor's standard procedures, effective as of the close of business on the Closing Date, each for an original term expiring on the expiration date indicated for such Restaurant on **Exhibit "A"** hereto.

**6.2** Purchaser acknowledges that Pepsi-Cola fountain beverages are being served in the Restaurants. Purchaser shall continue to offer such beverages in the Restaurants following the Closing, shall execute any and all agreements and documents required of franchisees in respect of the Pepsi-Cola Beverage Supply and Marketing Agreement and shall abide by the terms of that contract.

**6.3** Purchaser shall irrevocably assume and, after the Closing, shall exclusively be responsible for, pay, perform and fully satisfy and discharge, in accordance with their terms, all liabilities and obligations arising or accruing, or pertaining to any period after the Closing Date:

- (a) relating to the Restaurants or the Assets or the ownership, operation or condition of the Restaurants or the Assets;

(b) under all contracts, leases and other agreements (including each service, security, maintenance, construction, remodeling and supply contract and any contract relating to the supply of electricity and/or natural gas but excluding any contract for credit card services) pertaining to the Restaurants;

(c) arising from or relating to the Leases; and

(d) without limiting the foregoing, relating to personal injury (including workers' compensation), property damage, death or other injury, damage or loss to, by or of any person or entity, any property or any right, relating to the Restaurants or the Assets or the ownership, operation or condition of the Restaurants or the Assets, including any tort, breach of contract or violation of any statute, regulation or other law or requirement of any state, local or federal governmental agency.

**7. Closing.** The closing of the transactions contemplated hereby ("Closing") shall take place at a mutually acceptable location on or before [\_\_\_\_\_] [\_\_\_\_], 20\_\_ (the "Closing Date"). The escrow agent shall be [\_\_\_\_\_] (the "Escrow Agent") located at [\_\_\_\_\_].

**7.1** Any and all charges of the Escrow Agent, transfer taxes, surveys, environmental testing and searches, title insurance commitments and policies, recording charges and all other closing costs relating to the transfer of the Assets shall be the responsibility of Purchaser.

**7.2** Sales or use taxes assessed on the transfer of the Equipment shall be payable by Purchaser.

**7.3** Each of the parties shall execute and deliver at the Closing all instruments and take such other actions as are required by this Agreement as well as those reasonably requested by any other party to carry out the terms and intent of this Agreement.

**7.4** Possession of the Restaurants and the Operations Assets, and control of the operations of the Restaurants, will be delivered to Purchaser at the close of business on the Closing Date.

**7.5** Funds to be delivered by Purchaser at the Closing shall be wired to the Escrow Agent by 12:00 P.M. Noon (Pacific Time) on the Closing Date.

**7.6** Purchaser understands that it may be obligated to obtain from the FCC new site-based and/or radius licenses, as applicable, for the Restaurants.

**8. Conditions Precedent to Closing.** Seller, Purchaser and Shareholders shall use commercially reasonable efforts to timely fulfill those of the following conditions as are its obligation hereunder, and each other party's obligation to perform under this Agreement is expressly subject to and contingent upon fulfillment of each of the following:

**8.1** Each other party's timely performance and compliance with all respective covenants and conditions required by this Agreement to be performed or complied with by it;

**8.2** Payment from readily available funds for any prorations or adjustments as is Seller's, Purchaser's or Shareholders' responsibility herein (it being understood that any such amounts that

are Seller's responsibility hereunder may be paid, at the election of Seller, from the proceeds of the Purchase Price and other amounts that are payable to Seller hereunder);

**8.3** Purchaser being as of the Closing Date an approved franchisee of TB Franchisor in accordance with TB Franchisor's policies and procedures.

**8.4** Each of Purchaser and Shareholders having paid any and all amounts due to Seller or its affiliates (including KFC Corporation and Pizza Hut, LLC) and due to TB Franchisor, including without limitation any amounts due under any existing Taco Bell Franchise Agreements with TB Franchisor or its affiliates guaranteed by Purchaser or any Shareholder or to which Purchaser or any Shareholder is a party.

**8.5** Delivery to the Escrow Agent on or before the Closing Date of each and all of the following:

- [a. an Assignment and Assumption of Lease for each Lease in the form of **Exhibit "F"** attached hereto;]<sup>5</sup>
- [b. an executed copy of the Land and Building Lease in the form of **Exhibit "H"** for each of the Fees;]<sup>6</sup>
- [c. a Deed for each of the Fees in the form of **Exhibit "I"** attached hereto;]<sup>7</sup>
- d. a Bill of Sale in the form of **Exhibit "C"** attached hereto;
- e. Purchaser's certified Shareholders' resolution authorizing the transactions contemplated by this Agreement;
- f. Purchaser's certified board resolution authorizing the transactions contemplated by this Agreement;
- g. a certificate of Purchaser's good standing as a domestic corporation or a limited liability company, or as a foreign corporation or limited liability company authorized to do business, whichever is applicable, in each state in which one or more of the Restaurants is located and in the state of Purchaser's incorporation, in each case certified by the applicable Secretary of State, no more than thirty (30) days prior to the Closing Date;
- h. a General Release substantially in the form of **Exhibit "D"** hereto;
- i. an opinion letter from Purchaser's counsel dated as of the Closing Date substantially in the form of **Exhibit "E"** hereto; and

**8.6** Purchaser's reasonable, good faith satisfaction as to the condition of the improvements [and the soils] at each of the Restaurants. If Purchaser or Purchaser's lender requires environmental reports relating to the Real Property, Purchaser shall first obtain Seller's written consent and shall retain a nationally recognized firm designated by Seller, in Seller's sole discretion, to perform such work. In no event shall Purchaser have the right to perform (i) environmental audits or inspections with respect to any Leasehold or (ii) any invasive or destructive audit, testing or investigation, including any

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<sup>5</sup> Note: To delete if not relevant.

<sup>6</sup> Note: To delete if not relevant.

<sup>7</sup> Note: To delete if not relevant.

Phase II or asbestos survey on any Real Property. Purchaser, acting reasonably, shall have until [\_\_\_\_\_] [\_\_\_], 20\_\_ (“Premises Notice Date”), to notify Seller in writing [(accompanied by the applicable test results)] of any objections Purchaser or its lender have to the condition of the improvements [and the soils] (“Purchaser’s Premises Objections”). Seller shall have until the Closing Date to, in its sole and absolute discretion, either (a) agree to remedy some or all of Purchaser’s Premises Objections prior to the Closing Date or (b) refuse to remedy such conditions. If Seller refuses to remedy all or some of Purchaser’s Premises Objections, Purchaser may either (a) terminate this Agreement or (b) waive such objections and proceed to Closing. Purchaser’s Premises Objections not identified in writing on or before the Premises Notice Date shall be deemed waived by Purchaser.

**8.7** Purchaser’s reasonable, good faith satisfaction as to title matters affecting the Real Properties other than (a) liens for current *ad valorem* and personal property taxes not yet due and payable and (b) defects and irregularities in title or encumbrances which are not material to the operation of a Taco Bell Restaurant on such premises. Purchaser, acting reasonably, shall have until [\_\_\_\_\_] [\_\_\_], 20\_\_ (“Title Notice Date”) to notify Seller in writing of any objections Purchaser or its lender have to the condition of title and surveys (“Purchaser’s Title Objections”). Seller shall have until the Closing Date to, in its sole and absolute discretion, either (a) agree to remedy all or some of Purchaser’s Title Objections prior to the Closing Date or (b) refuse to remedy such conditions. If Seller refuses to remedy all or some of Purchaser’s Title Objections, Purchaser may either (a) terminate this Agreement or (b) waive such objections and proceed to Closing. Purchaser’s Title Objections not identified in writing on or before the Title Notice Date shall be deemed waived by Purchaser.

**8.8** Purchaser’s compliance, at its sole cost and expense, with the provisions of the Hart-Scott--Rodino Act, Section 7A of the Clayton Act, 15 U.S.C. Section 18a (“HSR Act”). If Purchaser contends Purchaser is exempt from the provisions of the HSR Act, then Seller may demand an opinion of Purchaser’s outside counsel to such effect if Seller has a reasonable basis to believe that Purchaser’s exemption status requires verification, and Purchaser shall provide such opinion at or prior to the Closing.

**8.9** Each party, as to the other parties, hereby waives any obligation to comply with the requirements of the bulk transfer or bulk sales laws of any jurisdiction applicable to the transactions contemplated herein.

**9. Representations and Warranties of Seller.** To induce Purchaser and Shareholders to enter into this Agreement, Seller hereby warrants and represents to Purchaser and Shareholders as of the date hereof and as of the Closing Date:

**9.1** Seller is a duly formed and validly existing [limited liability company][corporation] incorporated in the State of [Delaware][California], in good standing and has full power and authority to execute, deliver and perform this Agreement, and this Agreement and all other documents and instruments executed and delivered by Seller pursuant to this Agreement are the legal and binding obligation of Seller and are enforceable against Seller in accordance with their terms.

**9.2** Seller (either directly or through an affiliate) owns and operates the businesses at the Restaurants; and to the best of its current actual knowledge (a) Seller (either directly or through an

affiliate) has good and marketable title to the Assets except for any matters of record or conditions which are apparent from an inspection of the property; (b) Seller (or an affiliate) is in possession of the Restaurants; and (c) there are no existing tenancies, leases or subleases on any of the Real Properties, except as expressly provided herein to be transferred to Purchaser pursuant hereto.

**9.3** To Seller's current actual knowledge, neither Seller nor any affiliate has assigned, sublet, created, granted or transferred any Leasehold or other interest or estate of any nature or term to any party which will interfere with the transfer or lease of any Fee or Leasehold to Purchaser or Purchaser's possession or use of same as contemplated herein.

**9.4** To Seller's current actual knowledge, each Lease is in full force and effect, the rent and all amounts due thereunder are paid current, and the tenant thereunder is not in material default under any of the terms of any Lease.

**9.5** Seller does not make any warranty as to the condition of the Assets, except as expressly provided in this Section 9, including without limitation any warranty as to merchantability or fitness of the Equipment or other personal property. Except as expressly provided in this Section 9, Purchaser and Shareholders acknowledge that Purchaser is acquiring the Assets in "**AS IS**" condition, without any warranty express or implied.

**9.6** Seller is not a foreign corporation within the meaning of Section 1445 of the Internal Revenue Code, and, therefore, no withholding of tax is required by Purchaser upon the transfer of the Real Properties. Seller's taxpayer identification number is 95-2213656, and Seller's business address is 1 Glen Bell Way, Irvine, California 92618.

**10. Covenants of Seller.** Between the date hereof and the Closing Date Seller (directly or through an affiliate) shall:

**10.1** Except as provided herein, carry on business at the Restaurants in substantially the same manner as heretofore conducted;

**10.2** Maintain the Assets in their current condition in all material respects, subject to ordinary wear and tear; and

**10.3** Pay, discharge and be solely responsible for all obligations incurred in connection with the operation of the Restaurants through the Closing Date.

**11. Representations and Warranties of Purchaser and Shareholders; Post-Closing Covenants of Purchaser and Shareholders.** Each of Purchaser and Shareholders hereby represents and warrants to Seller as of the date hereof and as of the Closing Date the matters set forth in Sections 11.1 and 11.2 below, and after the Closing Date Purchaser shall (and Shareholders shall cause Purchaser to) comply with the covenants set forth in Sections 11.3 and 11.4 below.

**11.1** Purchaser is a duly formed and validly existing [limited liability company][corporation] incorporated in the State of [\_\_\_\_\_], in good standing. Purchaser and each Shareholder have full power and authority to execute, deliver and perform this Agreement. This Agreement and all other documents and instruments executed and delivered by Purchaser and

Shareholders pursuant to this Agreement are the legal and binding obligation of Purchaser and each Shareholder and are enforceable against Purchaser and each Shareholder in accordance with their terms.

**11.2** Except for the express representations made in the FDD issued by TB Franchisor, and herein, neither Seller, anyone acting on behalf of Seller, TB Franchisor, nor anyone acting on behalf of TB Franchisor has made any representation or warranty to Purchaser or any Shareholder with respect to any of the Restaurants, or their condition, or any business conducted or to be conducted thereon; and Purchaser's and Shareholders' execution and delivery of this Agreement, their consummation of the transactions hereby contemplated, and their fulfillment of the terms hereof, will not violate any material provision or result in the material breach of any term or provision of, or constitute a material breach under, or materially conflict with, or cause the acceleration of any obligation under, any material agreement or contract to which Purchaser or any Shareholder is a party or by which Purchaser or any Shareholder is or may be bound, or any judgment, decree, order or award of any court or governmental body, or any applicable law, rule or regulation.

**11.3** Purchaser agrees that for a period of three (3) years from the Closing Date, it will not refinance or restructure its debt or equity that results in Shareholders' equity in Purchaser comprising less than 20% of the sum of the Purchase Price and all closing costs and other costs paid by Purchaser in connection with the purchase of the Restaurants. Notwithstanding the foregoing, Purchaser is expressly prohibited from entering into any sale-leaseback arrangement (a "Sale-Leaseback Transaction") involving the sale and transfer of title in and to the Restaurants and/or all or substantially all of the Operations Assets (the "Offered Assets") for a period of five (5) years from the Closing Date, after which period any such proposed Sale-Leaseback Transaction shall be subject to the terms and conditions as further provided on Schedule 11.4 to this Agreement. Additionally, Purchaser agrees at all times to submit to TB Franchisor or its designee the terms of any refinance transaction or Sale-Leaseback Transaction (after the end of such five (5) year period) that Purchaser proposes to undertake. As a condition to any Sale-Leaseback Transaction (after the end of such five (5) year period), Purchaser shall deliver to TB Franchisor or its designee for its review all pertinent documentation related to the proposed Sale-Leaseback Transaction, including, but not limited to, purchase agreements and lease forms, all of which shall fully comply with the conditions set forth on Schedule 11.4, and Purchaser shall obtain TB Franchisor's or TB Franchisor's designee's prior written consent, which shall not be unreasonably withheld or conditioned, to the terms and conditions and documents in connection with such Sale-Leaseback Transaction. The parties agree that it shall not be unreasonable for TB Franchisor or TB Franchisor's designee to withhold consent if any such Sale-Leaseback Transaction does not fully comply with the supplemental operational and financial conditions set forth on Schedule 11.4, or if the proposed Sale-Leaseback Transaction would result in a reduction of Purchaser's equity below 20% of the Purchase Price, including without limitation all closing costs and other costs, or indebtedness incurred by Purchaser in connection with the purchase of the Restaurants. The foregoing provisions in this Section 11.3 shall be included in the Bill of Sale [and the Deed].

**11.4** Purchaser agrees to comply with the operational and financial conditions set forth on Schedule 11.4 hereto, which include by way of example conditions applicable to all current or future sale/leaseback transactions involving any of the Restaurants or any other YUM! Brands, Inc., a North Carolina corporation (“YUM! Brands”) restaurant concepts or businesses that Purchaser or its affiliates may now or hereafter own, operate or otherwise be involved in. Any such failure by Purchaser to satisfy the conditions set forth on Schedule 11.4 shall constitute a breach by Purchaser under the Taco Bell Franchise Agreements for all the Restaurants.

**11.5** Subject to the terms and conditions set forth in Section 38, Purchaser hereby covenants and agrees that for a five (5) year period from and after the Closing Date, without the prior written consent of Seller, which consent may be withheld by Seller in Seller’s sole and absolute discretion, Purchaser will not (A) transfer any of the Restaurants, or cause or permit any of its affiliates to transfer any of the Restaurants controlled by any such affiliate, to any person or entity, or (B) permit the direct or indirect transfer of any interest in the Purchaser, or any affiliate of the Purchaser that owns an interest (directly or indirectly) in any of the Restaurants.

**12. Survival of Representations, Warranties and Covenants.** All representations and warranties made by each party shall survive the Closing for the benefit of the other parties hereto but only until the first anniversary of the Closing Date, except for: (i) the Upgrade Obligations set forth in Section 2.2 and Schedule 2.2 attached hereto, which shall remain in effect until completed, (ii) the restrictions on sale-leaseback as provided in Section 11.3 which shall remain in effect until the third (3<sup>rd</sup>) anniversary after the Closing Date, and (iii) the prohibitions on transfer of the Restaurants and right of first offer as provided in Section 11.5, which shall remain in effect until the fifth (5<sup>th</sup>) anniversary after the Closing Date. All covenants that describe actions that are required to be taken (or not taken) prior to or at the Closing shall survive the Closing for the benefit of the other parties hereto but only until the first (1<sup>st</sup>) anniversary of the Closing Date, and all covenants that describe actions that are required to be taken (or not taken) after the Closing shall survive until the later to occur of (i) the first (1<sup>st</sup>) anniversary of the Closing Date; (ii) such longer period of time as provided herein for Purchaser’s performance of such actions or as provided in the applicable governing agreement for the performance thereof, or (iii) for such longer period to perform such actions as the parties may mutually agree in writing extending the time for performance thereof.

**13. Fire or Other Casualty.** In the event of destruction or material loss or damage to a Restaurant building due to fire, storm, flood or other casualty prior to the Closing Date, Seller (directly or through an affiliate) shall promptly repair or replace such building prior to the Closing Date or, at Seller’s election, it may at the Closing pay to Purchaser the amount reasonably necessary to effect such repair or replacement.

**14. Prorations/Change of Ownership Transition.** The following charges shall be prorated as of the Closing Date, with Seller (or its applicable affiliate) being responsible for all liabilities and charges relating to the possession or operation of the Restaurants on or prior to the Closing Date and Purchaser being responsible for paying all such liabilities and charges after the Closing Date. All such adjustment payments shall be deemed an adjustment to the Purchase Price.

- (a) Personal property taxes accruing for the year in which the Closing occurs;
- (b) Real property taxes accruing during the year in which the Closing occurs pertaining to the Fees and those which are the lessee's obligation under each Lease;
- (c) Rent (including, but not limited, to percentage rent) and common area maintenance, insurance and other charges under each Lease; and
- (d) All telephone and utility charges and similar obligations relating to the operation of the Restaurants.

To the extent such amounts may be based on an estimate rather than actual statements or invoices and later proved to be inaccurate, payment shall be made within thirty (30) days after the statement or invoices as may be necessary to allocate all such obligations in accordance herewith have been received.

**15. Seller's Employees.** Each individual employed in a non-exempt status at the Restaurants will have his or her employment, wages and benefits terminated by Seller (directly or through an affiliate) effective as of the close of business on the Closing Date and be fully compensated with all monetary and other benefits accrued by him or her up to the date of such termination. Seller (or the applicable affiliate) shall be solely liable and responsible for all accrued salary, vacation, severance and other compensation payable up to the Closing Date. Seller makes no warranty express or implied with respect to the qualifications or character of any such individual at the Restaurants. Purchaser shall tender employment (at will or otherwise) to each of such individuals employed in a non-exempt status at the Restaurants, such employment to commence immediately after the Closing on terms mutually satisfactory to Purchaser and the respective employee; provided, however, that in the event Purchaser in its reasonable discretion determines that one or more of such individuals is not qualified for hire by Purchaser, Purchaser shall in no way be obligated to tender employment to the same, and Purchaser shall immediately (and in any event prior to the Closing) inform Seller of the name of each such individual and the basis for Purchaser's determination. Purchaser shall not terminate, except for cause, the employment of any such individual employed by Purchaser or its affiliate as of immediately after the Closing if such termination could result in WARN Act liability to Seller, and Purchaser shall be fully liable (and shall promptly indemnify Seller and its affiliates) for any liabilities resulting from any action taken (or not taken) by Purchaser or its affiliates post-Closing with respect to any such individuals, including without limitation under the WARN Act and similar state and local laws.

**16. Indemnification by Seller.** Seller shall indemnify, defend and hold harmless Purchaser and Shareholders for, by, from, against and in respect of: (a) any claim, liability, obligation, loss, damage, cost or expense arising from the acts or omissions of Seller arising from the ownership, use, possession or operation (but not the condition) of the Assets or of the Restaurants by Seller prior to the Closing; (b) any damage or deficiency resulting from any misrepresentation, breach of warranty or non-fulfillment of any covenant or agreement on the part of Seller under this Agreement or from any misrepresentation in or omission from any instrument of Seller furnished to Purchaser or Shareholders pursuant to this Agreement; and (c) all reasonable expenses and costs, including arbitration and court costs and reasonable attorneys' fees, incident to the defense against any of the foregoing. This covenant by Seller to indemnify, defend



and hold harmless Purchaser and Shareholders shall survive the Closing. Notwithstanding the foregoing, this indemnity shall not apply to any claim, liability, obligation, loss, damage, cost or expense arising from any condition of the Assets or Restaurants not expressly warranted in Section 9 above (including, without limitation, any such claim, liability, obligation, loss, damage, cost or expense relating to any environmental matter with respect to any of the Assets or Restaurants).

**17. Indemnification by Purchaser and Shareholders.** Purchaser and Shareholders shall jointly and severally indemnify, defend and hold harmless Seller and TB Franchisor for, by, from, against and in respect of: (a) any claim, liability, obligation, loss, damage, cost or expense arising from Purchaser's ownership, use, possession or operation of the Assets or of the Restaurants after the Closing Date, including without limitation acts or omissions of Seller's employees working in the Restaurants after the Closing Date; (b) any damage or deficiency resulting from any misrepresentation, breach of warranty or non-fulfillment of any covenant or agreement on the part of Purchaser or any Shareholder under this Agreement or from any misrepresentation in or omission from any instrument of Purchaser or any Shareholder furnished to Seller or TB Franchisor pursuant to this Agreement; and (c) all reasonable expenses and costs, including arbitration and court costs and reasonable attorneys' fees, incident to the defense of any of the foregoing. This covenant by Purchaser and each Shareholder to indemnify, defend and hold harmless Seller and TB Franchisor shall survive the Closing.

**18. Default and Remedies.**

**18.1** Subject to Section 32 below on Dispute Resolution, should this Agreement fail to close on or prior to the Closing Date by reason of a breach or default by any party, each non-breaching party may pursue any and all remedies provided by law; provided, however, that the damages recoverable by Seller shall be limited to the liquidated damages set forth below. If Seller is unable through commercially reasonable efforts to deliver the Restaurants in the condition provided for in this Agreement at Closing or is unable to obtain any necessary consents required by any Lease, then Purchaser's and Shareholders' only remedy shall be to declare this Agreement null and void. If the Closing has not occurred on or before [\_\_\_\_\_] [\_\_\_], 20\_\_\_ then either party, so long as it is not then in material breach of its obligations hereunder, may terminate this Agreement and all of its obligations hereunder, without waiver of any of its remedies for breach, if any, by any of the other parties hereto.

**LIQUIDATED DAMAGES.** EACH OF PURCHASER, SHAREHOLDERS, AND SELLER HEREBY ACKNOWLEDGES AND AGREES THAT IT WOULD BE DIFFICULT TO MEASURE AGGREGATE DAMAGES IN THE EVENT OF A BREACH HEREOF BY SELLER, PURCHASER OR ANY SHAREHOLDER AND THIS AGREEMENT'S CONSEQUENT TERMINATION PRIOR TO THE CLOSING, BUT THAT A FAIR AND REASONABLE ESTIMATE OF SUCH DAMAGES IS TEN PERCENT (10%) OF THE PURCHASE PRICE, WHICH IN NO WAY REPRESENTS A PENALTY OF ANY SORT. THEREFORE, THE PARTIES HEREBY AGREE THAT IN THE EVENT OF TERMINATION OF THIS AGREEMENT FOR SELLER'S, PURCHASER'S OR ANY SHAREHOLDER'S MATERIAL BREACH OF THIS AGREEMENT PRIOR TO THE CLOSING, SELLER AND PURCHASER SHALL BE ENTITLED TO RECOVER AS LIQUIDATED DAMAGES A SUM EQUAL TO TEN PERCENT (10%) OF THE PURCHASE

PRICE IN AGGREGATE FROM THE BREACHING PARTY (PURCHASER AND SHAREHOLDERS SHALL BE JOINTLY AND SEVERALLY LIABLE), PLUS ALL REASONABLE COSTS INCURRED IN COLLECTION OF SUCH AMOUNT.

**INITIALS:**

**PURCHASER:** \_\_\_\_\_ **SHAREHOLDERS:** \_\_\_\_\_

**SELLER:** \_\_\_\_\_

ADDITIONALLY, EACH OF PURCHASER, SHAREHOLDERS, AND SELLER HEREBY ACKNOWLEDGES AND AGREES THAT THE PURCHASE PRICE HAS BEEN REDUCED IN CONSIDERATION OF PURCHASER'S AGREEMENT AND OBLIGATION TO UPGRADE CERTAIN OF THE RESTAURANTS AT PURCHASER'S COST IN ACCORDANCE WITH THE TERMS OF SECTION 2.2 HEREOF. EACH OF PURCHASER, SHAREHOLDERS, AND SELLER HEREBY FURTHER ACKNOWLEDGES AND AGREES THAT IT WOULD BE DIFFICULT TO MEASURE DAMAGES IN THE EVENT OF A BREACH HEREOF BY PURCHASER OR ANY SHAREHOLDER OF ITS UPGRADE OBLIGATIONS, BUT THAT A FAIR AND REASONABLE ESTIMATE OF SUCH DAMAGES, PER RESTAURANT, IS LISTED BELOW (THE "LIQUIDATED DAMAGES"), WHICH IN NO WAY REPRESENTS A PENALTY OF ANY SORT:<sup>8</sup>

<u>UNIT NO.</u>	<u>LIQUIDATED DAMAGES</u>
[ ]	[\$500,000.00]
[ ]	[\$500,000.00]
[ ]	[\$500,000.00]

THEREFORE, THE PARTIES HEREBY AGREE THAT IN THE EVENT OF PURCHASER'S FAILURE TO COMPLETE ONE OR MORE OF ITS UPGRADE OBLIGATIONS IN ACCORDANCE WITH THE PROVISIONS OF SECTION 2.2 OF THIS AGREEMENT, SELLER SHALL BE ENTITLED TO RECOVER AS LIQUIDATED DAMAGES A SUM EQUAL TO THE RESPECTIVE RESTAURANT'S LIQUIDATED DAMAGES, PLUS ALL OF SELLER'S REASONABLE COSTS INCURRED IN COLLECTION OF SUCH AMOUNT(S).

**INITIALS:**

**PURCHASER:** \_\_\_\_\_ **SHAREHOLDERS:** \_\_\_\_\_

**SELLER:** \_\_\_\_\_

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<sup>8</sup> Note: If there are no Upgrade Obligations, include "N/A" below.

**19. Broker's Fees.** Each party hereby represents and warrants to the other parties that the warranting party has not incurred any obligation to compensate any broker or any other party for any commission, finder's fee, broker's fee or other similar fee as a result of any of the transactions contemplated herein. Purchaser and Shareholders shall jointly and severally indemnify, defend and hold harmless Seller from and against any and all claims, losses, liabilities, or expenses which may be asserted against Seller or any of its affiliates by any finder, broker, or other person claiming any fee or commission by reason of services alleged to have been rendered for or at the instance of Purchaser or Shareholders or any of them in respect to the transactions contemplated by this Agreement. Likewise, Seller shall indemnify, defend and hold harmless Purchaser and Shareholders from and against any and all claims, losses, liabilities, or expenses which may be asserted against Purchaser or Shareholders or any of them by any finder, broker or other person claiming any fee or commission by reason of services alleged to have been rendered for or at the instance of Seller in respect to the transactions contemplated by this Agreement.

**20. Notices.** All notices to be given hereunder shall be in writing and shall be deemed given when first received or tendered during normal business hours for the locale of the addressee at the appropriate address set forth below, or such other address as one party may hereafter provide to the other with not less than three (3) business days' notice.

**If to Seller or TB Franchisor:**

**[SELLER]**  
**1 Glen Bell Way**  
**Irvine, California 92618**  
**Attn: General Counsel**

**If to Purchaser or Shareholders:**

**[PURCHASER]**  
[\_\_\_\_\_  
[\_\_\_\_\_  
**Attn:** [\_\_\_\_\_]

**21. Waiver.** No waiver by any party of any breach or default shall be deemed a waiver of any subsequent or other breach or default. Except as otherwise provided herein, a party to this Agreement may waive a provision of this Agreement only by written notice to the other parties.

**22. Captions.** Captions and paragraph headings used herein are for convenience only and shall not be deemed relevant in construing this Agreement.

**23. Gender.** Whenever any word is used in this Agreement in one gender, it shall also be construed as being used in the other genders, and singular usage shall include the plural and vice versa, all as the context shall require.

**24. Exhibits.** All exhibits and schedules expressly referenced herein are hereby incorporated by reference into and made a part of this Agreement.

**25. Counterparts.** This Agreement may be executed in any number of counterparts; each such counterpart, when executed by all parties, shall be deemed to constitute one and the same instrument and shall be deemed an original hereof.

**26. Severability.** If any provision of this Agreement is declared void or unenforceable, such provision shall be deemed deleted from this Agreement, the remaining portions of this Agreement shall remain in full force and effect and the deleted portion shall be replaced with valid and enforceable language which in the arbiter's judgment most closely reflects the parties' original intent.

**27. Costs and Expenses.** Each party shall pay its own legal fees and costs incurred in connection with the negotiation, preparation and consummation of this Agreement.

**28. Successors and Assigns.** This Agreement shall be binding upon and inure to the benefit of the parties hereto, and their respective successors in interest and assigns. This Agreement shall not, however, be assignable or transferable in whole or in part, by any party hereto except upon the express prior written consent of the other parties, except that each of Seller and TB Franchisor may assign its interest in this Agreement to any of its affiliates, so long as such assignment does not relieve the assignor of any of its liabilities to Purchaser or Shareholders. Nothing contained in this Agreement is intended to confer upon any person, other than the parties hereto and their respective heirs, successors and permitted assigns, any rights, remedies or obligations under, or by reason of this Agreement.

**29. Additional Acts and Documents.** Each party hereto shall do all such things and take all such actions to make, execute and deliver such other documents and instruments, as shall be reasonably requested to carry out the provisions, intent and purpose of this Agreement.

**30. Time.** Time is of the essence in respect of this Agreement and each and every provision hereof.

**31. Governing Law.** This Agreement shall be deemed to be made under, construed in accordance with, and governed by, the laws of the state of New York, but without regard to its choice of law provisions.

**32. Dispute Resolution.** For purposes of this Section only, Purchaser shall be deemed the exclusive authorized agent of, with full authority to bind and act on behalf of Shareholders and each of them, and on its own behalf. The parties shall attempt to resolve and settle by direct, private negotiation any claim, controversy or dispute (each, a "Dispute") that arises under or in relation to this Agreement. If Seller and Purchaser cannot resolve and settle a Dispute by private negotiation within ten (10) business days after one party gives the other written notice that a Dispute exists, either may demand in writing that the Dispute be submitted to non-binding mediation as follows:

**32.1** Mediation shall occur in Orange County, California, before a single mediator, using facilities and mediation rules of the National Franchise Mediation Program, a dispute resolution process for franchising administered under the auspices of CPR Legal Program, Inc. ("CPR").

**32.2** Within five (5) business days after receipt of such demand, Seller and Purchaser shall jointly request CPR to nominate three (3) available, qualified mediators to Seller and Purchaser. To be qualified, a mediator must have experience with business format franchising and have no prior business or professional relationship with either party, other than as mediator. To be available, a mediator must be generally available to conduct the mediation within the thirty (30) day period following the parties' selection of the mediator. Within five (5) business days after receiving the list of nominees, each of Seller and Purchaser shall inform CPR in confidence of such party's first choice of mediator. If both Seller and Purchaser choose the same nominee, such nominee shall be the mediator. If Seller and Purchaser choose different nominees, the nominee not selected by either party shall be the mediator.

**32.3** The parties shall share the mediation filing fee and neutral costs of the mediation equally, but shall bear separately all other costs (including but not limited to their respective attorneys' fees, travel costs, etc.) Each of Seller and Purchaser shall send at least one (1) representative to the mediation conference who has authority to enter into a binding contract on that party's behalf and on behalf of its respective principal(s). Seller and Purchaser and the mediator shall sign an agreement committing each of them to keep the outcome and proceeding of the mediation confidential, except as required by law.

**32.4** If either Seller or Purchaser fails or refuses to participate in mediation in accordance with this Section, the other shall be entitled to immediately file suit or otherwise enforce its rights.

**32.5** In the event any party hereto commences any litigation against any other party hereto concerning this Agreement, the prevailing party shall be entitled to recover its attorneys' fees, costs and expenses, including without limitation expert fees, reasonably incurred by such party in the litigation.

With respect to any court proceeding between Purchaser and Seller concerning the enforcement, construction or alleged breach or termination of this Agreement, or any other claim arising out of or related to this Agreement, Purchaser and each Shareholder hereby submits to the personal jurisdiction and venue of the federal and California state courts located in Orange County, California, for all such matters, and shall not commence against Seller any court proceeding concerning such matters in any other courts.

**33. Entire Agreement.** This Agreement, together with the ancillary documents expressly referenced herein, represents the entire agreement of the parties with respect to the purchase and sale described herein, and all agreements pertaining to such purchase and sale entered into prior hereto are revoked and superseded by this Agreement. No representations, warranties, inducements or oral agreements with respect thereto have been made by any of the parties except as expressly set forth herein, in other contemporaneous written agreements, or in the FDD furnished by TB Franchisor. Except as expressly provided otherwise herein, this Agreement may not be changed, modified or rescinded except in writing, signed by all parties hereto, and any attempt at oral modifications of this Agreement shall be void and of no effect.

**34. Guaranty.** Each of the Shareholders hereby jointly and severally guarantees the full and timely performance of all of Purchaser's and each other's obligations herein.

**35. Confidentiality and Press Releases.** Except as required by law or applicable listing requirements, each party hereto shall keep all of the terms and provisions of this Agreement in strictest confidence for five (5) years, or until every party has expressly agreed otherwise, provided that nothing in this Section 35 shall prevent either party from sharing this Agreement with its affiliates, accountants, legal representatives and other persons who have a reasonable need to know the terms and provisions of this Agreement and agree in writing to keep such matters confidential as if they were a party to this Section 35. No party shall issue or participate in any press release that contains any specific information pertaining to this transaction (including, without limitation, the Purchase Price) unless every other party hereto has expressly agreed in writing to such press release.

**36. Approval by Management.** Seller's obligations hereunder and the terms of Purchaser's financing pursuant to Section 37 are subject to written approval by senior management of Seller and YUM! Brands. If such senior management does not approve the proposed transaction or such financing, Seller may terminate this Agreement (and all of its obligations hereunder) by delivering written notice thereof to Purchaser.

**37. Financing.** Purchaser and Shareholders shall use commercially reasonable efforts to obtain financing to facilitate their purchase of the Assets; provided that Purchaser and Shareholders may not seek or obtain financing in excess of eighty percent (80%) of the Purchase Price plus all closing costs borne by Purchaser and Shareholders, the remainder being deemed equity. Neither Purchaser nor Shareholders shall borrow funds to meet the equity requirement set forth herein, it being understood that Purchaser and Shareholders shall borrow funds from its lender or otherwise only as disclosed in documents submitted to Seller and to TB Franchisor or its designated manager for financial approval by Seller and TB Franchisor or its designated manager for the transactions contemplated herein. Purchaser further agrees that it will not, during the first three (3) years following Closing, without the prior written consent of TB Franchisor or its designated manager, which shall not be unreasonably withheld, refinance or restructure any portion of Purchaser's debt or equity assumed or contributed in connection with the transactions contemplated hereby. The parties agree that it shall not be unreasonable for TB Franchisor or its designated manager to withhold its consent if such refinancing or restructuring would result in a reduction of equity below the minimum level required by this Section 37.

**38. Prohibition on Transfers; Right of First Offer.**

**38.1** Purchaser hereby agrees and covenants that for a five (5) year period from and after the Closing Date, without the prior written consent of Seller, which consent may be withheld by Seller in Seller's sole and absolute discretion, Purchaser will not (A) transfer any of the Offered Assets (as such term is defined in Section 11.3 herein) owned by Purchaser, or cause or permit any of its affiliates to transfer any of the Offered Assets controlled by any such affiliate, to any person or entity, or (B) permit the direct or indirect transfer of any interest in the Purchaser, or any affiliate of the Purchaser that owns an interest (directly or indirectly) in any of the Offered Assets, or (C) engage in any Sale-Leaseback Transaction involving the Offered Assets.

**38.2** Purchaser hereby also agrees and covenants that during the five (5) year period from and after the Closing Date, if Purchaser intends to sell or otherwise transfer of any or all of the Offered Assets (a "Resale"), Purchaser must offer in writing to Seller any or all Offered Assets that Purchaser purchased under this Agreement for the price paid by Purchaser under this Agreement without any adjustment before proposing any sale or transfer of any or all of the Offered Assets acquired under this Agreement to any third-party or affiliate of Purchaser (the "Right of First Offer"). Seller shall have a commercially reasonable period of time, not to exceed thirty (30) days, to evaluate such offer to sell any or all of the Offered Assets and inspect the same and to either elect to purchase such Offered Assets or waive such Right of First Offer in writing. If Seller fails to exercise such right to purchase such Offered Assets as identified in writing from Purchaser within said thirty (30) days, Purchaser may proceed to sell such Offered

Assets to a third-party but at a sale price not less than that as contained in the notice and offer to sell provided to Seller. If Seller does not exercise its right to purchase the Offered Assets and Purchaser proceeds to sell such Offered Assets at any time during the five (5) year period from and after the Closing Date to any third-party in a bona fide transfer for at least full fair market value, Purchaser (or the successor in interest to Purchaser at such time) shall pay to Seller an amount equal to one-half (1/2) of the difference between the Resale purchase price for such Offered Assets and the Purchase Price allocated to such Offered Assets as identified on Schedule 2 attached hereto. Further, any waiver or election by Seller not to exercise such right to purchase such Offered Assets shall not waive, nor be deemed to be a waiver of, Seller's rights hereunder, which shall continue through said five (5) year period with respect to any subsequent offers to sell any or all of the Offered Assets. The foregoing provisions in this Section 38 shall be included in the Bill of Sale [and the Deed].

**39. 1031 Exchange.** Purchaser agrees to cooperate with Seller in Seller's effecting a tax-deferred exchange under Internal Revenue Code Section 1031. Seller shall have the right, expressly reserved here, to elect this tax-deferred exchange at any time before the Closing Date, and further, Purchaser and Seller agree that the consummation of this Agreement is contingent on the exchange being effected if Seller so elects. If Seller elects to effect a tax-deferred exchange, Purchaser agrees to execute such additional escrow instructions, documents, agreements or instruments reasonably required to effect the exchange.

**40. Pre-Ordered Merchandise.** Purchaser and Shareholders acknowledge that Seller has, or may have, ordered prior to the Closing Date certain merchandise and promotional materials for the Restaurants, which merchandise and promotional materials are to be delivered and paid for after the Closing Date. Purchaser agrees to accept and pay for such merchandise and promotional materials in the quantities, for the prices and otherwise on the same terms and conditions as agreed to by Seller with such vendors, and hereby assumes all obligations of Seller and its affiliates with regard thereto.

**41. New Development.** TB Franchisor or its affiliates have identified one or more territories ("Territories") that have potential for development of one or more new Taco Bell restaurants (each, a "New Development"). With respect to any such Territories, TB Franchisor and Purchaser agree to enter into a Development Agreement at or prior to the Closing in the form substantially similar to that attached hereto as **Exhibit "G"**, pursuant to which Purchaser will develop [ ] new Taco Bell restaurants within the Territories. The timelines for completion, and other requirements related to each New Development, are set forth on Schedule 41 attached hereto.

**42. Waiver of Captive Mall Development.** Purchaser acknowledges and agrees that it has no right to object to the development of any Express unit owned, franchised or licensed by Seller, TB Franchisor or any of their affiliates to be located in the mall locations, if any, listed below (each a "Captive Express Development"). Purchaser waives any impact protection relating to the Captive Express Development under Seller's, TB Franchisor's or any of their affiliates' then-current Integrated Expansion

and TBx Development Policy. Purchaser agrees to execute and deliver a waiver of all claims and rights related to the below locations (if any) at Closing and at any time after Closing upon request from Seller.

DMA Name	Mall Name	Mall Location

**43. Single Integrated Transaction.** Notwithstanding any provision in this Agreement or in any other agreement between or among them, Purchaser, Seller and Shareholders severally and collectively intend, acknowledge and agree that this Agreement and each and every agreement, instrument and contract referenced in this Agreement or executed or delivered in connection with or pursuant to this Agreement or in connection with or to effect the purchase and sale contemplated herein (collectively, the “Integrated Agreements”) do and shall be deemed to constitute one single, integrated transaction and agreement. Without limiting the foregoing, the parties further acknowledge and agree as follows:

**43.1** Without limitation, the parties intend and agree that the Integrated Agreements shall include the following and they shall not be severed or severable from one another for any purpose: (i) this Agreement and all exhibits and schedules referenced herein or attached hereto, including all exhibits and schedules listed on the “List of Exhibits and Schedules” attached hereto; (ii) the Taco Bell Franchise Agreements, as defined herein, and all exhibits, schedules and attachments thereto, as well as any other franchise agreement(s) governing the operations of the Restaurants, including all Upgrade Obligations; and (iii) the Real Property Leases, Assignment and Assumption of Leases and any sublease.

**43.2** The parties intend and agree that the Integrated Agreements shall constitute one single, integrated transaction and agreement, notwithstanding the fact that: (i) the Integrated Agreements may be executed at different times by different parties; (ii) different consideration may be apportioned among the Integrated Agreements; (iii) the Integrated Agreements may provide that they are assignable; and (iv) the Integrated Agreements may have terms or durations of varying lengths, including with respect to the Taco Bell Franchise Agreements and the Real Property Leases.

**43.3** Purchaser and Shareholders, if any, acknowledge and agree that Seller would not have entered into this Agreement or any of the Integrated Agreements absent Purchasers’ execution of and performance under all of the Integrated Agreements, including the Taco Bell Franchise Agreements, the Real Property Leases, the Assignment and Assumption of Leases and the subleases.

**44. New Construction in Process.** Each new unit construction in-process project store (each, a “CIP Store”), as set forth below, is currently under development by Seller. Purchaser will be required to pay an initial franchise fee for each CIP Store (the “CIP Fee”) to Seller at the Closing. After the Closing, Purchaser will reimburse Seller for all Development Costs (as defined below) incurred up to the Closing Date for each CIP Store.

[Purchaser agrees to assume all obligations [for the development of the CIP Stores and, after the Closing, Seller will [transfer to Purchaser the deed associated with each CIP Store][convey to purchaser



each CIP Store pursuant to an Assignment and Assumption of Lease in the form of **Exhibit “F”**]. Purchaser agrees that each CIP Store must be open no later than the date set out below, provided, however, that if Shareholders and Purchaser are diligently pursuing an opening of the CIP Store, and fail to comply with the date set out below, this shall not constitute a default under Section 18 hereof, nor shall the liquidated damages contemplated thereunder apply as long as the CIP Store is open no later than [INSERT DATE] of the applicable year.]<sup>9</sup>

[After the Closing, Seller shall continue the construction-in-process project for each CIP Store. The closing for the CIP Store(s) (the “CIP Closing”) shall be deferred until such time that Seller notifies Purchaser that the construction in-process project is completed. The CIP Closing shall occur upon the same terms and conditions as the Closing for the other Restaurants. Upon the occurrence of the CIP Closing, i) Purchaser will reimburse Seller for any and all Development Costs not previously reimbursed to Seller, ii) Purchaser will pay all other Closing costs as otherwise provided for hereunder (including, but not limited to, transfer taxes and the costs associated with title insurance, if any), and iii) Seller will [transfer to Purchaser the deed associated with each CIP Store][convey to purchaser each CIP Store pursuant to an Assignment and Assumption of Lease in the form of **Exhibit “F”**].]<sup>10</sup>

As used herein, “Development Costs” shall mean the aggregate of all out-of-pocket costs of Seller or any of its affiliates incurred in connection with any or all of the lease or fee property purchase negotiations, including, as applicable, costs associated with the design, engineering, permitting, construction, connection and finishing of any or all of the property, appurtenances to the property, site work, materials, building improvements, landscaping, equipment, signage, utilities and warranting of, at, on or connected with the development of each CIP Store, whether for tangible or intangible real or personal property or services (such as architectural, engineering, legal, etc.) or otherwise.

Store Number	Address	City	State	Estimated Completion Date	Estimated Completion Costs

*[Signature page follows]*

<sup>9</sup> Note: To incorporate if Purchaser is to complete CIP Store(s) after Closing.

<sup>10</sup> Note: To incorporate if Seller is to complete CIP Store(s) after Closing.

**IN WITNESS WHEREOF**, the parties hereto through their duly authorized signatories have caused this Agreement to be executed and delivered as of the date first above written.

**PURCHASER:**

\_\_\_\_\_

a \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Its: \_\_\_\_\_

**SELLER:**

\_\_\_\_\_

a \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Its: \_\_\_\_\_

**SHAREHOLDERS:**

\_\_\_\_\_  
Name:

\_\_\_\_\_  
Name:

**TB FRANCHISOR:**

Taco Bell Franchisor, LLC, by signing below through its duly authorized signatory, acknowledges and agrees solely to the following specifically enumerated provisions of this Agreement with respect to duties or obligations incurred as a franchisor: the Preamble; Recital H; and Sections 1, 2.1, 2.2, 6.1, 11.2, 11.3, 11.4, 20, 28, 33, 37, 38 and 41, and incurs no liability or responsibility in connection with any of the other provisions herein.

**TACO BELL FRANCHISOR, LLC**

a Delaware limited liability company

**BY: Taco Bell Corp., as its Manager**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Its: \_\_\_\_\_

**[Signature page to Asset Purchase Agreement]**

## LIST OF EXHIBITS AND SCHEDULES

### EXHIBITS

- A THE RESTAURANTS
- B FORM OF FRANCHISE AGREEMENT
- C BILL OF SALE
- D GENERAL RELEASE
- E FORM OF OPINION OF COUNSEL
- [F ASSIGNMENT AND ASSUMPTION OF LEASE]<sup>11</sup>
- G MARKET BUILD OUT AGREEMENT
- [H LAND AND BUILDING LEASE]<sup>12</sup>
- [I LIMITED WARRANTY DEED]<sup>13</sup>

### SCHEDULES

- 2 ALLOCATION OF PURCHASE PRICE
- 2.2 UPGRADE OBLIGATIONS
- 11.4 SUPPLEMENTAL OPERATIONAL AND FINANCIAL CONDITIONS
- 41 NEW DEVELOPMENT

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<sup>11</sup> Note: To delete this exhibit if not applicable.

<sup>12</sup> Note: To delete this exhibit if not applicable.

<sup>13</sup> Note: To delete this exhibit if not applicable.

**EXHIBIT "A"**

**THE RESTAURANTS**

STORE NUMBER	ADDRESS	TYPE	EXPIRATION DATE

# EXHIBIT “B”

## TACO BELL FRANCHISOR, LLC FORM OF FRANCHISE AGREEMENT

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# TACO BELL FRANCHISOR, LLC FRANCHISE AGREEMENT

THIS AGREEMENT is made date, by and between TACO BELL FRANCHISOR, LLC, a Delaware limited liability company (the "Company"), and names (the "Franchisee").

## RECITALS

A. The Company is the originator of a distinctive concept for the marketing, preparation and sale of certain Mexican and other style food products (the "TACO BELL RESTAURANTS" or the "Restaurants").

B. The Company owns or controls various trademarks, service marks, trade names, trade dress, designs (including product package designs), symbols, emblems, logos, insignias, external and internal building designs and architectural features and combinations of the foregoing (collectively, the "Trademarks"), which are used by it, its franchisees and its licensees in offering, selling and distributing its products and services. Some of the Trademarks are set forth and described on Appendix 1 to this Agreement.

C. The Company has developed, owns and has adopted for its own use and the use of its franchisees and licensees a unique system of quick service restaurant operation (the "Taco Bell System" or the "System"), consisting of a variety of distinctive sign and facility designs, equipment specifications and layouts, recipes, methods of food presentation and service, business techniques, copyrighted manuals and other materials, trade secrets, know-how and technology.

D. The Company has established, and is continuing to develop and operate, a chain of quick service "Taco Bell" and "Taco Bell Express" restaurants or units which are fundamentally uniform in image and in food style and which share many fundamental menu items and methods of operation (the "Taco Bell Chain").

E. The Taco Bell Chain enjoys widespread public acceptance due in part to (1) uniform high standards for the preparation, presentation and service of Taco Bell food; (2) an essentially uniform menu, image, appearance and methods of operation in all Restaurants and units; (3) uniform use of the System and the valuable and distinctive Trademarks; and (4) the Taco Bell franchisees' and licensees' commitments to maintain and enhance the goodwill and public acceptance of Taco Bell products, services and Restaurants by strict adherence to these uniform standards as they now exist and may be revised from time to time pursuant to this Agreement.

F. The Franchisee, aware of the above, has applied for a franchise and desires to establish and operate a Taco Bell Restaurant upon the terms and conditions set forth in this Agreement.

## WITNESSETH

The parties hereby act and agree as follows:

### SECTION 1: GRANT OF LICENSE

1.0 The Company hereby grants to the Franchisee a limited license to use the Trademarks solely in direct connection with the sale of the food, beverage and other products referred to in Subsection 3.5 from the TACO BELL RESTAURANT to be established pursuant to this Agreement at the following location:

Unit No. unit  
address  
city state zip  
(the "Restaurant")

The grant of this limited license to use the Trademarks is further subject to the terms, conditions and limitations hereinafter set forth; including, among others, those contained in Section 14 entitled "TRADEMARKS."

1.1 Throughout the Term of this Agreement (as defined below), Franchisee shall operate the Restaurant in strict accordance with the terms of this Agreement and shall perform all other obligations of the Franchisee provided for by this Agreement.

## SECTION 2: TERM

2.0 This Agreement shall continue for a term of \_\_\_\_ years, unless earlier terminated in accordance with Subsection 5.1 or any of the other conditions and provisions hereof (the "Term"), commencing with the date on which the Restaurant is opened for business to the public (if a writing stating the opening date and signed by the Parties is attached hereto) or forty-five days from date, whichever is earlier (the "Date of Grant"). Upon and after expiration of the Term (a) the Franchisee shall have no expectation or right to continue, extend, renew, or otherwise replace the license granted in Section 1 of this Agreement or to continue to operate the Restaurant, and (b) the Company shall have no expectation or right to require the Franchisee to continue to operate the Restaurant.

## SECTION 3: RESTAURANT SYSTEM AND PROCEDURES

3.0 To the extent deemed appropriate by the Company in its sole discretion, based on the Franchisee's experience and performance at any particular time during the Term, the Company will use commercially reasonable efforts to furnish the Franchisee with advice and assistance in managing and operating a TACO BELL RESTAURANT, including periodic visits by the Company's representatives. A Company representative will assist the Franchisee in coordinating the Restaurant pre-opening activities, and will be available to assist with Restaurant operations throughout the opening week, as reasonably needed. In addition, the Company will develop and present to the Franchisee, and the Franchisee and the Company shall carry out, an advertising program designed for the initial opening of the Restaurant.

3.1 The Franchisee shall devote his or her full time, best efforts and constant personal attention to the day to day operation of the Restaurant. In order to facilitate the devotion of such personal attention, either the Franchisee or a qualified manager of the Restaurant shall maintain his or her personal principal residence within a usual driving time of approximately one hour from the Restaurant. Unless the Company shall have given its prior advance written approval, the Franchisee shall have the Restaurant open for business during such hours as are specified by the Company in the Manual described in Subsection 3.2 below (the "Manual"). In addition, and without limiting the generality of the foregoing responsibilities, the Franchisee shall:

- (a) Operate the Restaurant in a clean, safe and orderly manner, providing courteous, first-class service to the public;
- (b) Diligently promote and make every reasonable effort to increase the business of the Restaurant;
- (c) Advertise the business of the Restaurant by the use of the Trademarks and such other insignia, slogans, emblems, symbols, designs and other identifying characteristics as may be developed or established from time to time by the Company and included in the Manual; and
- (d) Prevent the use of the Restaurant for any immoral or illegal purpose, or for any other purpose, business activity, use or function which is not expressly authorized hereunder or in the Manual.

3.2 The Franchisee hereby acknowledges receipt and loan of a copy of the Company's Franchise Operations Manual, and shall faithfully, completely and continuously perform, fulfill, observe and follow all instructions, requirements, standards, specifications, systems and procedures contained therein; including, those dealing with the selection, purchase, storage, preparation, packaging, service and sale (including menu content and presentation) of all food and beverage products, and the maintenance and repair of Restaurant buildings, grounds, furnishings, fixtures, and equipment, as well as those relating to employee uniforms and dress, accounting, bookkeeping, record retention and other business systems, procedures and operations. By this reference, the Company's Franchise Operations Manual, as presently constituted and as it may hereafter be amended and supplemented by the Company from time to time (the "Manual") is incorporated in and made part of this Agreement. The Franchisee acknowledges that the materials contained in the Manual are integral, necessary and material elements of the System.

3.3 The Company shall have the right at any time and from time to time, in the good faith exercise of its reasonable business judgment, consistent with the overall best interests of TACO BELL RESTAURANTS generally, to revise, amend, delete from and add to the System and the material contained in the Manual. The Franchisee shall promptly comply with all such revisions, amendments, deletions and additions.

3.4 The Franchisee understands, acknowledges and agrees that strict conformity with the System, including the standards, specifications, systems, procedures, requirements and instructions contained in this Agreement and in the Manual, is vitally important to the success not only of the Company, but to the collective success of all Taco Bell franchisees, including the Franchisee, by reason of the benefits all franchisees and the Company will derive from chain uniformity in food products, identity, quality, appearance, facilities and service among all TACO BELL RESTAURANTS. Any failure to adhere to the standards, specifications, requirements or instructions contained in this Agreement or in the Manual shall constitute a material breach of this Agreement.

3.5 The Franchisee shall offer for sale only from the Restaurant premises and at all times when the Restaurant is open for business all and only the food, beverages and other products expressly described in the Manual, unless the Franchisee shall have received the Company's prior written consent to any exception. No food, beverage or other products shall be offered or sold at or from the Restaurant under or in connection with any trademark or service mark other than the Trademarks without the prior written authorization of the Company in each case.



3.6 The Franchisee further understands, acknowledges and agrees that the Company is the owner of all rights in and to the System, including the information and materials described or contained in the Manual, and that the System, including such information and materials, constitutes trade secrets of the Company which are revealed to the Franchisee in confidence, and that no right is given to or acquired by the Franchisee to disclose, duplicate, license, sell or reveal any portion thereof to any person, other than an employee of the Franchisee required by his or her work to be familiar with relevant portions thereof. The Franchisee hereby represents, warrants and promises to keep and respect such confidences extended by the Company to the Franchisee, to obtain from employees with access to such information an agreement to keep and respect such confidences, and to be responsible for compliance by said employees with such agreements.

3.7 The Manual and all such other materials furnished to the Franchisee hereunder are and shall remain the property of the Company and shall be returned by the Franchisee to the Company immediately upon the expiration or earlier termination of this Agreement for any reason.

3.8 During the term of this Agreement, the Franchisee shall not, without the prior express written consent of the Company, directly or indirectly, perform any services for, engage in or acquire any financial, beneficial or equity interest in, any business similar to that of the Restaurant. In the event this Agreement is terminated by the Company for breach by the Franchisee, the same restrictions shall apply for a period of one year following such termination, but only with respect to similar businesses operated within a ten mile radius of the Restaurant. For purposes of this subsection, a "similar business" is a restaurant business which prepares or sells Mexican style food products. Notwithstanding the foregoing, the Franchisee and his or her family, collectively, may own up to ten percent (10%) of the stock of a publicly traded company engaged in a similar business. If any court or other tribunal having jurisdiction to determine the validity or enforceability of this subsection determines that it would be invalid or unenforceable as written, then in such event the provisions hereof shall be deemed modified to the extent necessary to be valid and enforceable.

#### **SECTION 4: TRAINING**

4.0 The Company shall make available to the Franchisee and one Restaurant manager, the Company's TACO BELL RESTAURANT operations training course.

4.1 Before the Restaurant shall open for business, one person from the Franchisee's organization who is designated to be the initial manager of the Restaurant shall either: (a) attend, for such period of time as the Company shall deem reasonably necessary, and complete the Company's training course to the reasonable satisfaction of the Company, or (b) otherwise be approved by the Company to manage the Restaurant. In the event this Agreement is the first franchise agreement between the Company and the Franchisee, then before the Restaurant shall open for business, the Franchisee shall also attend, for such period of time as the Company shall deem reasonably necessary, and complete the Company's training course to the reasonable satisfaction of the Company. If the Franchisee fails to successfully complete the Company's training course, then at the option of the Company this Agreement may be terminated.

4.2 The Franchisee and at least one Restaurant manager shall, from time to time as reasonably required by the Company, personally attend and complete a Company-provided refresher course in TACO BELL RESTAURANT operations.

4.3 The Franchisee shall be responsible for the compliance of Restaurant operations with the standards, methods, techniques and material taught at the Company's operations training course, and shall cause the Restaurant employees to be trained in such standards, methods and techniques as are relevant to the performance of their respective duties.

4.4 Attendance of the Franchisee and one manager of the Restaurant shall be tuition-free at all training courses, but at the Franchisee's sole cost and expense, including, without limitation, the cost of travel, lodging, meals and other related and incidental expenses.

#### **SECTION 5: RESTAURANT MAINTENANCE**

5.0 The Franchisee shall, at the Franchisee's sole cost and expense, maintain and repair the Restaurant, related equipment, signage, improvements, landscaping and the Restaurant premises in conformity with the standards, specifications and requirements of the System, as the same may be designated by the Company from time to time, and as appropriate replace any or all of such items (other than the Restaurant building or premises). The Franchisee shall replace equipment as necessary or desirable at the Franchisee's cost and expense and obtain at his or her cost and expense any new or additional equipment as may be reasonably required by the Company for new products, procedures, administration, marketing or communication. Except as may be expressly provided in the Manual, no alterations or improvements, or changes of any kind in design, equipment or decor shall be made in, on or about the Restaurant or Restaurant premises without the prior written approval of the Company in each instance. The Franchisee shall at the Franchisee's sole cost and expense, replace as necessary such equipment, signage, improvements and landscaping in conformity with such standards, specifications and requirements of the System.

5.1 As a condition of continuing this Agreement after the [eleventh anniversary of the Date of Grant, the Franchisee shall, between the tenth and eleventh anniversaries of the Date of Grant] [thirteenth anniversary of the Date of Grant, the Franchisee shall, between the twelfth and the thirteenth anniversaries of the Date of Grant], upgrade the Restaurant in accordance with the Manual ("Mid-Term Upgrade"). The scope of the Mid-Term Upgrade shall be defined in the Manual and generally shall include an interior refresh (including paint, counters, seats, settees, chairs, tables, soffits, and lighting), an exterior refresh (including paint and the addition of, modification to, or incorporation of any new critical design elements), and a signage upgrade. The Franchisee must obtain the Company's

prior written approval of the exact scope of the Mid-Term Upgrade pursuant to the procedures stated in the Manual. In the event the Franchisee fails to obtain the Company's prior written approval or complete timely the Mid-Term upgrade pursuant to this section, Franchisor may terminate this Agreement pursuant to Section 15.

5.2 In order to assure the continued success of the Restaurant, the Franchisee shall, from time to time as reasonably required by the Company (taking into consideration the cost and then remaining term of this Agreement), modernize or modify the image of the Restaurant building, premises and equipment to the Company's then current, reasonable standards and specifications. The Franchisee's obligations under this subsection are in addition to, and shall not relieve the Franchisee from, any of its other obligations under this Agreement, including those contained in the Manual. However, no such modernization or re-imaging shall be required by the Company unless and until the Company has at that time committed to implement such standards and specifications within the then current or following calendar year in at least twenty-five percent (25%) of those TACO BELL RESTAURANTS then operated by the Company within the United States.

5.3 If the Franchisee is or becomes a lessee of the Restaurant premises, the Franchisee shall provide the Company with a true and correct, complete copy of any such lease, and shall have included therein provisions, in form satisfactory to the Company, expressly permitting both the Franchisee and the Company reasonable opportunity to take all actions and make all alterations referred to under Subsection 15.2(b). Any such lease shall also require the lessor thereunder to give the Company reasonable notice of any contemplated termination and a reasonable time in which to take and make the above actions and alterations and provide that the Franchisee has the unrestricted right to assign such lease to the Company.

## **SECTION 6: ADVERTISING AND PUBLICITY**

6.0 The Company shall develop and administer advertising and sales promotion programs designed to promote and enhance the collective success of all TACO BELL RESTAURANTS. It is expressly understood, acknowledged and agreed that in all phases of such advertising and promotion, including, without limitation, type, quantity, timing, placement and choice of media, market areas and advertising agencies, the decisions of the Company made in good faith shall be final and binding. The Franchisee shall have the right to participate actively in all such advertising and sales promotion programs, but only in full and complete accordance with such terms and conditions as may be established by the Company for each such program.

6.1 (a) The Company will establish and maintain a fund (the "Marketing Fund") separate from any Company accounts. The Company will deposit into the Marketing Fund all marketing fees received from the Franchisee pursuant to Subsection 7.0(c) below and an amount equal to four and one-quarter percent (4.25%) of the Gross Sales (as defined below) from Company operations of TACO BELL RESTAURANTS in the United States (except Hawaii). The Company will provide an accounting of the Marketing Fund to the Taco Bell franchise advisory council ("FRANMAC") pursuant to the Marketing Fund Policy.

(b) The Company has and will in consultation with FRANMAC develop, publish and modify from time to time as necessary a Marketing Fund Policy, which shall be part of the Manual and will set forth procedures and guidelines for disbursements and expenditures from the Marketing Fund. All monies in the Marketing Fund, including any interest or other income earned from the investment of such monies must be spent and disbursed only in accordance with this Agreement and the Marketing Fund Policy. The Franchisee hereby agrees that the Company can shift into the Marketing Fund any excess funds remaining in funds, sub-funds, or other accounts established or maintained in connection with prior forms of franchise agreement or marketing fund policies, including fees or monies that Franchisee paid, or that were collected from Franchisee, in connection with prior franchise agreements between the Franchisee and the Company.

(c) The Company shall use the Marketing Fund in its good faith determination to disseminate, improve and support the public awareness and image of the Taco Bell brand, the Taco Bell System and its goods and services available to the public, to increase System-wide sales, to purchase advertising, to pay for the development, support, and dissemination of other marketing and media programs on a regional or national basis (including but not limited to promotions, public relations, event marketing, research and clearance of programs, talent and residuals), to pay for the creation and production of advertising, and as otherwise permitted by the Marketing Fund Policy; provided, however, in any given calendar year not more than one-quarter of the aggregate of all marketing fees contributed to the Marketing Fund from franchise and Company Restaurants in the United States (except Hawaii) shall be spent on the production and creation of advertising.

6.2 The Company may temporarily invest any or all of the monies held in the Marketing Fund from time to time at the sole discretion of the Company in accordance with the Marketing Fund Policy. All interest or other income received from such investments may be used by the Company to pay for the expenses of administering the Marketing Fund. Any such amounts not used for this purpose shall be designated Marketing Funds and disbursed according to the Marketing Fund Policy.

6.3 All advertising copy and other materials shall be in strict accordance and conformity with the standards, formats and specimens contained in the Manual. In the event the Franchisee wishes to depart from the materials contained in the Manual, the Franchisee shall submit, in each instance, the proposed advertising copy and materials to the Company for approval in advance of publication, and shall use only such advertising copy and materials as have been approved in writing by the Company. In no event shall the Franchisee's advertising contain any statement or material which may be considered (a) in bad taste or offensive to the public or to any group of persons, or (b) defamatory of any person or an attack on any competitor.

6.4 In order to maintain the high reputation of the Taco Bell System and for the benefit of all of its operators, the Franchisee shall report immediately by telephone to the Company the occurrence of any incident at or concerning the Restaurant or the

business conducted there which is or is likely to become the subject of publicity through the news media or otherwise. The Franchisee hereby acknowledges that the Company alone is authorized to speak or make statements, public or private, on behalf of the Taco Bell brand or the Taco Bell System, and the Franchisee shall in every instance consult and coordinate with the Company in advance of communicating with the media or of creating publicity for the brand or System outside the normal course of business.

## SECTION 7: FEES

7.0 As partial consideration for the rights granted hereunder, the Franchisee shall pay the Company throughout the Term:

(a) An initial franchise fee of \_\_\_\_\_ Dollars (\$\_\_\_\_\_) due upon execution hereof. The Franchisee acknowledges that the granting of this franchise is the only consideration for the payment of this initial franchise fee. The Franchisee shall spend five thousand dollars (\$5,000.00) within six (6) months of opening the Restaurant in advertising and promoting the opening of the Restaurant in accordance with the Company's opening procedures for franchised restaurants. Upon receipt of paid invoices or other proofs of expenditure, the Company will reimburse the Franchisee for the grand opening expenses in an amount not to exceed \$5,000.00. Any and all such paid invoices or other proofs of expenditure must be submitted to the Company within nine (9) months from the opening date of the Restaurant. In the event that the Franchisee and the Restaurant qualify for or otherwise receive a waiver of or reduction in the initial franchise fee, the Franchisee shall still spend and provide the Company with proof of the grand opening expenses as noted above; however, the Company will not reimburse the Franchisee for any grand opening expenses;-

(b) A franchise fee for each of the Company's four-week accounting periods (or five-week accounting periods, as determined from time to time by the Company, each whether four or five weeks an "accounting period") equal to five and one-half percent (5.5%) of Gross Sales (as defined below); and

(c) A marketing fee for each of the accounting periods equal to four and one-quarter percent (4.25%) of Gross Sales (as defined below).

(d) Notwithstanding the foregoing, if a federal, state or local law in which the Restaurant is located prohibits or restricts in any way the Franchisee's ability to pay and/or the Company's ability to collect that portion of the period franchise fee (identified in "(b)" above) or period marketing fee (identified in "(c)" above) related to Gross Sales deriving from the sale of alcoholic beverages at the Restaurant (an "Alcohol Restriction Law"), then the Franchisee instead will be required to pay as the period franchise fee and period marketing fee whatever increased percentages of the Restaurant's non-alcoholic beverage Gross Sales (that is, total period Gross Sales minus the amount of Gross Sales derived from the Franchisee's sale of alcoholic beverages) as will result in the Franchisee's paying the period franchise fee and period marketing fee which would otherwise pertain if Franchisee were not subject to an Alcohol Restriction Law.

7.1 Due Dates. Until notified otherwise by the Company, the periodic fees required pursuant to Subsection 7.0 shall be paid by check mailed and postmarked on or before the fifth (5th) business day immediately following the four (or five) week accounting period (as designated by the Company) in which such sales were made. When so notified by the Company, the periodic fees required pursuant to Subsection 7.0 shall be paid by electronic funds transfer received on or before the fifth (5th) business day immediately following the last day of the pertinent accounting period (as designated by the Company) in which such sales were made. Any payment which is not paid when due shall incur the then-customary administrative charge and shall bear interest from and after the due date at the rate of (i) eighteen percent (18%) per annum or (ii) the highest rate permitted by law, whichever is less.

7.2 Definition. The term "Gross Sales" as used in this Agreement shall mean the total of all cash or other payments received for the sale of food, beverages and other tangible property of every kind sold at, in, upon, or from the Restaurant, and all amounts which shall be received as compensation for any services rendered therefrom, excluding only sales taxes, employee meals, overruns and refunds to customers.

7.3 Taxes. All fees paid by the Franchisee to the Company pursuant to this Agreement shall be paid to the Company net of any and all withholding, excise, gross receipts, sales, use and other similar taxes (other than state or federal corporate income tax of the Company), so that, for example, in the event any governmental entity would impose a tax of 5% on royalties paid by the Franchisee hereunder, then the Franchisee would pay to the Company 5.79% of the Restaurant's Gross Sales as the franchise fee instead of the 5.5% of Gross Sales payable without any such tax.

## SECTION 8: RECORD KEEPING

8.0 From time to time, the Company may provide the Franchisee with a TACO BELL RESTAURANT record keeping system and forms, and the Franchisee shall employ such system, without modification, in connection with the business of the Restaurant.

8.1 The Franchisee shall complete and submit to the Company on a regular, continuous basis:

- (a) Weekly Restaurant Reports, on or before the fifth business day after each week in each accounting period;
- (b) Period Restaurant Reports, on or before the fifth business day after expiration of each accounting period; and

(c) Annual Restaurant Reports, on or before 90 days following the end of each calendar year or the end of the Franchisee's fiscal year, whichever is pertinent.

8.2 The Annual Restaurant Reports referred to above shall include a balance sheet dated as of the end of the pertinent year and a profit and loss statement for such year, together with such additional financial information as the Company may reasonably request, all prepared in accordance with generally accepted accounting principles. Such balance sheet and profit and loss statement must be reviewed by an independent certified public accountant and be in accordance with Statements on Standards for Accounting and Review Services and must contain a signed opinion by such accountant to that effect. If the Franchisee fails to provide the Company with any such financial statement, the Company shall have the right to have an independent audit made of the Franchisee's books and records, and the Franchisee shall promptly reimburse the Company for the cost thereof.

8.3 Each of the Reports referred to in this section shall be completed by the Franchisee or the Franchisee's accountant in the respective specimen forms, and in accordance with the instructions, contained in the Manual. Time is of the essence with respect to completion and submission of each such Report. Franchisee hereby consents to the Company's release of information regarding the Restaurant's sales to associations of franchisees, to consultants of the Company, to advertising agencies and to other parties considered appropriate by the Company.

8.4 If the Franchisee is a corporation, it shall maintain an accurate stock register. In the event that the beneficial ownership of the Franchisee's stock differs in any respect from record ownership, the Franchisee shall also maintain a list of the names, addresses and interests of all beneficial owners of its stock. The Franchisee shall produce its stock register and any list of beneficial owners, certified by the corporation's secretary to be correct, at the Restaurant at any reasonable time and from time to time after ten days' prior written request by the Company. Company representatives shall have the right to examine the stock register and any list of beneficial owners and to reproduce all or any part thereof. In addition, all record and beneficial stock holders of the Franchisee shall jointly and severally guaranty the full and faithful performance of all agreements, duties and obligations required to be performed, fulfilled or observed by the Franchisee under this Agreement.

8.5 Without limiting the generality of Subsection 9.0, below, Company representatives shall have the right at all times during normal business hours to confer with Restaurant employees and customers, and to inspect the Franchisee's books, records and tax returns, or such portions thereof as pertain to the operation of the Restaurant business. All such books, records and tax returns shall be kept and maintained at the Restaurant premises or such other place as may be agreed to from time to time in writing by the parties. If any such inspection reveals that the Gross Sales reported in any report or statement are less than the actual Gross Sales ascertained by such inspection, then the Franchisee shall immediately pay the Company the additional amount of fees owing by reason of the understatement of Gross Sales previously reported, together with interest and administrative charges as provided in Subsection 7.1. In the event that any report or statement understates Gross Sales by more than two percent (2%) of the actual Gross Sales ascertained by the Company's inspection, the Franchisee shall, in addition to making the payment provided for in the immediately preceding sentence, pay and reimburse the Company for any and all expenses incurred in connection with its inspection, including, but not limited to, reasonable accounting and legal fees. Such payments shall be without prejudice to any other rights or remedies the Company may have under this Agreement or otherwise.

## **SECTION 9: RESTAURANT INSPECTION**

9.0 The Company shall have the right at any time and from time to time without notice to have its representatives enter the Restaurant premises for the purpose of inspecting the condition thereof and the operation of the Restaurant for compliance with the standards, specifications, requirements and instructions contained in this Agreement and in the Manual, and for any other reasonable purpose connected with the operation of the Restaurant.

## **SECTION 10: RELATIONSHIP OF PARTIES AND INDEMNIFICATION**

10.0 The Franchisee is not, and shall not represent or hold itself out as, an agent, legal representative, joint venturer, joint employer, partner, employee or servant of the Company for any purpose whatsoever and, where permitted by law to do so, shall file a business certificate to such effect with the proper recording authorities. The Franchisee is an independent contractor and is not authorized to make any contract, agreement, commitment, warranty or representation on behalf of the Company, or to create any obligation express or implied on behalf of the Company. The Franchisee agrees that the Company is not, and the Franchisee hereby covenants not to claim that the Company is, in any way a "fiduciary" as regards the Franchisee. The Franchisee shall not use the name TACO BELL or any similar words as part of or in association with any trade name or name of any business entity directly or indirectly associated with the Franchisee.

10.1 Franchisee agrees that it will, at its sole cost, at all times indemnify, defend and hold harmless the Company; any of the Company's parents, affiliates, subsidiaries, successors, assigns and designees; and, the officers, directors, managers, employees, agents, attorneys, shareholders, owners, members, designees and representatives of each of the foregoing (the Company and all others referenced above being the "Company Parties"), to the fullest extent permitted by law, from all claims, losses, liabilities and costs incurred in connection with any action, suit, proceeding, claim, demand, investigation, or formal or informal inquiry (regardless of whether any of the foregoing is reduced to judgment) or any settlement of the foregoing, which actually or allegedly, directly or indirectly, is related in any way to any element of the Franchisee's establishment, design, construction, conversion, opening, remodeling, renovation and/or operation of the Restaurant and/or Franchisee's franchised business, including (without limitation) (i) any personal injury, death, or property damage suffered by any customer, visitor, operator, vendor, contractor, subcontractor, employee or guest of the Restaurant and/or Franchisee's

franchised business, (ii) all acts, errors, neglects or omissions of Franchisee or Franchisee's franchised business and/or any of its or their owners, officers, directors, management, employees, agent, servants, contractors, partners, proprietors, affiliates or representatives (or any third party acting on Franchisee's behalf or direction) related to the operation of the restaurant; the preparation, offer and sale of food and beverage items thereat; and, all liabilities directly or indirectly arising from or related to any sale at or from the restaurant of beer, wine and/or other alcoholic beverages (including "dram shop" liabilities), and (iii) any actual or alleged claim that Franchisor and Franchisee are joint employers of any Franchisee employee or personnel. As used above, the phrase "claims, losses, liabilities and costs" includes all claims; causes of action; fines; penalties; liabilities; losses; compensatory, exemplary, statutory, or punitive damages or liabilities; costs of investigation; court costs and expenses; actual attorneys' and experts' fees and disbursements; settlement amounts; judgments; compensation for damage to the Company's reputation and goodwill; travel, food, lodging and other living expenses necessitated by the need or desire to appear before (or witness the proceedings of) courts or tribunals (including arbitration tribunals), or government or quasi-governmental entities (including those incurred by the Company Parties' attorneys and/or experts); all expenses of recall, refunds, compensation and public notices; and, other such amounts incurred in connection with the matters described. Franchisee agrees to give the Company written notice of any such action, suit, proceeding, claim, demand, inquiry or investigation that could be the basis for a claim for indemnification by any Company Party within three days of Franchisee's actual or constructive knowledge of it. At Franchisee's sole expense and risk, The Company may elect to assume the defense and/or settlement of the action, suit, proceeding, claim, demand, inquiry or investigation. The Company's undertaking of defense and/or settlement will in no way diminish Franchisee's indemnification obligations hereunder.

Franchisee agrees that any failure by the Company Parties to pursue recovery from third parties or mitigate loss will in no way reduce the amounts recoverable by the Company Parties from Franchisee. The indemnification obligations of this Section will survive the expiration or sooner termination of this Agreement.

10.2 Franchisee hereby irrevocably affirms, attests and covenants its understanding that Franchisee's employees are employed exclusively by Franchisee and in no fashion is any such employee either employed, jointly employed or co-employed by the Company. Franchisee further affirms and attests that each of its employees is under the exclusive dominion and control of the Franchisee and never under the direct or indirect control of the Company in any fashion whatsoever. The Company and Franchisee hereby agree that, with respect to the employees working at or in the Restaurant, Franchisee alone has the right and obligation, and the Company has absolutely no right or obligation, to:

- (a) hire the employees;
- (b) determine the employees' compensation and other benefits;
- (c) establish the employees' schedules;
- (d) pay all salaries, benefits, and employee-related liabilities, e.g., workers' compensation; payroll taxes;
- (e) discipline or terminate the employees;

(f) determine the number of employees working at the Restaurant (subject to any minimum staffing guidelines the Company may publish for the purpose of ensuring Franchisee has the capability at all times to satisfy the Company's food safety and product quality standards);

(g) train the employees as it sees fit (subject to the use of the Company's training materials, developed to ensure customers receive a consistent brand experience, and full compliance with the Company's food safety and product quality standards).

Finally, should it ever be asserted that the Company is the employer, joint employer or co-employer of any of Franchisee's employees in any private or government investigation, action, proceeding, arbitration or other setting, Franchisee irrevocably agrees to assist the Company in defending said allegation, including (if necessary) appearing at any venue requested by the Company to testify on the Company's behalf (and, as may be necessary, submitting itself to depositions, other appearances and/or preparing affidavits dismissive of any allegation that the Company is the employer, joint employer or co-employer of any of Franchisee's employees). To the extent the Company is the only named party in any such investigation, action, proceeding, arbitration or other setting to the exclusion of Franchisee, then should any such appearance by Franchisee be required or requested by the Company, it will reimburse Franchisee the reasonable costs associated with Franchisee appearing at any such venue (including travel, lodging, meals and *per diem* salary).

## SECTION 11: INSURANCE

11.0 The Franchisee shall procure before the commencement of Restaurant operations and maintain in full force and effect during the entire term of this Agreement, at its sole cost and expense, an insurance policy or policies protecting the Franchisee and the Company against any and all loss, liability or occurrence, arising out of or in connection with the condition, operation, use or occupancy of the Restaurant or Restaurant premises. The Company shall be named as an additional insured in all such policies, workers' compensation excepted. Such policy or policies shall be written by an insurance company or companies satisfactory to the Company and with a minimum Best's Rating of A- or other such comparable rating and shall include coverage in at least the following types and amounts:

**KIND OF INSURANCE**

Workers' Compensation  
 Employers' Liability  
 Commercial General Liability

Products Liability

Liquor Liability Insurance

**MINIMUM LIMITS OF LIABILITY**

Statutory  
 \$2,000,000 per occurrence  
 \$2,000,000 per occurrence  
 \$5,000,000 annual aggregate  
 per occurrence included in  
 Commercial General Liability,  
 separate annual aggregate of \$5,000,000  
 \$3,000,000 annual aggregate per common cause and as further set out  
 below

The insurance afforded by the policy or policies shall be primary with respect to insurance maintained by the Company and shall not be limited in any way by reason of any insurance which may be maintained by the Company. Subject to the express prior written approval of the Company (which the Company may withhold in its good faith discretion), that such program would not put the Company at any greater risk or exposure than would coverage from insurers described above, and to the Franchisee's full compliance with all pertinent laws and regulations, the Franchisee may satisfy its obligations with respect to Workers' Compensation coverage through a self-insurance program. Franchisee is only required to maintain Liquor Liability Insurance if serving alcoholic beverages at the Restaurant. Franchisee is required to maintain such Liquor Liability Insurance with limits of not less than the equivalent of \$3,000,000.00 each common cause and \$3,000,000.00 annual aggregate covering bodily injury and property damage if liability for either bodily injury or property damage is imposed by reason of the selling, serving or furnishing of any alcoholic beverage by Franchisee.

11.1 Within thirty (30) days after the execution of this Agreement, but in no event later than one week before the Restaurant opens for business, Certificates of Insurance showing compliance with the requirements of Subsection 11.0 shall be furnished by the Franchisee to the Company for approval. Such certificates shall state that the policy or policies shall not be canceled or altered without at least thirty (30) days' prior written notice to the Company. Maintenance of such insurance and the performance by the Franchisee of its obligations under this Section 11 shall not relieve the Franchisee of liability under the indemnity provisions of this Agreement or limit such liability.

11.2 The Franchisee shall maintain an all-risk property insurance (fire) policy on the Restaurant buildings and other improvements, equipment, furnishings, fixtures, signage and any additions. The policy shall be written on the basis of replacement cost of the property and shall include a minimum of six months' coverage for business interruption. Such policy or policies shall be written by an insurance company with a minimum Best's Rating of A- or other such comparable rating.

11.3 Should the Franchisee, for any reason, not timely procure and maintain the insurance coverage required by this section, then the Company shall have the right and authority to immediately procure such insurance coverage as part of or separate from its own policies, in its sole discretion, and to charge the cost thereof to the Franchisee, which charges shall be paid immediately upon notice and shall be subject to charges for late payments in the manner set forth in Subsection 7.1.

11.4 The Franchisee's insurance shall be endorsed to add the Company and each of its parents, subsidiaries, affiliates, officers, shareholders, members, directors, and employees as additional insureds.

**SECTION 12: DEBTS AND TAXES**

12.0 The Franchisee shall pay promptly when due all obligations incurred directly or indirectly in connection with the Restaurant and its operation, including, without limitation, all taxes and assessments that may be assessed against the Restaurant land, building and other improvements, equipment, fixtures, signs, furnishings and other property, and all liens and encumbrances of every kind and character created or placed upon or against any of said property (subject, however, to any conflicting provisions of any arm's length, bona fide lease or leases of any of the foregoing property), and all accounts and other indebtedness of every kind and character incurred by or on behalf of the Franchisee in the conduct of the Restaurant business.

**SECTION 13: SALE AND ASSIGNMENT**

13.0 The Franchisee's rights and interests under this Agreement and any interest in any of the Restaurant land, building, equipment, fixtures or other things which are subject to the provisions of this Agreement shall not be subject to sale, assignment, transfer or encumbrance, including the granting of any lien or security interest (all of which are hereinafter included within the term "transfer") in whole or in part in any manner whatsoever without the prior express written consent of the Company. The Company will not, however, unreasonably withhold its consent to any proposed sale or assignment. In considering a request for transfer, the Company will consider, among other things, the qualifications, apparent ability and credit standing of the proposed transferee as if the same were a prospective, direct franchisee of the Company; provided that Company may, in its sole discretion, set limits from time to time as to the number of Restaurants any franchisee or its affiliates (or prospective transferee and its affiliates) may own and operate at any given time, may prohibit or condition sale leaseback transactions and/or may withhold its consent to the proposed sale of all then owned Restaurants to a single prospective transferee via one or more transfer transactions. In addition, the Company shall require as a condition precedent to the granting of its consent with respect to any transfer that:

(a) there shall be no existing default in the performance or observance of any of the Franchisee's obligations under this Agreement or any other agreement with the Company and the Restaurant shall be in condition and appearance satisfactory to the Company and in accordance with its standards at that time;

(b) the Franchisee shall have settled all outstanding accounts with the Company and its affiliates and executed a Release in a form satisfactory to the Company;

(c) the Franchisee shall have paid the Company its then current transfer fee applicable to the type of transfer proposed. The amount of the transfer fee will be set by the Company from time to time and will be limited to the Company's good faith estimate of its costs and expenses expected to be incurred in connection with investigating the qualifications of the proposed transferee, training the proposed transferee and the direct administrative costs of reviewing and effecting the transfer;

(d) unless already a Taco Bell franchisee, the proposed transferee shall have personally attended and satisfactorily completed the Company's tuition-free training program; and

(e) the proposed transferee shall have executed the Company's then current form of Franchise Agreement for a term equal to the remaining term of this Agreement but requiring no initial franchise fee and requiring no greater periodic franchise fee than the applicable fee set forth in Subsection 7.0(b) above, except that the items described in clauses (c) and (d) above shall not be required with respect to a proposed transferee that is only to receive the benefits of a lien or security interest or borrowed money. Neither this Agreement nor any of the rights or interests conferred on the Franchisee hereunder shall be retained by the Franchisee as security for the payment of any obligation that may arise by reason of any such transfer.

13.1 It is acknowledged and agreed that a material part of the consideration for the Company's entering into this Agreement is the personal confidence reposed in the Franchisee, and no person shall succeed to any of the rights of the Franchisee under this Agreement by virtue of any voluntary or involuntary proceeding in foreclosure, bankruptcy, receivership, attachment, execution, assignment for the benefit of creditors or other legal process.

13.2 Except as expressly provided for herein, any attempt by the Franchisee to transfer any of its rights or interests under this Agreement shall constitute a material breach of this Agreement and the Company shall have the right to terminate this Agreement. The Company shall not be bound by any attempted sale, assignment, transfer, conveyance or encumbrance in any manner whatsoever, by law or otherwise, of any of the Franchisee's rights or interests under this Agreement.

13.3 If the Franchisee desires to conduct business in a corporate capacity, the Company will consent to the assignment of this Agreement to a corporation approved by the Company, provided that the Franchisee complies with the provisions hereinafter specified and any other condition which the Company may require, including restrictions on the number, identity and legal status of stockholders of the assignee corporation. Such assignee corporation shall be closely held and shall not engage in any business activity other than that directly related to the operation of TACO BELL RESTAURANTS franchised by the Company.

If the Franchisee's rights are assigned to a corporation, the individual Franchisee named herein or otherwise expressly designated in writing by the Company shall at all times be the legal and beneficial owner of at least 51% of the stock of the assignee corporation, and shall act as such corporation's principal officer; provided, however, subject to the express prior written consent of the Company, such stock may be held in trust by a trustee under a trust indenture, with each trustee and beneficiary of such trust personally guaranteeing all of the obligations of the Franchisee hereunder. Any issuance or transfer of stock in such corporation shall be treated for the purposes of this Agreement as a transfer of the Franchisee's rights under this Agreement requiring the Company's consent as provided herein. The Franchisee must prior to any issuance or transfer of any stock furnish the Company with a written notice containing the details of such proposed issuance or transfer in advance thereof. The Articles of Incorporation and the By-Laws of the assignee corporation shall reflect that the issuance and transfer of shares of stock are restricted, and all stock certificates shall bear the following legend, which shall be printed legibly and conspicuously on the face of each stock certificate:

"The transfer of this stock is subject to the terms and conditions of a franchise agreement with Taco Bell Franchisor, LLC and certain restrictions set forth in the charter and bylaws of this corporation, and no such transfer shall be valid unless Taco Bell Franchisor, LLC has consented thereto."

The Franchisee acknowledges that the purpose of the aforesaid restriction is to protect the Company's trademarks, service marks, trade secrets and operating procedures as well as the Company's general, high reputation and image, and is for the mutual benefit of the Company, the Franchisee and other franchisees of the Company. The Company shall not unreasonably restrict the issuance or transfer of shares of stock, provided that in no event shall any share of stock of such assignee corporation be sold, transferred or assigned to a business competitor of the Company.

13.4 The Franchisee shall at all times throughout the term of this Agreement have on file with the Company the name of a designated successor agent, approved by the Company, and authorized by the Franchisee to make, subject to and immediately upon the death or legal incapacity of the Franchisee (or if the Franchisee is not an individual, its designated agent), all operating decisions with respect to the Restaurant business (including but not limited to hiring and severance of employment, voting in the Local Association, purchasing, maintenance, etc.). Not less often than once each calendar year, the Franchisee shall confirm or change in writing such designated successor agent.

In the event of the death or legal incapacity of the Franchisee or, where the Franchisee is a corporation, any person owning the legal or beneficial interest in 10% or more of the outstanding stock of the Franchisee, the rights and obligations of the Franchisee or of such stockholder hereunder shall inure to the benefit of such of the executors, administrators, heirs, conservators or legatees of the Franchisee or such stockholder (collectively the "Legatee") as shall (i) elect, in a written notice received by the Company within one hundred twenty (120) days after the date of death, or the judicial determination of legal incapacity, to perform all of the duties and obligations required to be performed, fulfilled and observed by the Franchisee under this Agreement and (ii) be determined by the Company, in its good faith discretion, to be able to perform such duties and obligations. In the event the Company determines that the Legatee is not capable of performing all of the duties and obligations required to be performed by the Franchisee under this Agreement, the Legatee shall use best efforts within the six (6) months from the date of written notice from the Company to sell the subject interest hereunder to a bona fide purchaser in accordance with and subject to all of the provisions of this Section 13. If by the end of such six month period, the Legatee has not effectuated a transfer of such interest in a transaction which meets the requirements of this Section 13, the Company shall have the option to purchase the subject interest in the Restaurant and franchise at the fair market value thereof as determined in good faith through negotiation or, failing that, upon written demand of either party, by three appraisers, with the Company and the Legatee each selecting one appraiser and the two appraisers so chosen selecting the third appraiser, with their cost to be shared equally between Legatee and the Company.

13.5 Notwithstanding anything contained in this Agreement to the contrary, if the Franchisee (or any of its direct or indirect parent entities and/or affiliates) proposes to (or receives an offer from a third party to), in any manner whatsoever, transfer, sell, assign, convey, exchange or otherwise dispose of any interest (a) in or under this Agreement, and/or (b) in any of the Restaurant, land, building, equipment, fixtures or other things which are subject to the provisions of this Agreement, in each case irrespective of whether any of the foregoing transactions are effected with or without consideration, voluntarily or involuntarily, directly or indirectly, by operation of law or otherwise (each such transaction in clauses (a) and (b), a "Transfer"), the Franchisee shall give at least ten (10) business days prior written notice thereof to the Company before the Franchisee discloses its decision to undertake any proposed Transfer to any third party (including any prospective purchaser). The Franchisee shall at no time offer to effectuate a Transfer (or enter into any agreement or contract to effectuate a Transfer) where such Transfer would in any manner be tied to the transfer of any interest or obligation other than an interest in this Agreement or the ownership, possession, use or operation of the Restaurant or the assets or business pertaining thereto.

In addition, the Company shall have a right of first refusal with respect to any and all Transfers, which right of first refusal shall be unrestricted and absolute. Before consummating a Transfer to any third party, the Franchisee shall first (i) provide written notice to the Company, which notice shall constitute an offering of the proposed Transfer to the Company and (ii) submit a copy of the purchase agreement (which purchase agreement shall be signed by the parties, but expressly by its own terms shall be subject to the Company's right of first refusal) to the Company together with all ancillary and other documents relating to such proposed Transfer (including, but not limited to, any exhibits and/or disclosure schedules to the purchase agreement) and any other information requested by the Company, in each case at least thirty (30) days in advance of any proposed consummation or closing date of the proposed Transfer for the Company's review and evaluation. The Company may, in its sole discretion, disclose any documentation relating to a proposed Transfer to any third party.

The Company shall in all cases have thirty (30) days following the later of (1) the Company's receipt of all Transfer documentation and any other information requested by the Company, and (2) any change in the terms or conditions of the Transfer, to consider and exercise (or assign to a third party for exercise) its right of first refusal, which exercise shall be effective by the Company's delivery of written notice to the Franchisee. In all cases, the Company shall have not less than thirty (30) days after the exercise of the right of first refusal to consummate the transactions contemplated by the proposed Transfer. If the Company exercises its right of first refusal (or assigns such right to a third party), (a) the purchase agreement to be entered into between the Company (or its assignee) and the Franchisee shall be on substantially similar terms and conditions as the purchase agreement between the Franchisee and the third party purchaser and (b) neither the Company nor its assignee shall have any obligation to reimburse the Franchisee or any third party for any costs or expenses relating to the proposed Transfer giving rise to the right of first refusal, the Company's review of the Transfer, or the exercise or assignment of its right of first refusal. In the event the consideration to the Franchisee under any such offer or contract with a third party is other than cash consideration and the Company elects to exercise or assign its right of first refusal, the Company or such assignee may, in its sole discretion, pay the reasonable equivalent in cash of such other consideration. Nothing contained in this Subsection 13.5 shall in any way be deemed to impair the Company's discretion in considering, approving or disapproving any request to transfer any interest under this Agreement.

In the event that the Company exercises its right of first refusal (or assigns such right to a third party), the Franchisee acknowledges and agrees that it shall take all actions as may be reasonably necessary to consummate the sale to the Company (or its assignee) as contemplated by this Subsection 13.5, including, without limitation, entering into agreements and delivering certificates, instruments, consents and/or other documents as may be deemed necessary or appropriate.

13.6 The Company has the right to assign any and all of its rights, privileges and/or obligations under this Agreement to any person or business entity. If the Company assigns this Agreement, the Franchisee expressly agrees that immediately upon and following such assignment, the Company shall no longer have any obligation or liability (whether directly, indirectly or contingently) to perform or fulfill any duties or obligations imposed upon the "Company" hereunder. Instead, all such duties and obligations will be performed solely by the Company's assignee, and the Franchisee agrees never to assert otherwise. The Franchisee agrees and affirms that the Company may undertake a refinancing, recapitalization, or other economic or financial restructuring. The Franchisee expressly waives any and all claims, demands or damages arising from or related to such activities.



## **SECTION 14: TRADEMARKS**

14.0 The Franchisee acknowledges the sole and exclusive right of the Company (except for rights granted under existing and future franchise and license agreements) to use the Trademarks in connection with the products and services to which they are or may be applied by the Company, and represents, warrants and agrees that neither during the Term of this Agreement nor after the expiration or other termination hereof, shall the Franchisee directly or indirectly contest or aid in contesting the validity, ownership or use of the Trademarks by the Company or take any action whatsoever in derogation of the rights claimed therein by the Company.

14.1 The license granted to the Franchisee under this Agreement to use the Trademarks is non-exclusive and the Company, in its sole and absolute discretion, has the right to grant other licenses in, to and under the Trademarks in addition to those licenses already granted, both within and outside the Restaurant trading area, and to develop and license other names and marks on any such terms and conditions as the Company deems appropriate.

14.2 The Franchisee understands and expressly acknowledges and agrees that the Company has the exclusive, unrestricted right to engage directly and indirectly, through its employees, representatives, licensees, assigns, agents and others, at wholesale, retail and otherwise, within the Restaurant trading area and elsewhere, in (a) the production, distribution and sale of food products and beverages (including, without limitation, tacos, taco shells, sauces and fillings, and other Mexican style food products) under the Trademarks licensed hereunder or other marks; and (b) the use, in connection with such production, distribution and sale, of any and all trademarks, trade names, service marks, logos, insignia, slogans, emblems, symbols, designs and other identifying characteristics as may be developed or used from time to time by the Company, whether or not included in Appendix 1.

14.3 Except as expressly permitted by this Agreement and the Manual, the license granted under this Agreement does not include any right or authority of any kind whatsoever to pre-package or sell pre-packaged food products or beverages under the Trademarks.

14.4 Nothing contained in this Agreement shall be construed to vest in the Franchisee any right, title or interest in or to the Trademarks, the goodwill now or hereafter associated therewith, or any right in the design or any restaurant building, other than the rights and license expressly granted herein for the Term. Any and all use of the Trademarks as well as the goodwill associated with or identified by the Trademarks shall inure directly and exclusively to the benefit of the Company, including without limitation any goodwill resulting from operation and promotion of the Restaurant.

14.5 The Franchisee shall not use the Trademarks or refer to the Company or the System in connection with any statement or material, or do or fail to do anything else, which may, in the judgment of the Company, be in bad taste or inconsistent with the Company's public image, or tend to bring disparagement, ridicule or scorn upon the Company, the System, the products or services of the System, or the Trademarks or the goodwill associated therewith. The Franchisee, whether doing business as a proprietorship, partnership, corporation or other entity, shall not adopt, use or register (by filing a certificate or articles of incorporation, a fictitious business name statement, or otherwise) any trade or business name, style or design which includes, abbreviates, or is similar to, any of the Company's trademarks, service marks, trade names, logos, insignia, slogans, emblems, symbols, designs or other identifying characteristics.

14.6 The Company shall have the right at any time and from time to time upon notice to the Franchisee to make additions to, deletions from, and changes in the Trademarks, or any of them, all of which additions, deletions and changes shall be as effective as if they were incorporated in this Agreement. All such additions, deletions and changes shall be made in good faith, on a reasonable basis and with a view toward the overall best interest of the Taco Bell System. The Company will use commercially reasonable efforts to protect and preserve the integrity and validity of the Trademarks, including the taking of actions deemed by the Company to be appropriate in the event of any apparent infringement of the Trademarks.

14.7 The Franchisee shall notify the Company promptly of any claims or charges of trademark infringement against the Company or the Franchisee, as well as any information the Franchisee may have of any suspected infringement of the Trademarks. The Franchisee shall take no action with regard to such matters without the prior written approval of the Company, but shall cooperate fully with the Company in any such action.

14.8 The Franchisee shall adopt and use the Trademarks only in the manner expressly approved by the Company from time to time during the Term.

## **SECTION 15: EXPIRATION AND TERMINATION**

15.0 This Agreement shall immediately terminate without notice if a petition in bankruptcy, an arrangement for the benefit of creditors, a petition for reorganization is filed by or against the Franchisee, or if the Franchisee shall make any assignment for the benefit of creditors, or if a receiver or trustee is appointed for the Restaurant;

15.1 The Company shall have the right to terminate this Agreement immediately:

- (a) in the event of any breach or default under Subsections 4.1, 5.1, 9.0, 13.2, 13.5, or 14.0;
- (b) if the Franchisee for any reason loses its right to possession of the Restaurant premises;

(c) if the Company discovers that the Franchisee has made any material misrepresentation or omitted any material fact in the information furnished by the Franchisee in connection with the grant of this Taco Bell franchise;

(d) if the Franchisee (or any shareholder if the Franchisee is a corporation) is convicted of any felony or any crime involving moral turpitude.

Any default or breach by Franchisee, Franchisee's Affiliates, Franchisee's Owners, or Obligors of any agreement between the Company or the Company's Affiliates and Franchisee, Franchisee's Affiliates, Franchisee's Owners or Obligors will be deemed a breach and default under this Agreement, and any breach or default of this Agreement by Franchisee, Franchisee's Affiliates, Franchisee's Owners or Obligors will be deemed a breach of any other agreement between the Company or the Company's Affiliates and Franchisee, Franchisee's Affiliates, Franchisee's Owners or Obligors. If the nature of the default under any agreement would have permitted the Company or the Company's Affiliate to terminate this Agreement if the default had occurred under this Agreement, then the Company will have the right to terminate all such other agreements in the same manner provided for in this Agreement for termination hereof. For purposes of this Section 15, "Affiliates" means any persons or entities controlling, controlled by or under common control with another person or entity, "Owners" means any persons or entities who own or hold some interest or perform some role or function in Franchisee, and "Obligors" means Owners who are party to a relationship agreement among the Company, Franchisee and others.

If the Franchisee defaults in the performance or observance of any of its other obligations hereunder or under any other franchise agreement with the Company, and such default continues for a period of thirty (30) days after written notice to the Franchisee, the Company may at any time thereafter terminate this Agreement as well as any other such franchise agreement. A repetition within a one-year period of any default shall justify the Company in terminating this Agreement without allowance for any curative period. The foregoing provisions of this Subsection 15.1 are subject to the provisions of any statutes or regulations which may prohibit the Company from terminating this Agreement without good cause or without giving the Franchisee additional prior written notice of termination and opportunity to cure any default. In the event of any termination for failure of the Franchisee to successfully complete the Company's TACO BELL RESTAURANT operations training course pursuant to Subsection 4.1, the Company shall refund to the Franchisee the initial franchise fee payment referred to in Subsection 7.0(a), less any expenses incurred and damages sustained by the Company in connection with its performance hereunder prior to the date of such termination.

15.2 Upon the expiration or earlier termination of this Agreement for any reason, the Franchisee shall:

(a) immediately discontinue the use of the System and Trademarks;

(b) if the Restaurant premises are owned by the Franchisee or leased from a third party, upon demand by the Company, remove the Trademarks from all buildings, signs, fixtures and furnishings, remove and dispose of all proprietary smallwares and equipment, including the production lines, in the manner specified by the Company, and alter and paint all buildings and other improvements maintained pursuant to this Agreement to a design and color which is basically different from any of the Company's authorized building designs and painting schedules.

If the Franchisee shall fail to make or cause to be made any such removal, alteration or repainting within thirty (30) days after written notice, then the Company shall have the right to enter upon the Restaurant premises, without being deemed guilty of trespass or any other tort, and make or cause to be made such removal, alterations and repainting at the reasonable expense of the Franchisee, which expense the Franchisee shall pay the Company upon demand; and

(c) not thereafter use any trademark, trade name, service mark, logo, insignia, slogan, emblem, symbol, design or other identifying characteristic that is in any way associated with the Company or similar to those associated with the Company, or operate or do business under any name or in any manner that might tend to give the public the impression that the Franchisee is or was a licensee or franchisee of, or otherwise associated with, the Company.

15.3 In the event that either party initiates any legal proceeding to construe or enforce the terms, conditions and provisions of this Agreement, including its termination provisions, or to obtain damages or other relief to which either may be entitled by virtue of this Agreement, the prevailing party shall be paid its reasonable attorneys' fees and costs by the other party.

If the Franchisee refuses to comply with a notice of termination given by the Company and a court later upholds such termination of this Agreement, operation of the Restaurant by the Franchisee from and after the date of termination stated in such notice shall constitute trademark infringement by the Franchisee and the Franchisee shall be liable to the Company for damages resulting from such infringements in addition to any royalties paid or payable hereunder, including, without limitation, any profits of the Franchisee at the Restaurant level (without deduction from sales revenues for any compensation or charges payable to the Franchisee or any entity owned or controlled by the Franchisee), which profits in no event shall be calculated as less than ten percent (10%) of the Franchisee's Gross Sales. No such payment or obligation for payment shall in any way imply or be construed to imply or reflect any right of the Franchisee to operate the Restaurant after expiration or termination of this Agreement.

15.4 (a) In the event that the premises at which the Franchisee operates the Restaurant are owned by the Franchisee, then, upon termination of this Agreement, whether it is terminated by the Franchisee or by the Company, the Company shall have the option of immediately purchasing said premises from the Franchisee. If the Company elects to exercise that option, the purchase price to be paid by the Company to the Franchisee shall be the fair market value of the Restaurant land, buildings, furnishings, and

equipment owned by the Franchisee. In the event that the parties are unable to agree as to such amount or any other terms of purchase within thirty (30) days following cessation of the Franchisee's operation of the licensed Restaurant at the premises, the amount or other terms of purchase as to which the parties are unable to agree shall be determined by three (3) appraisers, with each party selecting one appraiser and the two appraisers so chosen selecting the third appraiser. If appraisal occurs pursuant to this provision, following the announcement of the appraiser's decision the Company shall have thirty (30) days within which to elect whether or not to purchase the premises.

(b) In the event that the premises at which the Franchisee operates the Restaurant are leased by the Franchisee from a third party, such lease and any subsequent lease of those premises shall give the Franchisee the right to assign such lease to the Company. Upon termination of this Agreement, whether it is terminated by the Company or by the Franchisee, the Franchisee's rights and obligations under said lease shall, if the Company so elects, automatically be assigned to the Company. If the Company exercises this option, the Franchisee shall immediately vacate the premises, and the Company shall be entitled to take possession of said premises, including all fixtures and leasehold improvements. In such event the Company shall pay to Franchisee the fair market value of the interests owned by the Franchisee in the Restaurant's furnishings and equipment. Fair market value shall be determined in the same manner as set forth in the immediately preceding paragraph.

15.5 If this Agreement is terminated as a result of repudiation, default or other action by the Franchisee without material breach hereof by the Company, the Franchisee (in addition to any other remedy or right the Company may have) shall pay to the Company in lump sum as liquidated damages the greater of the amount of eleven percent (11%) times the Restaurant's Gross Sales (as defined in Subsection 7.2 above) for the twelve months immediately preceding termination of this Agreement or \$100,000.00. The parties hereby acknowledge and agree that the precise amount of the Company's actual damages in such event would be extremely difficult to ascertain and that the foregoing sum represents a reasonable estimate of such actual damages, based upon the approximate time it would take the Company to open another TACO BELL RESTAURANT in the vicinity. Such liquidated damages shall not apply if the Company exercises one of the options set forth in Subsection 15.4 above and either the Company or another Taco Bell franchisee continues operation of the Restaurant as a TACO BELL RESTAURANT following termination of this Agreement.

15.6 In the event that this Agreement is terminated prior to the end of the term set forth in Section 2 hereof as a result of condemnation proceedings or other action not within the control of the Franchisee or the Company, the Company shall use commercially reasonable efforts to assist the Franchisee in locating an alternative location for the Restaurant in the same area to be used for the balance of the Term upon the same terms and conditions as contained herein, and without the payment of any additional initial franchise fee. This provision shall not be construed to limit the Franchisee from receiving the full amount of any condemnation award or damages relating to the closing of the Restaurant.

15.7 The Franchisee acknowledges that termination and money damages alone are not an adequate remedy for any breach by the Franchisee of any provision of this Agreement, including continuing to operate the Restaurant or to use the Trademarks following expiration or termination of this Agreement, each of which operation or use shall be deemed to inflict irreparable harm upon the Company for which there may be no adequate remedy at law. Therefore, in the event of a breach or threatened breach of any provision of this Agreement by the Franchisee, including continuing to operate the Restaurant or to use the Trademarks following expiration or termination of this Agreement (each of which the Franchisee acknowledges shall constitute trademark infringement), the Company, in addition to all other remedies, shall have the right to immediately seek, obtain and enforce temporary and permanent injunctive relief prohibiting the breach, or to compel specific performance, without the need to post any bond or for any other undertaking, including without limitation proving the inadequacy of monetary damages or that due cause existed for the termination.

## **SECTION 16: MISCELLANEOUS**

16.0 Waiver. The waiver by the Company of any breach or default, or series of breaches or defaults, of any term, covenant or condition herein or of any same or similar term, covenant or condition in any other agreement between the Company and any franchisee or licensee, shall not be deemed a waiver of any subsequent or continuing breach or default of the same or any other term, covenant or condition contained in this Agreement, or in any other agreement between the Company and any franchisee or licensee.

16.1 Cumulative Remedies. All rights and remedies of the Company shall be cumulative and not alternative, in addition to and not exclusive of any other rights or remedies provided for herein or which may be available at law or in equity in case of any breach, failure or default or threatened breach, failure or default of any term, provision or condition of this Agreement. The rights and remedies of the Company shall be continuing and not exhausted by any one or more uses thereof, and may be exercised at any time or from time to time as often as may be expedient; and any option or election to enforce any such right or remedy may be exercised or taken at any time and from time to time. The expiration or earlier termination of this Agreement shall not discharge or release the Franchisee from any liability or obligation then accrued or any liability or obligation continuing beyond or arising out of the expiration or earlier termination of this Agreement.

16.2 Partial Invalidity. If any part of this Agreement shall for any reason be declared invalid, unenforceable or impaired in any way, the validity of the remaining portions shall not be affected thereby and such remaining portions shall remain in full force and effect as if this Agreement had been executed with such invalid portion eliminated, and it is hereby declared the intention of the parties that they would have executed the remaining portion of this Agreement without including therein any such portions which might be declared invalid; provided, however, that in the event any part hereof relating to the payment of fees to the Company, or the ownership or preservation of the Trademarks, trade secrets or secret formulae licensed or disclosed hereunder is for any reason declared invalid or unenforceable, then the Company shall have the option of terminating this Agreement upon written notice to the Franchisee.

16.3 Choice of Law. The Franchisee acknowledges that the Company will grant numerous licenses throughout the United States on terms and conditions similar to those set forth in this Agreement and that it is of mutual benefit to the Franchisee and to the Company that these terms and conditions be uniformly interpreted. This Agreement; all relations between the parties; and, any and all disputes between Franchisee and Company, whether such dispute sounds in law, equity or otherwise, is to be exclusively construed in accordance with and/or governed by (as applicable) the law of the State of New York without recourse to New York (or any other) choice of law or conflicts of law principles. If, however, any provision of this Agreement is not enforceable under the laws of New York, and if Franchisee's franchised business is located outside of New York and the provision would be enforceable under the laws of the state in which the franchised business is located, then that provision (and only that provision) will be interpreted and construed under the laws of that state. This Section is not intended to invoke, and shall not be deemed to invoke, the application of any franchise, business opportunity or similar law of the State of New York which would not otherwise apply by its terms jurisdictionally or otherwise but for the within designation of governing law.

16.4 Jurisdiction and Venue. With respect to any court proceeding between the Franchisee and the Company concerning the enforcement, construction or alleged breach or termination of this Agreement, the Franchisee hereby submits to the personal jurisdiction and venue of the federal and California state courts located in Orange County, California, for all such matters, and promises not to commence against the Company any court proceeding concerning such matters in any other courts.

16.5 Notices. Any notice from the Company that is required hereunder to be given in writing, and all notices from the Franchisee to be given hereunder, shall be in writing and shall be deemed given when first tendered or received, whether in person, through United States mail or through reputable private delivery service, during normal business hours for the locale of the addressee at the appropriate address set forth below, or such other address as one party may hereafter provide to the other with not less than three (3) days' notice.

**THE COMPANY:** TACO BELL FRANCHISOR, LLC  
1 Glen Bell Way  
Irvine, California 92618  
Attn: General Counsel

**THE FRANCHISEE:** name  
address  
city state zip

16.6 Terms and Headings. Whenever any word is used in this Agreement in one gender, it shall also be construed as being used in the other genders, and singular usage shall include the plural and vice versa, all as the context shall reasonably require. The headings inserted in this Agreement are for reference purposes only and shall not affect the construction of this Agreement or limit the generality of any of its provisions.

16.7 Compliance with Laws. The Franchisee shall at its own cost and expense, promptly comply with all laws, ordinances, orders, rules, regulations, and requirements of all federal, state and municipal governments and appropriate departments, commissions, boards, and offices thereof. Without limiting the generality of the foregoing, the Franchisee shall abide by all applicable rules and regulations of any Public Health Department having jurisdiction over the Restaurant.

16.8 Lease of Land and Building. In the event that the parties have executed a lease of land or building relating to the premises described in Subsection 1.0 (the "Lease"), such Lease is hereby incorporated in this Agreement by reference, and any failure on the part of the Franchisee (lessee therein) to perform, fulfill or observe any of the covenants, conditions or agreements contained therein shall constitute a material breach of this Agreement. It is expressly understood, acknowledged and agreed by the Franchisee that any termination of the Lease resulting in the Franchisee's loss of possession of the Restaurant shall result in immediate termination of this Agreement without further notice.

16.9 Entire Agreement. This Agreement and the documents referred to herein constitute the entire agreement between the parties and supersede and cancel any and all prior and contemporaneous agreements, understandings, representations, inducements and statements, oral or written, of the parties in connection with the subject matter hereof. Nothing in the preceding sentence, however, is intended to disclaim the representations the Company made in the franchise disclosure document that the Company has provided to the Franchisee.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

16.10 Amendment or Modification. Except as expressly authorized herein, no amendment or modification of this Agreement shall be binding unless executed in writing by both the Company and the Franchisee.

IN WITNESS WHEREOF, the parties personally or through their duly authorized signatories have executed this Agreement in duplicate on the day and year written below.

**TACO BELL FRANCHISOR, LLC**

By \_\_\_\_\_  
Its

Date: \_\_\_\_\_

**FRANCHISEE**

\_\_\_\_\_  
Name Date

\_\_\_\_\_  
Name Date

**APPENDIX 1  
TRADEMARKS**

The Company has registered with the United States Patent and Trademark Office the following active trademarks:

<b><u>Mark</u></b>	<b><u>Reg. No.</u></b>	<b><u>Reg. Date</u></b>
Taco Bell (Class 42)	0,820,073	12/06/1966
Taco Bell within Tumbling Blocks (Class 42)	0,856,207	09/03/1968
Taco Bell (Class 30)	0,879,582	10/28/1969
Burrito Supreme (Class 29)	1,050,189	10/12/1976
Bell Design No. 2 (Class 42)	1,322,737	02/26/1985
Taco Bell and Bell Design No. 2 in 1984 Logo (Class 43)	1,322,738	02/26/1985
Taco Bell in 1984 Logo Distinctive Lettering (Class 42)	1,322,739	02/26/1985
Bell Design No. 2 in color (Class 42)	1,330,236	04/09/1985
Soft Taco Supreme (Class 30)	1,551,516	08/08/1989
MexiMelt (Class 30)	1,528,496	03/07/1989
The Bell (Class 42)	1,765,386	04/13/1993
Taco Bell (Class 30)	1,874,786	01/17/1995
Taco Supreme (Class 30)	1,920,011	09/19/1995
Taco Bell (Class 42)	1,924,335	10/03/1995
Bell Design No. 6 (Class 42)	2,006,124	10/08/1996
Soft Taco Supreme (Class 30)	2,031,945	01/21/1997
Double Decker (Class 30)	2,090,212	08/19/1997
Taco Bell and Bell Design No. 6 Logo No. 2 (Class 42)	2,105,501	10/14/1997
Taco Bell and Bell Design No. 6 Logo No. 1 (Class 29)	2,105,502	10/14/1997
Taco Bell (Class 30)	2,114,014	11/18/1997
Taco Bell and Design No. 7 (in color) (Class 30, 43)	2,816,454	02/24/2004
Double Decker (Class 30)	2,860,026	06/07/2004
Think Outside The Bun with Taco Bell and Bell Design No. 7 (Class 30, 43)	3,020,103	11/29/2005
Think Outside The Bun (Class 30, 43)	3,020,149	11/29/2005
Crunchwrap Supreme (Class 30)	3,102,200	06/06/2006
Crunchwrap (Class 30)	3,108,135	06/20/2006
Taco Bell (in color) (Class 43)	3,501,311	09/16/2008
Taco Bell (Class 36)	3,676,436	03/05/2009
Bell Design No. 6 (in color) (Class 43)	3,629,938	06/02/2009
Feed the Beat (Class 35,41)	3,735,825	01/12/2010
Bong (Sound Mark) (Class 43)	3,736,968	01/12/2010
Taco Bell & Bell Design No. 7 (Class 9)	4,102,936	02/21/2012
Happier Hour (Class 32)	4,238,926	02/21/2012
Live Más (Class 43)	4,243,633	11/13/2012
Bell Design with Mission Window (Class 43)	4,295,975	02/26/2013
Taco Bell & Bell Design #7 with Live Más Horizontal (Class 43)	4,382,469	08/13/2013
Loaded Grillers (Class 30)	4,468,046	01/14/2014
\$1 Cravings Menu (Class 43)	4,465,403	01/14/2014
Happier Hour (Class 32)	4,651,267	12/09/2014
Bell Design No. 6 (Class 43)	4,682,267	02/03/2015
Taco Bell (Class 29, 30, 32 & 43)	4,780,421	07/28/2015
Taco Bell and Bell Design No. 7 (in Color) (Class 43)	4,873,041	12/22/2015
Quesalupa (Class 30)	5,037,135	09/06/2016
Live Más (with accent over "A") (Class 25)	5,146,760	02/21/2017
Taco Bell Cantina (Logo) (Class 43)	5,365,441	12/26/2017
Nachos BellGrande (Class 30)	5,437,137	04/03/2018
TACO BELL & Bell Design No. 8 in color (Class 43)	5,592,983	10/30/2018
Crunchwrap (Class 30)	5,961,689	01/14/2020

Steal A Base, Steal A Taco (Class 41)	6,029,220	04/07/2020
Taco Bell (Class 9)	6,051,763	05/12/2020
Taco Bell (Class14,25)	6,082,094	06/16/2020
Triplelupa (Class 30)	6,092,678	06/30/2020
Whip Freeze stylized (Class 32)	6,176,985	10/13/2020
Cravings Pack (Class 30)	6,245,606	01/12/2021
Bell Stop (Class 43)	6,328,911	04/20/2021
Taco Night (Class 29)	6,523,161	10/19/2021
Taco Bell (Class 21,25, 26, 28)	6,564,428	11/16/2021
Cantina & Bell Design logo #8 (Class 43)	6,775,765	06/28/2022
Taco Bell (Class 18)	6,775,836	06/28/2022
Taco Bell Design #8 (Class 25)	6,815,211	08/09/2022
Taco Bell Design #8 (Class29, 30)	6,820,973	08/16/2022
Taco Bell Defy (Class 43)	6,848,455	09/13/2022
Enchirito (Class 30)	6,997,531	05/07/2023
Taco Lover's Pass (Class 35)	7,027,027	04/11/2023
Go Mobile (Class 43)	7,094,488	06/27/2023
Ambition Accelerator (Class 35, 36)	7,109,025	07/11/2023
Worth The Wake (Class 43)	7,109,853	04/04/2023
Live Mas (with Accent over "A") (Class 36)	7,143,153	08/22/2023
The Bell Wisdom (Class 41)	7,145,596	08/22/2023
Triple Double Crunchwrap (Class30)	7,262,248	01/02/2024
Cravings Value Menu (Class 43)	7,279,426	01/16/2024

There are also trademarks that have been applied for by the Company but have not yet been registered. Those marks are as follows:

<b><u>Mark</u></b>	<b><u>Application No</u></b>	<b><u>Application Date</u></b>
Crispanada (Class 30)	90562532	03/05/2021
Taco Moon (Class 43)	90603856	03/25/2021
Cravetarian (Class 29, 30, 43)	90664442	04/22/2021
Taco Bell (Class 9, 35, 41, 42, 43)	97330037	03/25/2022
Taco Bell Design #8 (Class 9, 35, 41, 42, 43)	97330039	03/25/2022
#ISEEATACO (Class43)	97493094	07/07/2022
Quesalupa (Class 30)	97539204	08/08/2022
Taco Bell (Class 41)	97541698	08/09/2022
The Bell Breakfast (Class 43)	97561160	08/23/2022
Bell Iced Coffee (Class 30)	97573257	08/31/2022
Live Mas Stylized (Class 30, 43)	97612764	09/29/2022
Fourthmeal (Class 43)	97634668	10/17/2022
Breeze Freeze (Class 32)	97694019	11/28/2022
Taco Zone (Class 43)	97701895	12/02/2022
See A Goal, Score A Taco (Class 43)	97701928	12/02/2022
Cantina Street (Class 29, 30, 32, 43)	97715287	12/13/2022
Summer Of Connection (Class 41)	97810516	02/24/2023
Steak Firecracker Fries (Class 29)	97828978	03/08/2023
Crispy Tortilla Cheese Popper (Class 29)	97829011	03/08/2023
Taco Talks (Class 41)	97938969	05/16/2023
Live Más (Class 30)	98114084	08/02/2023
Cravings Value Pass (Class 35,43)	98226125	10/16/2023
Same Bell. New Ring. (Class 29,30,43)	98287059	11/27/2023

Not Just Late Night (Class 29,30,43)  
Bell Breakfast Box (Class 29,30)  
BELLHUB (Class 9)

98324312  
98349252  
98361117

12/20/2023  
01/09/2024  
01/17/2024

**Updated 2/02/2024**



# EXHIBIT "C"

## BILL OF SALE

WHEREAS, pursuant to an Agreement for Purchase and Sale of Certain Assets and Franchises dated as of \_\_\_\_\_, 20\_\_, (the "Agreement") among \_\_\_\_\_ a \_\_\_\_\_ ("Seller"), and \_\_\_\_\_, a \_\_\_\_\_ ("Purchaser"), and \_\_\_\_\_, Seller has agreed to sell, assign, transfer, convey and deliver to Purchaser all right, title and interest of Seller in certain assets, properties and rights used or available for use by Seller in its ownership and operation of the Taco Bell Restaurants described in Exhibit "A" of the Agreement (the "Restaurants") as the same exist at the close of business on \_\_\_\_\_, 20\_\_ (the "Closing Date") for consideration in accordance with the Agreement.

I. NOW, THEREFORE, KNOW ALL PERSONS BY THESE PRESENTS THAT Seller for good and valuable consideration, receipt of which is hereby acknowledged, and pursuant to the Agreement, does hereby sell, assign, transfer, convey and deliver unto Purchaser all right, title and interest of Seller in and to the following items listed below (the "Operations Assets"):

- i. Inventory of food and paper products ("Inventory");
- ii. Uniforms and supplies ("Supplies");
- iii. Furniture, fixtures, equipment and other personal property items located at (and used to operate) the Restaurants ("Equipment"); and
- iv. Operating cash in the cash registers at the Restaurants at close of business on the Closing Date.

TO HAVE AND TO HOLD all said Operations Assets, properties and rights unto Purchaser and its successors and assigns forever.

II. Seller hereby represents and warrants that title to the acquired Operations Assets is free and clear and unencumbered except as indicated in Section III hereinbelow, and Seller undertakes to defend such title as vested by reason of this sale in Purchaser and Purchaser's successors and assigns against any and all claims whatsoever the successful assertion of which would constitute a breach of Seller's covenants, representations or warranties set forth in the Agreement, so long as such claim is served on Seller within one year from this date. Except for the representations and warranties expressly set forth herein, none of the Operations Assets, properties or rights conveyed hereby is conveyed with any warranty, express or implied, whether as to title, merchantability, condition, utility or fitness for any particular purpose whatsoever.

III. This Bill of Sale is given subject to the following Restrictive Covenants.

**Financing Restrictions.** During the three (3) year period following the Closing Date, Purchaser shall not pledge all or substantially all of the Operations Assets (as used herein, the "Offered Assets") herein conveyed as security under any subsequent financing or refinancing or restructuring of the debt created at the time the transfer from Seller to Purchaser, without the prior written consent and approval of Seller, which Seller may withhold in its sole and absolute discretion, which approval shall be subject to certain terms and conditions and requirements of Seller as provided in the Agreement.

**Resale and Sale-Leaseback Restriction.** During the five (5) year period following the Closing Date, without the prior written consent of Seller, which consent may be withheld by Seller in Seller's sole and absolute discretion, Purchaser (or the successor in interest to Purchaser, if any) will not (A) transfer Offered Assets to any person or entity, or (B) permit the direct or indirect transfer of any interest in the Offered Assets (e.g. by transfer of ownership interests in Purchaser, or any affiliate of the Purchaser that owns an interest (directly or indirectly) in the Offered

Assets), or (C) engage in any Sale-Leaseback Transaction (as that term is defined in the Agreement) with respect to the Offered Assets.

**Right of First Offer.** Purchaser further agrees and covenants that during the five (5) year period from and after the Closing Date, if Purchaser (or the successor in interest to Purchaser, if any) intends to sell or otherwise transfer of any or all of the Offered Assets (a "Resale"), Purchaser must offer in writing to sell to Seller the Offered Assets at the same (allocated) price paid by Purchaser as provided in the Agreement without any adjustment before proposing any sale or transfer of any or all of the Offered Assets to any third-party or affiliate of Purchaser (the "Right of First Offer"). Seller shall have a commercially reasonable period of time, not to exceed thirty (30) days, to evaluate such offer and inspect the same and to either elect to purchase such Offered Assets or waive such Right of First Offer in writing. If Seller fails to exercise such right to purchase such Offered Assets as identified in writing from Purchaser within said thirty (30) days, Purchaser may proceed to sell such Offered Assets to a third-party but at a sale price not less than that as contained in the notice and offer to sell provided to Seller. Further, any waiver or election by Seller not to exercise such right to purchase such Offered Assets shall not waive, nor be deemed to be a waiver of, Seller's rights hereunder which shall continue through said five (5) year period with respect to any subsequent offers to sell any of the Offered Assets.

If Seller does not exercise its right to purchase the Offered Assets and Purchaser proceeds to sell the Offered Assets at any time during the five (5) year period from and after the Closing Date to any third-party in a bona fide transfer for at least full fair market value, Purchaser (or the successor in interest to Purchaser at such time) shall pay to Seller an amount equal to one-half (1/2) of the difference between the Resale purchase price for such Offered Assets and the Purchase Price allocated to such Offered Assets as identified in the Agreement.

All capitalized words herein not specifically defined shall have the meanings attributed to them in the Agreement.

IN WITNESS WHEREOF, Seller has caused this Bill of Sale to be duly executed as of the Closing Date.

**SELLER:**

\_\_\_\_\_

a \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Its: \_\_\_\_\_

**EXHIBIT "D"**  
**GENERAL RELEASE**

This General Release ("this Release") is made effective \_\_\_\_\_, \_\_\_\_\_, by the undersigned \_\_\_\_\_, a \_\_\_\_\_ corporation, ("Purchaser") and \_\_\_\_\_, \_\_\_\_\_ and \_\_\_\_\_ ("Member/Shareholder").

For valuable consideration, the receipt and sufficiency of which is hereby acknowledged, Purchaser and Shareholder hereby waive, release, and forever discharge Taco Bell Franchisor, LLC, a Delaware limited liability company, and its officers, directors, employees, agents, attorneys and representatives, as well as parent corporations, subsidiaries, affiliates and any other legal entities which it owns or controls, individually or jointly, from any and all claims, demands, liabilities or causes of action in law or in equity of whatsoever nature arising prior to and including the date hereof, known or unknown, suspected or unsuspected, which Purchaser and Shareholder now have or may hereafter have by reason of any act, omission, event, deed or course of action having taken place, or which should have taken place, or on account of, arising out of, or related to any franchise or lease agreement or any other agreement between Purchaser and Shareholder or any of them and the released party or parties, except for any breach of that certain Agreement for Purchase and Sale of Certain Assets and Franchises dated \_\_\_\_\_, 20\_\_\_\_, and except as prohibited by law, including claims arising from representations in Taco Bell Franchisor, LLC's Franchise Disclosure Document, and any exhibits or amendments thereto.

It is expressly acknowledged by each of the undersigned that any and all rights granted under Section 1542 of the California Civil Code and any similar laws of other states are hereby expressly waived. Such statute reads as follows: "Section 1542. A general release does not extend to claims that the creditor or releasing party does not know or suspect to exist in his or her favor at the time of executing the release, and that if known by him or her would have materially affected his or her settlement with the debtor or released party."

**IN WITNESS WHEREOF** each of the parties either personally or through its duly authorized signatory, as applicable, has executed this Release effective as of the day first written above.

**PURCHASER**

\_\_\_\_\_  
a \_\_\_\_\_ corporation

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Its: \_\_\_\_\_

**MEMBER/SHAREHOLDERS**

\_\_\_\_\_  
Name: \_\_\_\_\_  
\_\_\_\_\_  
Name: \_\_\_\_\_

# EXHIBIT "E"

## FORM OF OPINION LETTER

\_\_\_\_\_, 20\_\_

\_\_\_\_\_  
1 Glen Bell Way  
Irvine, CA 92618

Re: Purchase of Taco Bell Unit Nos. \_\_\_\_\_

Ladies and Gentlemen:

I am an attorney with \_\_\_\_\_ and have provided counsel in connection with the transaction contemplated by the Agreement for Purchase and Sale of Certain Assets and Franchises dated as of \_\_\_\_\_, 20\_\_ (the "Purchase Agreement"), entered into among \_\_\_\_\_, a \_\_\_\_\_ ("Seller"), \_\_\_\_\_, a \_\_\_\_\_ corporation ("Purchaser") and \_\_\_\_\_ (collectively, ["Shareholders" or "Members"])

In connection with my representation of the Purchaser and Shareholders, I have reviewed copies, identified to my satisfaction, of the Purchase Agreement and such other documents, certificates, instruments and agreements as in my judgment are necessary and appropriate to enable me to render this opinion. In addition, I have examined such other documents as I deem relevant for rendering this opinion, and I have conducted such other inquiries and examinations as I deem necessary and appropriate for rendering this opinion.

Based on the foregoing, I am of the opinion that:

- (A) Purchaser is a [corporation or limited liability company] duly formed, validly existing in good standing as a [corporation or limited liability company] authorized to do business in the State of \_\_\_\_\_, has full power and authority to carry out and consummate all transactions contemplated by the Purchase Agreement and has duly authorized the taking of any and all actions necessary to carry out and consummate the transactions contemplated to be performed on its part by the Purchase Agreement.
- (B) The Purchase Agreement and such other documents executed by Purchaser and [Shareholders or Members] in connection with this transaction (the "Purchase Documents") constitute the legal, valid and binding obligations of Purchaser and [Shareholders or Members], enforceable against Purchaser and [Shareholders or Members] in accordance with their respective terms.
- (C) No consent, approval, order, authorization, registration, declaration or designation of or filing with any governmental authority is required in connection with the authorization, execution, delivery or performance by Purchaser or any [Shareholder or Member] of the Purchase Documents.
- (D) There are no suits, actions, proceedings or investigations pending or, to the best of my knowledge, threatened against or involving Purchaser or any [Shareholder or Member], before any court, arbitrator or administrative or governmental body which could adversely affect Purchaser's or [Shareholders' or Members'] ability to perform their respective obligations under the Purchase Documents or which might reasonably result in any claim, lien or attachment against the purchase funds to be delivered by Purchaser to Seller at Closing.

- (E) Neither Purchaser nor any [Shareholder or Member] is, and the execution, delivery and performance of the Purchase Agreement and the documents, instruments and agreements provided for therein, will not result, in a breach of or default under: (i) any other document, instrument or agreement to which Purchaser or any [Shareholder or Member] is a party or by which Purchaser, any [Shareholder or Member] or any of their respective property is subject or bound; or (ii) any law, statute, ordinance, judgment, order, writ, injunction, decree, rule or regulation of any court, administrative agency or other governmental authority, or any determination or award of any arbitrator, by which Purchaser, any [Shareholder or Member], or any of their respective property is subject or bound.

My opinion set forth above is limited to the laws of the State of \_\_\_\_\_ and to federal law of the United States of America.

This Opinion of Counsel is being delivered to you pursuant to the Purchase Agreement and should not be relied upon by any third party.

Very truly yours,

**EXHIBIT "F"**

**ASSIGNMENT AND ASSUMPTION OF LEASE**

This instrument prepared by:  
[BRAND AND ADDRESS]

Upon recordation return to:  
[TITLE COMPANY]

Order No.:  
Escrow No.:

APN:  
THE UNDERSIGNED GRANTOR(S) DECLARE(S):

SPACE ABOVE THIS LINE FOR RECORDER'S USE

Re: Store #

**ASSIGNMENT AND ASSUMPTION OF LEASE  
FOR STORE # \_\_\_\_\_**

This Assignment and Assumption of Lease (this "Agreement") is made and entered into as of \_\_\_\_\_, 20\_\_ by and between [ASSIGNOR], a Delaware [corporation][limited liability company] ("Assignor"), and [PURCHASER] a [Delaware] [corporation/limited liability company] ("Assignee"). This Agreement is being entered into in connection with that certain Asset Purchase Agreement dated \_\_\_\_\_, 20\_\_ (the "Asset Purchase Agreement"), by and among Assignor, Assignee and [OTHER PARTIES TO APA]. This Agreement shall become effective on \_\_\_\_\_, 20\_\_ (the "Effective Date").

**RECITALS**

WHEREAS, pursuant to a lease dated [DATE] (the "Lease"), [LANDLORD] ("Landlord") leased to Assignor certain real property together with any leasehold improvements and fixtures located thereon generally known as Taco Bell Store # \_\_\_\_\_, located at [ADDRESS] and more particularly described in the Lease and on **Exhibit A** hereto (the "Premises"); and

[WHEREAS, the Lease is evidenced in the public records by a Memorandum of Lease]; and

WHEREAS, Assignor desires to assign to Assignee and Assignee desires to assume from Assignor all of Assignor's rights, title, interest and liabilities in, to and under the Lease.

NOW, THEREFORE, in consideration of the mutual promises herein, and other good and valuable consideration the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

1. Assignment. Subject to the terms of this Agreement and as of the Effective Date, Assignor hereby grants, assigns, transfers and conveys to Assignee, its successors and assigns, all of Assignor's rights, title, interest and liabilities in, to and under the Lease.

2. Assumption. Subject to the terms of this Agreement and as of the Effective Date, Assignee hereby assumes all of Assignor's rights, title, interest and liabilities in, to and under the Lease and becomes liable for the full and timely performance of all obligations, liabilities and covenants arising under the Lease, as the Lease may be amended after the Effective Date. Assignee accepts the Premises in "as is" condition.

3. Covenants of Assignee. Assignee covenants and agrees that until Assignor is fully and finally released from all obligations under the Lease:

A. Assignee shall not assign, sublease or otherwise transfer any of its right, title or interest in the Lease to any other person or entity without Assignor's prior written consent, which consent may be withheld in Assignor's sole discretion.

B. Assignee shall not amend, extend, exercise any option or modify any term or condition of the Lease, without the prior written consent of Assignor, which consent may be withheld in Assignor's sole discretion.

C. Assignee shall indemnify, defend and hold harmless Assignor and its Affiliates (as defined in the Asset Purchase Agreement), subsidiaries, employees, officers, directors, and agents from and against any and all claims and liabilities arising from matters relating to the Lease or the Premises after the Effective Date.

D. Notwithstanding any provision in the Lease to the contrary, Assignee shall use the Premises solely as permitted under the applicable Franchise Agreement(s) (as defined in the Asset Purchase Agreement).

4. Terms of the Asset Purchase Agreement. The representations, warranties, covenants, indemnities and agreements of Assignee contained in the Asset Purchase Agreement are incorporated herein by this reference. Such representations, warranties, covenants, indemnities and agreements shall not be superseded but shall remain in full force and effect to the full extent provided therein. In the event of any conflict or inconsistency between the terms of the Asset Purchase Agreement and the terms hereof, the terms of the Asset Purchase Agreement shall govern.

5. Default Under the Terms of this Agreement. In the event of a default under the terms of this Agreement, Assignor may, in its sole discretion, without waiving such default, either in person or by agent, nominee or attorney, with or without bringing any action or proceeding, or by a receiver appointed by a court, declare the Assignee's right, title and interest in, to and under the Lease and the Premises to be terminated, effective immediately upon delivery of notice to Assignee from Taco Bell Franchisor, LLC, a Delaware limited liability company, which is the franchisor and Assignor's affiliate. Upon delivery of such notice, all rights of Assignee under the Lease and this Agreement shall cease, and Assignor shall be entitled to immediate possession of the Premises and all books, records and accounts relating thereto and to exclude Assignee and its agents and employees therefrom, without liability for trespass or damages. Assignor may thereafter manage, operate or lease the Premises on such terms and for such period of time as Assignor may deem proper and consistent with the terms of the Lease. If Assignee does not vacate the Premises upon receipt of such notice, Assignee's status in respect to the Premises shall be that of a trespasser, and Assignor shall have the rights available to a lessor to evict and remove Assignee from the Premises and to collect damages in respect of the trespass. The receipt by Assignee of notice from Assignor shall not, however, relieve Assignee of its obligation under Section 2 hereof to assume the liabilities and obligations of Assignor under the Lease affected by this Agreement and to indemnify Assignor and its Affiliates, subsidiaries, employees, officers, directors, and agents in respect to such liabilities and obligations.

6. Bankruptcy, Foreclosure or Receivership. Assignor, in its sole discretion, may, without penalty or fee, immediately terminate this Agreement and all of Assignee's rights, title and interest in, to and

under the Lease in the event (1) an involuntary proceeding shall be commenced or an involuntary petition shall be filed seeking (i) liquidation, reorganization or other relief in respect of Assignee or its parent company or either of their respective debts, or of a substantial part of either of their respective assets, under any Federal, state or foreign bankruptcy, insolvency, receivership or similar law or (ii) the appointment of a receiver, trustee, custodian, sequestrator, conservator or similar official for Assignee or its parent company or for a substantial part of either of their respective assets or (2) Assignee or its parent company shall (i) voluntarily commence any proceeding or file any petition seeking liquidation, reorganization or other relief under any Federal, state or foreign bankruptcy, insolvency, receivership or similar law or (ii) apply for or consent to the appointment of a receiver, trustee, custodian, sequestrator, conservator or similar official for itself or for a substantial part of either of their assets or (iii) make a general assignment for the benefit of creditors.

7. Governing Law. This Agreement shall in all respects be deemed to be made under, construed in accordance with and governed by, the substantive laws of the [COMMONWEALTH OF KENTUCKY], without regard to conflicts of law provisions thereof.

8. Successors and Assigns; Third-Party Beneficiaries. This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors in interest and assigns. Nothing contained in this Agreement shall be deemed to confer upon any person, other than the parties hereto and their respective successors and permitted assigns, any rights, remedies, claims, causes of action or obligations under, or by reason of this Agreement.

9. Execution in Counterparts. This Agreement may be executed in any number of counterparts; each such counterpart, when executed by all parties, shall be deemed to constitute one and the same instrument and shall be deemed an original hereof. This Agreement shall become effective when each party hereto shall have received a counterpart hereof signed by the other parties hereto.

10. Integrated Transaction. Notwithstanding any provision in this Agreement or in any other agreement between them, Assignor and Assignee severally and collectively intend, acknowledge and agree that this Agreement and the Lease, on the one hand, and the Asset Purchase Agreement and the Franchise Agreement(s) (as defined in the Asset Purchase Agreement), on the other hand (collectively, the "Integrated Agreements") do and shall be deemed to constitute one single, integrated transaction and agreement and they shall not be severed or severable from one another or for any purpose. The parties intend and agree as aforesaid notwithstanding the fact that: (i) the Integrated Agreements may be executed at different times by different parties; (ii) different consideration may be apportioned among the Integrated Agreements; (iii) the Integrated Agreements may provide that they are assignable; and (iv) the Integrated Agreements may have terms or durations of varying lengths. Assignee acknowledges and agrees that Assignor would not have entered into this Agreement absent Purchasers' execution of and performance under all of the Integrated Agreements.

THIS SPACE INTENTIONALLY LEFT BLANK-SIGNATURES ON NEXT PAGE



IN WITNESS WHEREOF, each of the parties hereto has caused this Agreement to be executed as of the date first set forth above.

ASSIGNOR:

[ASSIGNOR],  
a Delaware [limited liability company][corporation]

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

State of Kentucky                    )  
  ) SS  
County of Jefferson                )

On \_\_\_\_\_, 20\_\_ before me, \_\_\_\_\_ (name of notary) a notary public, personally appeared, \_\_\_\_\_ of [ASSIGNOR], a Delaware [limited liability company][corporation], personally known to me (or proved to me on the basis of satisfactory evidence) to be the person whose name is subscribed to the within instrument and acknowledged to me that he/she executed the same in his/her authorized capacity and that by his/her signature on the instrument the entity upon behalf of which the person acted, executed the instrument.

SEAL

\_\_\_\_\_  
Notary Public  
Printed Name: \_\_\_\_\_  
My Commission Expires: \_\_\_\_\_



# EXHIBIT "G"

## FORM OF MARKET BUILD OUT AGREEMENT

### MARKET BUILD OUT AGREEMENT

This Market Build Out Agreement (the "Agreement") is made and entered into on \_\_\_\_\_ (the "Effective Date"), by and between \_\_\_\_\_, a \_\_\_\_\_ (collectively, "Franchisee") and Taco Bell Franchisor, LLC, a Delaware limited liability company ("Taco Bell").

WHEREAS, Franchisee has entered into an Asset Purchase Agreement dated \_\_\_\_\_ ("Purchase Agreement") with \_\_\_\_\_, a \_\_\_\_\_ pursuant to which Franchisee has agreed to purchase certain Taco Bell restaurants listed in the Purchase Agreement.

WHEREAS, Taco Bell's consent to this transfer is subject to certain conditions, including Franchisee's agreement to develop \_\_\_\_\_ (\_\_) Taco Bell restaurants upon the terms and conditions set forth herein.

WHEREAS, the parties have identified Development Locations as defined in Section 3 below, that Taco Bell and Franchisee agree have potential for development of one or more Taco Bell restaurants (each, a "New Restaurant") as further defined in Section 3 below.

WHEREAS, Franchisee desires to enter into a Franchise Agreement with Taco Bell for each New Restaurant within the Development Locations within the time frames set forth in the Development Schedule, as further defined in Section 3 below.

WHEREAS, Taco Bell, subject to the terms and conditions of this Agreement, is willing to enter into a Franchise Agreement with Franchisee for each New Restaurant within the Development Location within the time frames set forth in this Agreement.

NOW, THEREFORE, in consideration of the promises and mutual covenants contained herein, in the Franchise Agreement and in the Purchase Agreement, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Taco Bell and Franchisee agree as follows:

1. **RECITALS.** The foregoing recitals are hereby incorporated into and made a part of this Agreement.
2. **TERM.** The term of this Agreement shall begin on the Effective Date and, except pertaining to Section 8, shall end on the tenth (10) year anniversary after the end of the last Time Period<sup>14</sup> as set forth in Schedule "A" (the "Expiration Date") except as specifically provided herein.
3. **DEFINITIONS.** Capitalized terms shall have the following meanings for the purpose of this Agreement:
  - A. "Acquired Restaurants" means Taco Bell restaurants (including multi-brand restaurants) that are purchased by Franchisee from Taco Bell, an affiliate of Taco Bell, or from another franchisee.
  - B. "Development Schedule" means the development schedule set forth in Schedule "A" attached hereto.

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<sup>14</sup> Time Period means each of the specified time periods set forth in Schedule A.

- C. "Development Location" means the locations identified on Schedule "B" attached hereto.
- D. "Force Majeure Event" means any of the following events to the extent any such event (alone or in the aggregate) has a material adverse effect on the operations or financial condition of Franchisee or, in the case of the development of a New Restaurant, the development of such Restaurant, and in each case is beyond Franchisee's reasonable control, is unforeseen and could not have been reasonably planned for, prevents Franchisee's performance or the development of such New Restaurant for a continuous period of at least thirty (30) days, and such non-performance could not have been avoided with the reasonable care of Franchisee: (i) acts of God, (ii) flood, fire or explosion, (iii) war, invasion, riot or other civil unrest, (iv) governmental order, mandate, regulation or law, (v) embargoes or blockades, (vi) national or regional emergency, (vii) strikes or labor stoppages, (viii) epidemics and pandemics, or (ix) any System Adverse Event<sup>15</sup>; provided that none of the following events shall constitute a Force Majeure Event: (1) any current or foreseeable event in connection with an epidemic or pandemic (including the COVID-19 pandemic), (2) any current or foreseeable supply chain issue, including the delay or unavailability related thereto or (3) a flood, fire, explosion or similar event that does not affect the development of such New Restaurant.
- E. "Franchise Agreement" shall mean and refer to the then-current franchise agreement form that Taco Bell issues for its traditional restaurants or the then-current license agreement form that Taco Bell issues for its non-traditional or "Express" restaurants, as is appropriate.
- F. "New Restaurant" means a newly constructed freestanding or inline Taco Bell restaurant. For purposes of this Agreement and the Development Schedule, a New Restaurant shall not include any of the following: (i) multi-brand units; (ii) Taco Bell restaurants which, according to Taco Bell's successor guidelines are successor units to existing restaurants; or (iii) any Taco Bell restaurant for which Franchisee receives any type of financial or other type of incentive, including, but not limited to, the National Incentive or other published incentive, unless as specifically permitted in Schedule A below; (iv) Acquired Restaurants.
- G. "Net New Restaurant(s)" means the number of New Restaurants that Franchisee opens to the public in a specified Time Period minus the number of Taco Bell restaurants that Franchisee permanently closes during the same Time Period. Net New Restaurants do not include Taco Bell restaurants that are open before the beginning of the specified Time Period or Taco Bell restaurants that are opened after the end of the specified Time Period. When assessing whether the Development

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<sup>15</sup> System Adverse Event means any event or occurrence or combination of events or occurrences caused by Taco Bell or its affiliate(s) that has a material adverse economic effect (such as a material adverse economic effect on EBITDA) on a significant number of Taco Bell franchisees, including Franchisee. For the avoidance of doubt, a System Adverse Event must be caused by Taco Bell or its affiliate(s) and none of the following (and no effect arising out of or resulting from any of the following) shall, either alone or in combination, constitute or be taken into account in determining whether a System Adverse Effect has occurred: (a) general economic, business, political, industry, trade or credit, financial or capital market conditions (whether in the United States or internationally), including any conditions affecting generally the industries or markets in which Franchisee operates; (b) earthquakes, tornados, hurricanes, floods, acts of God and other force majeure events; (c) disease outbreaks, epidemics and pandemics (including the COVID-19 pandemic); (d) acts of war, civil unrest, terrorism and military actions; (e) any changes in general legal, regulatory, trade or political conditions; and (f) strikes, slowdowns or work stoppages.

Schedule has been met, Taco Bell shall take into account the number of Net New Restaurants opened during a Time Period.

- H. "Opening Date" as used herein means the last day of the Time Period in which the New Restaurant is to be opened to the public for business.
4. APPROVAL AND QUALIFICATION OF SITES. Each New Restaurant to be developed hereunder shall be subject to Taco Bell's prior express written approval in accordance with Taco Bell's then-current standard procedures for site approval, including with respect to architectural and design standards, and will be operated pursuant to a Franchise Agreement on Taco Bell's then-current standard form for new, free-standing or inline restaurants, as applicable, to be issued to Franchisee prior to opening the New Restaurant. Franchisee agrees to abide by and faithfully adhere to the terms of the Franchise Agreement for each New Restaurant.
  5. TIME IS OF THE ESSENCE. Franchisee's timely performance of its obligations under this Agreement is of material importance and is of the essence to this Agreement.
  6. NO EXCLUSIVITY. There is no exclusivity granted to Franchisee by this Agreement. Taco Bell expressly reserves for its own use and the use of others all rights to use and develop any Taco Bell restaurants in its sole discretion. Such reservation of rights includes the right to use, develop and/or transfer any Taco Bell restaurant and other operations, products, services, methods, and points of distribution of any and all sorts. Franchisee's rights granted in this Agreement are expressly made subject to the existing rights of third-party franchisees, including, but not limited to, Taco Bell restaurant registrations for new builds, successors, offset, scrape, and remodels and to currently open Taco Bell restaurants.
  7. DEVELOPMENT SCHEDULE, RIGHTS AND OBLIGATIONS. Subject to the terms and conditions herein, Franchisee will have the obligation to execute a Franchise Agreement for and to commence operations of a New Restaurant within the Development Location according to the Development Schedule. The exact locations of each New Restaurant within the Development Location are subject to Taco Bell's express written approval.

A New Restaurant will be considered timely developed if: (i) the New Restaurant is within the Development Location; (ii) the New Restaurant is opened for continuous operation by the Opening Date specified in Schedule A; (iii) the Franchise Agreement has been signed by Franchisee and Taco Bell for the New Restaurant; (iv) the initial franchise fee has been paid; and (v) the New Restaurant is operating in compliance with the terms of the Franchise Agreement. Franchisee agrees to use its commercially reasonable efforts and to take all steps and actions to fully and timely satisfy its development obligation. Failure to meet any deadline set out in Schedule "A" shall cause the monetary sums set forth in paragraph 8 to be due and payable to Taco Bell immediately and without demand.

8. PAST DUE DEVELOPMENT FEE. Franchisee shall pay Taco Bell an initial franchise fee of \$45,000 for each New Restaurant, \$10,000 of which is payable upon registration and the balance of which is due upon such New Restaurant's groundbreak.

Further, Franchisee and Taco Bell agree that Taco Bell would be significantly damaged if Franchisee failed to timely and fully meet its Development Schedule as outlined in Schedule A. Franchisee and Taco Bell also agree that measuring the precise amount of this damage would be difficult and costly. Instead of a precise damages calculation, Franchisee and Taco Bell agree that the fees set out below are a fair and reasonable approximation of what Taco Bell's damages would be. Accordingly, Franchisee and Taco Bell agree that Franchisee shall immediately pay to Taco Bell, without demand, the fees set out in subparagraphs A and B below for each such New Restaurant that is not timely and fully satisfied:

- A. Forty-Five Thousand Dollars (\$45,000) within five (5) calendar days of the last day of the relevant Time Period. This payment will be credited toward the initial franchise fee for the applicable New

Restaurant so long as the New Restaurant is opened to the public by the Opening Date of the last Time Period as set forth in Schedule A. This payment will not be credited toward the initial fee for any other restaurant and is non-refundable.

- B. For each New Restaurant that is not developed on or before the Opening Date Franchisee agrees to pay to Taco Bell \$4,231 ("Period Sum") for each four- or five-week accounting period of Taco Bell's pertinent financial calendar ("Accounting Period") starting on the Opening Date. Each payment of a Period Sum shall be made by Franchisee within seven (7) days after the last day of that Accounting Period to which it applies. For each New Restaurant not opened on or before the Opening Date, the Period Sum shall be paid by Franchisee until the earlier of i) the date that the New Restaurant actually opens in such Development Location or ii) 10 years after the Opening Date. For each New Restaurant opened in the middle of an Accounting Period, Franchisee shall pay a pro-rated Period Sum for that portion of the Accounting Period occurring after the New Restaurant's opening. Franchisee shall not be entitled to a reimbursement of any amount paid as a Period Sum.

Notwithstanding the foregoing, Franchisee will not be liable to Taco Bell for any Period Sum to the extent that Franchisee's failure to meet the development schedule for any New Restaurant resulted directly from a Force Majeure Event provided that any delay resulting from a Force Majeure Event shall extend performance, and suspend Franchisee's payment of any Period Sum, only so long as, and to the extent that, Franchisee's performance is prevented by such Force Majeure Event. The foregoing extension shall not exceed six (6) months for any given New Restaurant. Further, to be eligible for the extension, Franchisee shall (a) promptly (and in any event within five (5) days) notify Taco Bell in writing of the nature and extent of the circumstances of the Force Majeure Event, which notice shall contain a reasonably detailed description of the Force Majeure Event and the impact, issues and/or destruction that such event has caused, and (b) use commercially reasonable efforts to establish and implement a plan that minimizes the disruption of such Force Majeure Event to Franchisee, remedies the situation, and removes the cause of Franchisee's inability to perform as soon as reasonably practicable under the circumstances. The foregoing shall not limit any other remedy available to Taco Bell relating to a breach by Franchisee of this Agreement or the Franchise Agreements. Franchisee shall resume the performance of its obligations as soon as reasonably practicable after the removal of the cause of any Force Majeure Event.

#### 9. FAILURE TO COMPLY WITH CONDITIONS.

If Franchisee fails to:

- i) meet Taco Bell's financial and operational criteria for development in accordance with Taco Bell's then-current policies, procedures and standards; or
- ii) remain in good standing as a Taco Bell franchisee, as determined by Taco Bell in accordance with its then-current policies, procedures and standards; or
- iii) make any payment due under Section 8 of this Agreement and cure such breach within ten (10) days of written demand from Taco Bell,

then Taco Bell shall be entitled to terminate this Agreement and Franchisee shall be required to pay to Taco Bell within five (5) days of written demand all amounts that would be due under Section 8 of this Agreement at or prior to the Expiration Date, or such later date as may be specified in Section 8.B.

#### 10. DISPUTE RESOLUTION.

This Agreement; all relations between the parties; and any and all disputes between Franchisee and Taco Bell, whether such dispute sounds in law, equity or otherwise, is to be exclusively construed in accordance with and/or governed by (as applicable) the law of the State of New York without recourse to New York (or any other) choice of law or conflicts of law principles. If, however, any provision of

this Agreement is not enforceable under the laws of New York, and if Franchisee's franchised business is located outside of New York and the provision would be enforceable under the laws of the state in which the franchised business is located, then that provision (and only that provision) will be interpreted and construed under the laws of that state. This Section is not intended to invoke, and shall not be deemed to invoke, the application of any franchise, business opportunity or similar law of the State of New York which would not otherwise apply by its terms jurisdictionally or otherwise but for the within designation of governing law.

With respect to any court proceeding between Franchisee and Taco Bell concerning the enforcement, construction or alleged breach or termination of this Agreement, Franchisee hereby submits to the personal jurisdiction and venue of the federal and California state courts located in Orange County, California, for all such matters, and promises not to commence against Taco Bell any court proceeding concerning such matters in any other courts.

11. MISCELLANEOUS.

- A. None of Franchisee's rights or obligations herein are assignable.
- B. The parties shall keep all of the terms of this Agreement strictly confidential, so long as this Agreement is in effect.
- C. This Agreement may not be modified or amended except by a written document, signed by all parties, specifically referring to the portion of this Agreement being amended and modified.
- D. All notices to be given hereunder shall be in writing and shall be deemed given when first received or tendered during normal business hours for the locale of the addressee at the appropriate address set forth below, or such other address as one party may hereafter provide to the other with not less than three (3) business days' notice.

If to Taco Bell:  
Taco Bell Franchisor, LLC  
1 Glen Bell Way  
Irvine, CA 92618  
Attn: General Counsel

If to Franchisee:  
[insert Franchisee contact info]  
  
Attn:

- E. Terms of gender and captions as used in this Agreement are strictly for convenience and shall have no bearing on its construction.
- F. No waiver by either party of any breach, default or unfulfilled condition shall be deemed a waiver of any subsequent or other breach, default or unfulfilled condition. No waiver shall be effective unless in writing and signed by an authorized signatory of the waiving party.

IN WITNESS WHEREOF, the parties hereto through their duly authorized signatories have caused this Agreement to be executed and delivered as of the Effective Date.

FRANCHISEE  
[insert entity name]  
By: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

TACO BELL FRANCHISOR, LLC  
By: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

\_\_\_\_\_

[insert shareholder/member]

Date: \_\_\_\_\_



**SCHEDULE "A"**

**DEVELOPMENT SCHEDULE**



**SCHEDULE "B"**

**DEVELOPMENT LOCATION**

# EXHIBIT "H"

## LAND AND BUILDING LEASE

### [Brand and store number - street address]

This Land and Building Lease ("Lease") is made as of the \_\_\_\_\_ day of \_\_\_\_\_, 2018, by and between [LANDLORD], a Delaware limited liability company ("Landlord"), and \_\_\_\_\_, a \_\_\_\_\_ limited liability company ("Tenant"). This Lease is being entered into in connection with that certain [if PH: *Asset Sales Agreement*] [if TB/KFC: *Agreement for Purchase and Sale of Certain Assets and Franchises*] dated \_\_\_\_\_, 2018 (the "Asset [*Purchase/Sales*] Agreement"), by and among Landlord, [FRANCHISOR] LLC, a Delaware limited liability company ("Franchisor"), Tenant, and \_\_\_\_\_ ("Individually").

It is AGREED between the parties hereto as follows:

#### 1. DESCRIPTION OF PREMISES

Landlord hereby leases to Tenant, and Tenant leases from Landlord, on the terms and conditions hereinafter set forth, that certain real property (the "Land"), together with all improvements located thereon, including the building and any other structures and improvements located upon the Land, as more particularly described on attached **Exhibit "A"**, together with any rights arising under or subject to any reciprocal easement agreement, separate lease or sublease for any appurtenances or common area, adjacent area or additional property (collectively, "Common Areas"). The building and all additional improvements to the Land, including the restaurant building located thereon and the rights to use such Common Area (if any), are herein collectively referred to as the "Premises" and shall be and remain the property of Landlord throughout the Term (as defined below) of this Lease.

#### 2. TERM

The initial term ("Term") of this Lease shall be a period of **[twenty (20) years]** (the "Term") commencing on \_\_\_\_\_, 20\_\_ (the "Commencement Date") and ending \_\_\_\_\_, 20\_\_ subject to earlier termination upon the expiration or earlier termination of the Franchise Agreement or a default of Tenant pursuant to the terms of Section 19 below or Tenant's exercise of its option(s) to extend this Lease on the terms and conditions as provided under Section 4 below.

#### 3. RENT

3.1 The fixed or base minimum rental (the "Rent") which Tenant agrees to pay Landlord shall be as follows:

Description	Start Date	End Date	Rent Freq	Monthly Rent
[to be pasted from Rental Schedule]				

3.2 Rent shall be paid, in advance, in equal monthly installments on the first day of each month during the Term hereof. Rent for any period which is less than one month shall be

prorated on the basis of a thirty (30) day month. If the Commencement Date is other than the first day of the month, then on the Commencement Date Tenant shall pay the Rent for the period from the Commencement Date until the first day of the first full calendar month after the Commencement Date.

3.3 All Rent and other sums that Tenant is required to pay Landlord under the terms of this Lease are to be sent to Landlord at: **[Select appropriate brand]**

PHI  
PO Box 955641  
St. Louis, MO 63195-5641

Taco Bell  
PO Box 203770  
Dallas, TX 75320-3770

KFC  
PO Box 203805  
Dallas, TX 75320-3805

Telephone: 502.874.1000  
Email: lease.accounting@yum.com

Ref: Store Number: \_\_\_\_\_ or such other place or address or electronically, as may be designated by Landlord from time to time.

3.4 All Rent and any other sums that Tenant is required to pay under this Lease are unconditional obligations of Tenant and are payable, in full, when due, without any setoff, abatement, deferment, deduction, or counterclaim. Any delinquent payment (meaning any payment that is not made within five (5) business days after the due date) will, in addition to any other remedy of Landlord, be subject to the Charges as set forth in Section 36 which shall be deemed to be additional rent and payable to Landlord on demand.

#### 4. OPTION TO EXTEND

Provided that Tenant is not in default under this Lease beyond any applicable notice and cure periods as of each Exercise Date (as defined herein) and as of the commencement date of each Extension Period (as defined herein), and for so long as Landlord is an affiliate of YUM! Brands, Inc., a North Carolina corporation ("YUM! Brands") that Tenant has a valid Franchise Agreement from Franchisor covering the Premises for the duration of the Term and any Extension Period, Landlord grants to Tenant the option to extend the Term of this Lease for up to **[four (4) additional periods of five (5) years each]** (each an "Extension Period"). This Lease will automatically be deemed renewed for the next Extension Period unless Tenant gives prior written notice to Landlord at least 12 months prior to the end of the Term or the then current Extension Period (the "Exercise Date") stating that Tenant elects not to extend the Term. Upon the commencement of each Extension Period, all provisions of this Lease shall remain in full force and effect, except for Extension Period(s) already exercised, and Rent, which Rent shall be increased to the following amounts for the years during each of the Extension Periods as follows:

Description	Start Date	End Date	Rent Freq	Monthly Rent
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[to be pasted from Rental Schedule]

5. TAXES

In addition to the Rent above specified, Tenant agrees to reimburse and pay to Landlord upon demand any and all real estate taxes, assessments, duties, impositions and burdens levied or assessed upon the Premises and upon the buildings, appurtenances and improvements thereon, as well as its proportionate share of taxes on any Common Areas in the event the Premises are part of a shopping center (collectively, the "Taxes") as they become due under this Lease and without regard for the time period related thereto. If by law any Taxes may, at the option of the taxpayer, be paid in installments, Tenant may exercise that option, and pay the installments (including any additional amounts due because of such installment election) as they become due during the Term.

In addition, Tenant agrees to reimburse and pay to Landlord all sales, use or similar taxes based upon the amount of the Rent paid herein whether assessed to the Tenant, Landlord or a third party, such as the owner of property who has leased the property to Landlord, and Tenant agrees to hold Landlord free and harmless from payment of all of the same. If the amounts of such taxes are not paid by Tenant at least seven (7) days prior to the date they become delinquent, then Landlord may pay the same, together with penalties and interest, if any, and Tenant agrees, upon demand of Landlord, to pay and to reimburse Landlord for the same, together with interest upon any sums of money so paid by Landlord at the rate of the lesser of eighteen percent (18%) per annum, or the maximum rate allowed by the state in which the Premises are located, from date of payment by Landlord to date of reimbursement by Tenant.

6. USE OF PREMISES; CONTINUOUS OPERATIONS; FIXED CHARGE COVERAGE RATIO

6.1 Permitted Use. Tenant acknowledges and agrees that the Premises may be used solely by Tenant and only as a [BRAND] brand restaurant ("Tenant's Use") under a valid Franchise Agreement issued by Franchisor and for all things related thereto and incidental thereto or in furtherance of said purpose. Any other use of the Premises, or any portion thereof, must be pre-approved in writing by Landlord, which may be withheld, conditioned or otherwise delayed in Landlord's sole and absolute discretion. Notwithstanding anything to the contrary as contained herein, so long as Landlord is an affiliate of Franchisor or YUM! Brands, Landlord's consent may be arbitrarily withheld or denied.

6.2 Prohibited Uses. No auction, fire, or bankruptcy sales may be conducted on the Premises for whatever reason without Landlord's prior written consent. Tenant shall observe and comply with the conditions and requirements of any insurance policies covering all or part of the Premises or the use thereof. Tenant shall at all times, comply promptly with all applicable statutes, laws, ordinances, rules, regulations, orders and requirements regulating or affecting the Premises and/or the use, occupancy or possession of the Premises by Tenant that are now or hereafter in effect. Tenant shall promptly give Landlord a copy of any written notice received by Tenant of any violation of any governmental law, ordinance, rule, regulation or requirement applicable to the Premises. Tenant shall not abandon the Premises and shall keep open for business during the customary hours, except as may be impracticable due to strikes, lockouts, acts of God or conditions beyond Tenant's control.

For so long as Landlord is an affiliate of YUM! Brands and notwithstanding anything contained in this Lease to the contrary, Tenant shall not use the Premises for any: (a) YUM! Brands (or legal successor to YUM! Brands) restaurant unless said use is pursuant to a valid franchise agreement with a YUM! Brands restaurant concept, or (b) restaurant use which would conflict with or be in competition with a YUM! Brands restaurant concept, as may be determined by Landlord or Franchisor in their sole and absolute discretion.

6.3 Continuous Operations. Tenant shall, in good faith, continuously throughout the Term carry on and conduct in the entire Premises the type of business for which the Premises are leased. Tenant shall operate its business with a complete line and sufficient stock of food and product and other merchandise of current [BRAND] style and type, attractive displays and in an efficient and reputable manner so as to produce the maximum amount of sales from the Premises, and shall, except during reasonable periods for repairing, cleaning and decorating keep the Premises open for business with adequate and competent personnel in attendance on all days and during all hours (including evenings) as typically prescribed by Franchisor. If Tenant ceases to operate its business from the Premises for ninety (90) consecutive days, for reasons other than reasonable periods for repairs or remodeling or force majeure, then Landlord has the right to terminate this Lease. If Landlord elects to terminate this Lease, it must do so by notifying Tenant in writing of such termination and Tenant will have the right, within thirty (30) days of receipt of Landlord's written notice of such election, to advise Landlord that Tenant will reopen for business from the Premises subject to any required Franchisor approvals. If Tenant advises Landlord of such, then Landlord's termination notice will be null and void and of no force and effect (unless Franchisor disapproves of such reopening) and Tenant must reopen for business in substantially all of the Premises within sixty (60) days of its notice to Landlord; otherwise, Tenant's notice will be null and void and of no force and effect. In addition, notwithstanding anything else contained herein Tenant shall thereafter be obligated to remain open and operating in substantially all of the Premises during normal operating hours for the remainder of the Term.

6.4 Fixed Charge Coverage Ratio. Tenant covenants to Landlord that, for so long as this Lease is in effect, Tenant shall maintain a Fixed Charge Coverage Ratio at the Premises of at least 1:1, as determined on the last day of each fiscal year of Tenant. For purposes of this Section 6.4, the term "Fixed Charge Coverage Ratio" shall mean with respect to the twelve (12) month period of time immediately preceding the date of determination, the ratio calculated for such period of time, each as determined in accordance with GAAP, of (a) the sum of Net Income, Depreciation and Amortization, Interest Expense and Operating Lease Expense, less a corporate overhead allocation in an amount equal to 4% of Tenant's Gross Sales at the Premises, to (b) the annual Rent. For purposes of calculating the Fixed Charge Coverage Ratio, the following terms shall have the following meanings:

"Capital Lease" means any lease of any property (whether real, personal or mixed) by Tenant with respect to the Premises which lease would, in conformity with GAAP, be required to be accounted for as a capital lease on the balance sheet of Tenant. The term "Capital Lease" shall not include any operating lease or this Lease.

"Debt" means, as directly related to the Premises and the period of determination (i) indebtedness of Tenant for borrowed money, (ii) obligations of Tenant evidenced by bonds, indentures, notes or similar instruments, (iii) obligations of Tenant to pay the deferred purchase price of property or services, (iv) obligations of Tenant under leases which should be, in accordance with GAAP, recorded as Capital Leases, and (v) obligations of Tenant under direct or indirect guarantees in respect of, and obligations (contingent or otherwise) to purchase or

otherwise acquire, or otherwise to assure a creditor against loss in respect of, indebtedness or obligations of others of the kinds referred to in clauses (i) through (iv) above. The term "Debt" shall not include Landlord's debt (if any) with respect to the Premises.

"Depreciation and Amortization" means the Tenant's depreciation and amortization accruing during the period of determination with respect to the Premises as determined in accordance with GAAP.

"GAAP" means generally accepted accounting principles consistently applied.

"Interest Expense" means for any the period of determination, the sum of all interest accrued or which should be accrued in respect to all Debts of Tenant allocable to the Premises and all business operations thereon during such period (including the interest attributable to Capital Leases), as determined in accordance with GAAP,

"Net Income" means, with respect to the period of determination, the net income or net loss of Tenant allocable to the Premises. In determining the amount of Net Income, (i) adjustments shall be made for non-reoccurring gains and losses allocable to the period of determination; (ii) deductions shall be made for, among other things, Depreciation and Amortization, Interest Expense and Operating Lease Expense allocable to the period of determination, and (iii) no deductions shall be made for (x) income taxes or charges equivalent to income taxes allocable to the period of determination, as determined in accordance with GAAP, or (y) corporate overhead expense allocable to the period of determination.

"Operating Lease Expense" means the expenses incurred by Tenant under any operating leases with respect to the Premises and the business operations thereon during the period of determination, as determined in accordance with GAAP; provided, however, the term "Operating Lease Expense" shall not include any sum payable under this Lease.

## 7. ALTERATION OF PREMISES

Except as expressly provided herein and subject to Section 27, all alterations or changes to the Premises shall require notice to Landlord as stated in Section 20 and shall require Landlord's prior written consent and must comply with all easements, conditions, covenants and restrictions affecting the use and/or development of the Premises. For so long as Landlord is an affiliate of YUM! Brands and notwithstanding the foregoing, provided that any such alterations or changes have been pre-approved in writing by Franchisor, Tenant may make non-structural alterations or changes to the interior or exterior of the Premises without Landlord's consent provided (a) any such alterations or changes do not (i) change the height, size or exterior aesthetic appearance of the building, or (ii) materially affect the structural integrity of the building, (b) Landlord is given at least thirty (30) days' prior written notice of such alterations or changes, and (c) the estimated cost of such alterations or changes does not exceed Fifty Thousand and no/100 (\$50,000) Dollars. All other alterations or changes shall require the prior written consent and approval of Landlord, which Landlord may withhold in its sole and absolute discretion. All alterations and changes shall be made at Tenant's sole cost and expense and subject to Section 27 hereof; shall be completed as expeditiously as possible; shall be done in accordance with plans and specifications as required by or approved by Franchisor (and Landlord, if required hereunder); a copy of all plans provided to Landlord for its records (whether or not preapproval is required); and shall be made in a good and workmanlike manner and in compliance with all applicable statutes, ordinances, rules, and regulations of governmental authority.

Furthermore, Tenant acknowledges and agrees that it shall fully comply with all obligations to complete any alterations or changes to the Premises in accordance with the Asset Purchase Agreement, Franchise Agreement or any associated or applicable development agreement or similar agreement.

Upon the expiration or early termination of this Lease, Tenant will return the Premises to Landlord in good repair and in material compliance with all applicable laws, including, without limitation, health and zoning codes, and in compliance with Section 26 hereof.

#### 8. ACCEPTANCE OF PREMISES; TENANT DUTY TO REPAIR PREMISES

Tenant agrees, and acknowledges and accepts the Premises, including any improvements, furniture, fixtures and equipment located therein, as of the Commencement Date in its "AS-IS", "WHERE IS" condition as existed on the Effective Date of the Asset Purchase Agreement and acknowledges and agrees that the Premises are in a tenantable and good condition and that neither Landlord nor Franchisor, nor any of their respective representatives, have made any representations, warranties as to the condition or fitness of the Premises for any purpose nor have any of them made any promises, commitments or agreements to make any repairs, corrections, changes, alterations or other improvements to the Premises.

During the Term of this Lease, Tenant acknowledges and agrees that it shall, at its sole cost and expense, keep and maintain the Premises, including all portions of the building(s), and all systems serving the Premises, both inside and out, including, but not limited to: roof, walls, windows and doors, plate glass, dumpster enclosures, HVAC, electrical, plumbing, grease traps and clean-outs, the exterior portions surrounding the building(s), all sidewalks (public and private), parking lots, landscaping, signage, and any Common Area located on the Premises or otherwise serving the Premises in accordance with any separate obligations related thereto, in good and sanitary order, condition, and repair and in accordance with Franchisor's minimum standards and all applicable statutes, laws, ordinances and codes, hereby releasing Landlord and waiving all right to make repairs at the expense of Landlord as provided by any applicable law or regulation in the State or other jurisdiction in which the Premises are situated. In the event the Premises are a part of a shopping center or include any Common Area, Tenant agrees to abide by all rules and regulations of said shopping center or agreements and to perform all obligations arising thereunder, and to pay any prorata costs for maintenance of the Common Area.

#### 9. UTILITIES

Tenant agrees to directly pay for all utilities whatsoever, including, but, not limited to water, sewer, fuel, gas, oil, heat, electricity, power, materials and services, which may be furnished to or used in or about the Premises during the Term hereof. Tenant agrees to cause all utilities to be billed in the name of and directly to Tenant. To the extent as may be required under local laws or ordinances, if any utility is billed to the Landlord, Tenant agrees to promptly pay the same upon receipt of any bill from Landlord. Landlord, in its sole discretion, may elect to pay such bill directly to the utility provider in which event Tenant agrees to immediately reimburse Landlord for any such payments. Landlord shall not be liable in damages for any failure or interruption of any utility or service or for any disputed amounts. No failure or interruption of any utility or service shall entitle Tenant to terminate this Lease or discontinue making payments of Rent hereunder.



10. INDEMNITY

Tenant covenants and agrees to indemnify, defend (with counsel reasonably acceptable to Landlord) and to hold Landlord free and harmless of and from any and all losses, liabilities, claims, damages, costs, expenses, demands, suits, actions, and causes of action, whether foreseen or unforeseen (collectively, the "Losses") of any and all persons whatsoever, and of and from any and all liability to Tenant, its agents and employees, licensees, invitees, and any and all persons coming upon or near the Premises, during the Term hereof, as may be renewed or extended, arising out of, or connected with, or by virtue of Tenant's occupation or maintenance of the Premises, or any willful, wrongful or negligent act or commission or omission of Tenant, its agents, servants, guests, customers, contractors, permitted licensees, invitees or employees, subtenants or assignees, including attorney's fees and costs of suit incurred by Landlord in defending against any such claims, demands, suits, actions or causes of action. This Article 10 shall expressly and permanently survive the termination of this Lease.

11. SIGNS

Tenant shall not place or permit to be placed any sign, marquee, awning or decoration on the exterior of the Premises without the written consent of Landlord unless such is used in conjunction with Franchisor's regional or national advertising campaigns. All signage shall meet applicable governmental requirements and the use of all interior or exterior signs shall be consistent with Franchisor's advertising and trademark standards.

12. PERIODIC INSPECTION OF PREMISES

Tenant shall permit Landlord, Franchisor, and/or their respective agents, to enter into and upon the Premises at all reasonable times for the purpose of inspecting the same or for the purpose of posting notices of non-liability for alterations, additions or repairs, or for the purpose of placing upon the Land in which the Premises are located any usual or ordinary "For Sale" signs, without any abatement of Rent.

13. DESTRUCTION OF PREMISES

In accordance with Section 18 of this Lease, if any building or improvements situated on the Premises should be damaged or destroyed due to any cause whatsoever, Tenant shall give immediate notice thereof to Landlord, and Tenant shall cause said improvements to be repaired and restored to the same general condition to which same existed immediately prior to the time of the occurrence of said damage or destruction with reasonable diligence, but in no event later than ninety (90) days thereafter, subject to force majeure and/or Tenant's receipt of the necessary permit(s). In no event shall Rent abate, and moreover, Landlord shall have no obligation or liability whatsoever to Tenant, and Tenant shall not be entitled to recover any damages whatsoever from Landlord for any loss occasioned by such damage or destruction.

14. CONDEMNATION

14.1 Entire Taking. In the event the entire Premises shall be appropriated or condemned under the power of eminent domain by any competent authority for any public or quasi-public use or purpose (or, in the reasonable opinion of Tenant, a substantial portion of the Premises so that the remainder of the Premises is not suitable for Tenant's Use), this Lease shall terminate when possession thereof shall be required by the appropriating or condemning

authority, or when legal title to the Premises shall vest in the appropriating or condemning authority, whichever shall first occur.

14.2 Partial Taking. In the event that only a part of the Premises is appropriated or condemned and (i) the part so taken includes the building or any part thereof, or (ii) the taking results in insufficient parking spaces to meet the applicable parking code requirements and Landlord is unable to provide a variance to such code requirements or otherwise provide substitute parking spaces therefore that are in close proximity to the Premises and acceptable to Tenant in its reasonable discretion, or (iii) such partial taking results in cutting off direct access from the Premises to any adjacent or contiguous public street or highway and Landlord is unable to secure alternative access rights via a private right of way, then, and in any such event, Tenant, at any time either prior to or within a period of sixty (60) days after the date when possession of the Premises so taken shall be required by the appropriating or condemning authority, may elect to terminate this Lease.

In the event Tenant shall fail to exercise such option to terminate this Lease, or in the event that a part of the Premises shall be taken or condemned under circumstances in which Tenant shall have no option to terminate this Lease, then in either such event this Lease shall continue in full force and effect and shall terminate only as to that part of the Premises so taken. In such event, the Rent required to be paid under Section 3 hereof, shall be reduced, as of the date when possession of the Premises shall be required by the appropriating or condemning authority, by an equitable amount but not more than a proportionate amount equal to the proportion that the area of the part so taken bears to the total area of the Premises. In the event that Tenant elects to stay in operation and the building is partially taken, Tenant agrees to rebuild and/or make needed repairs at its sole cost. Notwithstanding anything contained herein, Landlord shall have no responsibility to restore or rebuild the Premises.

14.3 All compensation awarded or paid as a result of a total or partial condemnation and allocable to the Premises shall be distributed in accordance with the laws and ordinances of the State in which the Premises are situated; however, any award attributable to the Premises shall be allocated and paid to Landlord and Tenant in the following order of priority: (a) to Landlord for the Unamortized Cost of Landlord's Building and Improvements (as defined herein); (b) to Landlord for the value of its reversionary interest in the Premises; (c) to Tenant for its relocation expenses; and (d) the remainder to Landlord. Notwithstanding the foregoing, Tenant shall have the right to pursue compensation for Tenant's loss of business and goodwill. The "Unamortized Cost of Landlord's Building and Improvements" as used herein means that portion of all costs of developing and constructing Landlord's Building and Improvements which, if amortized on a straight line basis over the Term, has not been recovered by Landlord as of the date of the Condemnation. Tenant shall not be entitled to any portion of an award attributable to the land or the building, to other property in the shopping center (if applicable), including Common Area or in excess of any award to which Landlord may be entitled under any other ground leases. A taking by eminent domain or condemnation shall include a sale or dedication in lieu thereof.

## 15. ASSIGNMENT, SUBLEASING & HYPOTHECATION

15.1 (a) Tenant shall not, whether voluntarily or by operation of law or otherwise: (i) assign or otherwise transfer any of its interest in this Lease or the Premises, in any manner, nor (ii) sublet, license or permit occupancy by any other person of any portion of the Premises (all of the foregoing are collectively called a "Transfer"), without obtaining on each occasion the prior

written consent of Landlord, which consent may be withheld by Landlord in its sole and absolute discretion.

(b) Any transfer of (i) any corporate stock of; (ii) any partnership interest in; or (iii) any membership interest in Tenant, or a merger, consolidation or liquidation of or by Tenant, either voluntarily or by operation of law, shall be deemed a Transfer and shall require Landlord's consent as stated herein.

(c) Notwithstanding the foregoing, Tenant may assign this Lease or sublease the Premises without Landlord's consent to any Affiliate, approved franchisee of Franchisor, or successor of Tenant by operation of law such as merger, provided however: (i) Franchisor shall have pre-approved any proposed Transfer in advance in writing and shall have agreed to issue a franchise agreement to such assignee to operate Tenant's Use at the Premises on the condition that Tenant and such proposed assignee has fully complied with all of Franchisor's requirements related thereto (including, but not limited to any equity requirements, financing and sale-leaseback requirements or restrictions), and (ii) Tenant shall provide prior written notice to Landlord of any such assignment or sublease. An "Affiliate" is any company controlling Tenant, controlled by Tenant or controlled by the same company which controls Tenant, or any of their respective franchisees. Tenant shall not Transfer its interest in the Lease except as provided herein. Other assignments or subleasing shall require Landlord's consent. Notwithstanding whether or not Landlord's consent was required or not, if Tenant assigns its interest in this Lease, Tenant shall remain primarily liable for the payment and performance of all obligations due or arising under this Lease through the remainder of the Term of the Lease and through any and all Extension Periods, amendments to this Lease or extensions or hold-over periods, whether or not Tenant consents or agrees to any of the same.

(d) Notwithstanding the foregoing and without Landlord's prior written consent, if the Franchise Agreement between Franchisor and Tenant is terminated prior to expiration of the Lease, Franchisor shall have the right, but not the obligation, to cure any current defaults as provided in Section 19.7 of this Lease and assume those rights and obligations of Tenant under the Lease coming due on or after the date Tenant vacates the Premises, including taking possession of the Premises, all fixtures, and leasehold improvements. Franchisor may exercise such right at any time after the termination of the Franchise Agreement by written notice to Landlord and Tenant. Within thirty (30) days after receipt of such notice, Tenant shall vacate the Premises and turn possession of same over to Franchisor or its designated affiliate, as the case may be. The assumption of Tenant's obligations under the Lease by Franchisor or its designated affiliate thereof shall in no way relieve Tenant from any obligations, expenses, charges or liabilities of Tenant to Franchisor under the terms of the Franchise Agreement or from any obligations, expenses, charges or liabilities of Tenant to Landlord under the Lease.

15.2 Subject to the terms and conditions as set forth in the Asset Purchase Agreement and in the Franchise Agreement, Tenant may mortgage, encumber, pledge or assign as security its right, title and interest in this Lease or the Premises to a financial institution (the "Lender") acceptable to Landlord, subject to the prior written consent of Landlord and prior approval of the form and content of the security agreement. Tenant shall give to Landlord a notice containing the name and address of the Lender and a copy of the proposed security instrument at least 30 days prior to the proposed effective date of such security instrument.

Subject to the terms and conditions and Landlord's prior written approval of the final form of any proposed security instrument and Landlord's waiver instrument, and further provided that Lender acknowledges and agrees in such instrument(s) that the leasehold interest and any

security interest therein are at all times and shall remain subordinate to the interest of a mortgage or security interest granted by Landlord, or its successors and assigns, prior to or subsequent to the leasehold security interest, in and to the fee interest and to the leased Premises, and in such event, Landlord will agree in such instruments as follows: (a) whenever Landlord gives any notice to Tenant pursuant to this Lease, Landlord shall also give to Lender a duplicate copy of such notice at such address in the manner required of notices hereunder. If the notice given by Landlord is a notice of default by Tenant, (b) to allow Lender thirty (30) days to cure any default not timely cured by Tenant, (c) if Lender timely cures any default not timely cured by Tenant, Lender shall be entitled to assume Tenant's interest and obligations under this Lease immediately upon such cure and for the remainder of the term, together with any option, renewal or extension rights set forth in this Lease; provided, however, that Lender shall not acquire any franchise rights pertaining to the use of the Premises and Lender shall agree that any/all trademarked items belong to Tenant, Landlord and/or Franchisor and each shall be notified and provided a reasonable time to de-identify the Premises. Landlord hereby consents to the assignment by Tenant of its rights to use the Premises under the Lease and all of Tenant's personal property and trade fixtures located at the Premises ("Collateral") to Lender. Landlord further consents to the execution and performance by Tenant of any recordable leasehold mortgage, deed of trust, collateral assignment of lease and any other documentation reasonably required by Lender. Landlord agrees that none of the Collateral located on the Premises, notwithstanding the manner in which any of the Collateral may be affixed to the Premises, shall be deemed to be fixtures or constitute part of the Premises. Landlord agrees not to assert any statutory, consensual or other liens against the Collateral. If Tenant defaults on its obligations to Lender, and as a result, Lender undertakes to enforce its security interest in the Collateral, Landlord will permit Lender and its agents to enter upon and remain on the Premises to remove or otherwise dispose of the Collateral; provided (a) Landlord receives the Rent and other amounts due under the Lease for the period of time Lender uses the Premises and (b) any damages to the Premises caused by removal of the Collateral are repaired. Notwithstanding anything to the contrary as stated herein or which may be provided under any security agreement, neither Lender nor any subsequent assignee or sublessee thereof shall be permitted to use the Premises for any purpose whatsoever except in strict accordance with Section 6 hereof, which includes Landlord's sole and absolute discretion and approval of any change from Tenant's Use.

16. SECURITY DEPOSIT. An initial security deposit ("Security Deposit") in the amount of \_\_\_\_\_ (\$\_\_\_\_\_) (if applicable), pursuant to the provisions of this Section 16, shall be held by Landlord without interest as security for the performance by Tenant of Tenant's covenants and obligations under this Lease, it being expressly understood that such Security Deposit is not an advance payment of Rent or a measure of Landlord's damages in case of default by Tenant. Landlord may commingle the Security Deposit with Landlord's other funds. If, at any time during the Term of this Lease, as may be extended, any of the Rent shall be overdue and unpaid, or any other sum payable by Tenant to Landlord hereunder shall be overdue and unpaid, then Landlord may at the option of the Landlord (but Landlord shall not be obliged to), appropriate and apply any portion of said Security Deposit to the payment of any such overdue Rent or other sum. In the event of the failure of Tenant to keep and perform any of the terms, covenants and conditions of this Lease to be kept and performed by Tenant, then the Landlord at its option may appropriate and apply the Security Deposit, or so much thereof as may be necessary, to compensate the Landlord for loss or damage sustained or suffered by Landlord due to such breach on the part of Tenant. Should the Security Deposit or any portion thereof be appropriated and applied by Landlord for the payment of overdue Rent or other sums due and payable to Landlord by Tenant hereunder, then Tenant shall, upon the written demand of Landlord, forthwith remit to Landlord a sufficient amount in cash to restore the Security Deposit to its amount prior to such appropriation and application, and Tenant's failure to do so

within seven (7) days after receipt of such demand shall constitute an event of default under this Lease. Should Tenant comply with all of the terms, covenants and conditions of this Lease and pay all of the Rent herein provided for and all other sums payable by Tenant to Landlord hereunder, the Security Deposit shall be returned in full to Tenant at the end of the Lease Term (as may be extended), or upon the earlier termination of this Lease.

Notwithstanding the foregoing and notwithstanding any initial waiver of any requirement to post a Security Deposit, should Tenant, more than two (2) times within any rolling twelve (12) month period, fail to pay on the due date therefore, any installment of Rent or other charge, amount or expense payable by Tenant hereunder, whether or not the amount in question is subsequently paid by Tenant, then, without limiting Landlord's other rights and remedies provided for in this Lease or at law or equity, the Security Deposit shall automatically be increased by an amount equal to the greater of: (a) three times the Security Deposit, or (b) three times the monthly Rent then being paid by Tenant, and such amount or additional amount shall be paid by Tenant to Landlord forthwith on demand.

#### 17. NON-WAIVER

No covenant or condition of this Lease can be waived except by the written consent of Landlord. Forbearance or indulgence by Landlord in any regard whatsoever shall not constitute a waiver of the covenant or condition to be performed by Tenant to which the same may apply, and until complete performance by Tenant of said covenant or condition, Landlord shall be entitled to pursue any remedy available under this Lease, by law or in equity.

#### 18. TENANT'S INSURANCE

18.1 Liability Insurance – Tenant, at all times during the term of this Lease or any renewal or extension thereof, at its expense, will procure, maintain and keep in force, general public liability and property damage insurance, including a products liability clause, covering Landlord and Tenant, in accordance with this Lease for claims of bodily injury, death or property damage liability, automobile bodily injury, including without limitation any liability arising out of the ownership or lease, maintenance, repair, condition, or operation of the Premises or adjoining ways, streets or sidewalks, and, if applicable, insurance covering Landlord and Tenant against liability arising from the sale of liquor, beer or wine on the Premises. Such insurance policy(s), shall have a combined single limit of no less than Two Million and No/100 Dollars (\$2,000,000.00) or such higher amounts as Franchisor may require under the Franchise Agreement

18.2 Casualty Insurance - Tenant agrees that at all times during the Lease Term, Tenant will keep the building and all improvements located on the Premises insured by an "all risk" policy against all loss or damage by casualty, including, but not limited to, fire, windstorm, flood (if the Premises is in a location designated by the Federal Emergency Management Administration as a Special Flood Hazard Area), earthquake (if the Premises is located in an area subject to destructive earthquakes within recorded history), boiler explosion (if there is a boiler at the Premises), plate glass breakage, sprinkler damage, all matters covered by a standard extended coverage endorsement, all matters covered by a "law and ordinance" endorsement, all matters covered by an "all risk" endorsement, vandalism, malicious mischief and all other hazards, risks and periods usually covered in the State where the Premises are located by extended coverage, and all such other risks as Landlord may reasonably require in an amount equal to one hundred percent (100%) of the then current full replacement cost of the

building all improvements located at the Premises, with a deductible of not more than \$50,000, or such greater amount as Landlord, in its sole and absolute discretion, may approve.

18.3 State workers' compensation insurance in the statutorily mandated limits, employer's liability insurance with limits not less than \$500,000 or such greater amounts as Lessor may require from time to time, and such other insurance as may be necessary to comply with applicable laws.

18.4 All such policy or policies of insurance to be carried by Tenant under this Lease shall: (i) name Tenant as the primary insured, and be primary policies and also name, and be deemed for the mutual benefit of, Landlord and Landlord's mortgagee (if any) as an additional insureds or beneficiaries, as their interests appear; (ii) be furnished to Landlord with a certificate thereof issued by the insurance company; (iii) contain a waiver by Tenant's insurer of any right of subrogation against Landlord by reason of any payment pursuant to such coverage; (iv) provide that the term thereof be at least one (1) year and that the amount thereof shall not be reduced and that none of the provisions, agreements or covenants contained therein shall be modified or canceled by the insuring company or companies without thirty (30) days prior written notice to all parties to this Lease; (v) be issued by insurance companies with general policy holder's rating of not less than A-, as rated in the most current available "Best's Key Rating Guide", and which are qualified to do business in the state in which the Premises are located; (vi) be endorsed to read that such policies are primary policies and that any insurance carried by Landlord shall be noncontributing with respect to such policies; (vii) contain a standard "without contribution" clause endorsement in favor of any Landlord lender; and (viii) provide that the insurer not have the option to restore the Premises if Landlord elects to terminate this Lease in accordance with the terms hereof; and (ix) provide the insurer shall not deny any claim nor shall the insurance be cancelled, invalidated or suspended by (1) any action, inaction, conduct or negligence of Landlord or any party covered by any standard mortgage clause endorsement, Tenant or anyone acting for Tenant or any subtenant or other occupant of the Premises for purposes more hazardous than permitted by such policies, (2) occupancy or use of any of the Premises for purposes more hazardous than permitted by such policies, or (3) any breach or violation by Tenant or any other person of any warranties, declarations or conditions contained in such policies or in the applications for such policies. Tenant may, at its option, bring its obligations to insure under this Section within the coverage of any blanket policy or policies of insurance which it may now or hereafter carry by appropriate amendment, rider, endorsement, or otherwise; provided, however, that the interests of Landlord shall thereby be as fully protected as they would be otherwise if this option of Tenant to use blanket policies were not permitted. Tenant's policy or policies of insurance may also cover loss or damage to Tenant's equipment, fixtures and its other personal property on the Premises removable by Tenant during or at the end of the Term. Landlord shall not be obligated to maintain any casualty insurance against any hazards which Tenant is required to insure against.

Landlord makes no representation that the limits or forms of coverage of insurance required to be maintained by Tenant as specified in this Lease are adequate to cover Tenant's property or Tenant's obligations under this Lease. Any other policies, including any policy now or hereinafter carried by Landlord, shall serve only as excess coverage.

## 19. DEFAULT

19.1 Tenant Default - If (a) Tenant fails to pay Rent, or any other additional rent or payment of any other money within five (5) business days after its due date and Tenant fails to cure such default within three (3) business days after written notice; (b) Tenant fails to comply

with any of the other terms, covenants, conditions or obligations of this Lease (that is, other than the failure to pay Rent or any other sums of money) and fails to cure such default within thirty (30) days after written notice; (c) Tenant voluntarily or involuntarily files a petition in bankruptcy or for reorganization or be adjudicated a bankrupt or make an assignment for the benefit of creditors or has a receiver appointed (except if appointed by Landlord or Franchisor) and if same is not discharged within sixty (60) days; or (d) Tenant fails to continuously operate as provided in Section 6.3 hereof or otherwise abandons the Premises before the end of Term, Tenant will be in default under this Lease each of the foregoing being an event of "Default"). Landlord shall have the right at Landlord's option (to be exercised by written notice to Tenant after the first written notice specified in either clause (a) or clause (b) above as the case may be to terminate the Lease, or to terminate Tenant's right to possession only, without terminating the Lease at Landlord's option, and Landlord may, at Landlord's option, but pursuant to proper legal due process, enter into the Premises, without terminating the Lease or releasing Tenant, in whole or in part, from Tenant's obligation to pay Rent for the full stated Lease Term at the time and in the manner provided in this Lease. Notwithstanding the foregoing, in the event Tenant remains in occupancy of the Premises, Landlord may utilize summary proceedings prior to entering the Premises and taking and holding possession of same pursuant to the foregoing.

19.2 If any Default shall occur of the kind mentioned under subparagraph 19.1(b), that is a Default for other than the payment of money by Tenant, which such Default is curable but is of the nature that it cannot with due diligence be cured within the aforesaid period of thirty (30) days, then if Tenant promptly (but in any case prior to expiration of said thirty (30) day period following Landlord's giving of notice as aforesaid) commences to take steps to eliminate the Default and so long as Tenant diligently continues all necessary steps to complete the cure thereafter, then Landlord shall not have the right to declare this Lease terminated by reason of such Default provided the Default is completely cured within ninety (90) days of the aforesaid notice. Alternatively, Landlord may, at its election, immediately or at any time thereafter, without waiving any claim for breach of agreement, and with notice to Tenant, cure such Default or Defaults for the account of Tenant, and the cost to Landlord thereof plus those Charges as set forth in Section 36 shall be deemed to be additional rent and payable to Landlord on demand. Tenant shall pay all reasonable attorneys' fees, costs and expenses incurred by Landlord in enforcing the provisions of this Lease, suing to collect Rent or to recover possession of the Premises, whether the lawsuit or other action was commenced by Landlord or by Tenant.

19.3 In the event that Landlord shall obtain possession by re-entry, dispossession proceedings, legal or equitable actions or proceedings or other lawful means as a result of Tenant's Default, Landlord shall have the right, at its option, without notice, to repair or alter the Premises in such manner as may be reasonably necessary to market the Premises, or any part thereof, for the whole or any part of what would have been the balance of the term of this Lease. Tenant agrees to pay to Landlord: (a) all reasonable legal and other reasonable expenses incurred by Landlord in obtaining possession of the Premises; (b) all reasonable repairs as may be required to restore the Premises to good condition; and (c) any reasonable brokerage commissions Landlord incurs for re-letting the Premises, subject to Landlord's mitigation obligation.

19.4 Tenant further agrees that notwithstanding the termination by Landlord of this Lease or Tenant's leasehold estate, as aforesaid, Tenant shall remain primarily liable for and shall pay each month to Landlord the amount of Rent, additional rent and all other charges herein reserved, less the net amount of Rent and other charges which are actually collected and received by Landlord from the new tenant of the Premises for such month, for and during the residue of the Term, but Landlord shall not be responsible to pay Tenant any excess Rent

collected. Landlord shall have the right to sue for and collect the amount which may be due from Tenant pursuant to the provisions of this paragraph at the expiration of each month (or several months), and Tenant expressly agrees that any such suit shall not be a bar to or prejudice in any way the rights of Landlord to enforce the collection of the amount due at the end of any subsequent month or months by a like or similar proceeding. The words "re-entry" and "re-enter" shall not be construed or limited to their strict legal meaning.

19.5 The rights of Landlord specifically set forth under this Section are not exclusive and shall be cumulative to all other rights or remedies now or hereafter given to Landlord by law or by the terms of this Lease.

19.6 Nothing in this Section affects the right of Landlord to equitable relief where such relief is appropriate, with the exception that Landlord shall have the right to seek or obtain Tenant's specific performance which would thereby serve to compel Tenant to consummate this Lease and thereby prejudice Tenant's rights of termination granted under this Lease. Nothing in this Section affects the rights of the parties under statutory provisions relating to actions for unlawful detainer, forcible entry and forcible detainer.

19.7 Prior to taking any actions permitted hereunder or otherwise at law or in equity, Landlord acknowledges and agrees to give Franchisor a copy of any and all notices of default given to Tenant, as required to be given by Landlord to Tenant under the terms of the Lease, at the same time such notice is given to Tenant. Within fifteen (15) days after Tenant's right to cure expires, Franchisor or any affiliate thereof shall have the right but not the obligation, to cure any such default.

19.8 Landlord Default - In the event of default on the part of Landlord remaining uncured thirty (30) days after written notice thereof given in writing by Tenant to Landlord, provided, that as to any default not practicably curable within said thirty (30) day period, Landlord shall not be deemed in default if within said thirty (30) days Landlord commences the cure and thereafter diligently prosecutes the cure to completion. Tenant's sole remedy shall be to cure such default or defaults for the account of Landlord, and the cost to Tenant thereof plus those Charges as set forth in Section 36 which shall be payable to Tenant on demand. Should Landlord fail to reimburse Tenant within thirty (30) days of written demand, Tenant may offset said amount against Rent until reimbursed in full. Further, in the case of a final, non-appealable judgment in favor of the Tenant which is still not cured within thirty (30) days, provided that the default is practicably curable within such time, then Tenant may offset against Rent to satisfy the judgment. Notwithstanding anything to the contrary contained herein, in no event may Tenant be permitted to terminate this Lease due to any alleged Landlord default nor shall Landlord be liable to Tenant for loss of business or consequential damages, unless caused by the gross negligence or willful misconduct of the defaulting party.

## 20. NOTICES

All notices required or allowed in this Lease shall be in writing and shall be sent to the addresses shown below. A party may change its address for notice by giving notice to the other party. Notices shall be in writing and delivered by a receipted overnight delivery service, or U.S. Mail sent certified with return receipt requested. Notices are effective on the earlier of the date received, the date of the delivery receipt, or the third day after postmark, as applicable, during normal business hours and addressed to addressee at the appropriate address set forth below:

If to Landlord:



\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

If to Tenant:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

With copies to:

[FRANCHISOR]

\_\_\_\_\_  
\_\_\_\_\_

With copies to Lease Accounting: **[SELECT BRAND]**

[PHI  
PO Box 955641  
St. Louis, MO 63195-5641

Taco Bell  
PO Box 203770  
Dallas, TX 75320-3770

KFC  
PO Box 203805  
Dallas, TX 75320-3805]

Telephone: 502.874.1000  
Email: lease.accounting@yum.com  
Ref: Store Number: \_\_\_\_\_

21. HOLDING OVER

Any holding over after expiration of the Term shall be as a tenancy from month to month subject to all provisions of this Lease, except that Rent during the holdover period shall be an amount equal to one hundred fifty percent (150%) of the Rent which was in effect at the expiration of the Term.

22. BINDING ON ASSIGNEES

The covenants and conditions herein contained shall, subject to the provisions as to assignments, apply to and bind the heirs, successors, executors, administrators and assigns of all the parties hereto; and all of the parties hereto shall be jointly and severally liable hereunder.

23. TIME OF ESSENCE

Time is of the essence of this Lease and each and every provision contained herein.

24. FRANCHISE AGREEMENT

This Lease is entered into with the understanding that Franchisor has entered or will enter into a franchise agreement (the "Franchise Agreement") with Tenant for operation by Tenant on the Premises of a restaurant under the name of "[BRAND]". For so long as Landlord is [LANDLORD NAME] (or any affiliate thereof), it is agreed by the parties that any default or breach by Tenant under the Franchise Agreement or any of its related or ancillary agreements, including, but, not limited to any Development Agreement, at Landlord's option, may constitute a breach of this Lease, and Landlord shall have the right to retake possession or take any other action it may be entitled to, the same as if Tenant breached this Lease. In addition, Landlord and Tenant acknowledge and agree that Franchisor shall have certain rights and remedies as set forth in this Lease, including, but not limited to Section 6 (approval of Tenant's Use), 7 (alterations of Premises), 8 (minimum standards on condition of Premises), 11 (signage standards), 12 (right to inspect Premises), 20 (notices), 15 (approval on assignee and hypothecation), 19.7 (notice of Default) and 26 (de-identification). For so long as Landlord is [LANDLORD NAME] (or any affiliate thereof), in the event of a breach or default under the Franchise Agreement, the notice provision of Section 20 herein shall not apply and notice shall be deemed duly made if the notice requirements of the Franchise Agreement, where applicable, have been fully met.

25. CHARACTERIZATION OF LEASE

25.1 Net Lease. This is a net Lease and shall be so construed. Landlord shall not be called upon to make any repairs, pay any taxes or incur any other charges or expenses in connection with the use, operation, maintenance, repair or occupancy of the Premises or the improvements now or hereafter located on the Premises.

It is the purpose and intent of Landlord and Tenant that the sums payable hereunder by Tenant shall be absolutely net to Landlord so that this Lease shall yield, net, to Landlord, the sums herein provided in each year during the term of this Lease, free of any charges, assessments or impositions of any kind charged, assessed or imposed on or against the Premises and Landlord, and without abatement, deduction or offset by Tenant except as expressly provided in this Lease; and Landlord shall not be expected or required to pay any such charge, assessment or imposition, or be under any obligation or liability hereunder except as herein expressly set forth; and that all costs, expenses and obligations of any kind relating to the maintenance, preservation, care, repair and operation of the Premises (and, if applicable, any Common Area in the event the Premises are part of a shopping center, including without limitation, all amounts payable for maintenance, taxes, insurance, utilities or otherwise), including all replacements, alterations and additions as herein provided, which may arise or become due during the term of this Lease, shall be paid by Tenant, and Landlord shall be indemnified and held harmless by Tenant from and against such costs, expenses and obligations.

25.2 True Lease. This is a "true lease", which, as used herein, means that this Lease is a not a financing lease, capital lease, mortgage, equitable mortgage, deed of trust, trust agreement, security agreement or other financing or trust arrangement, and the economic realities of this Lease are those of a true lease.

## 26. TERMINATION OF LEASE; DE-IDENTIFICATION

26.1 Upon the expiration or earlier termination of this Lease for any reason, unless Landlord otherwise notifies Tenant in writing, Tenant shall turn over the Premises in good and sanitary order, condition, and repair, having first made all necessary repairs, replacements or improvements to the Premises as required under Section 8 hereof, Tenant shall, at its sole cost and expense:

(a) Remove the name "[BRAND]" or any other trademark, service mark or copyright (registered or otherwise) of Franchisor from all buildings, signs, fixtures and furnishings on the Premises;

(b) Make such changes and alterations to the Premises as are necessary to prevent the Premises from being recognized by the general public as a distinct [BRAND] brand restaurant, including without limitation, [painting the building on the Premises a color other than that used by a majority of the [BRAND] restaurants or removing any architectural distinctive features trademarked or otherwise featured in such [BRAND] restaurants, including roof shape, style or materials, and replacing the same good quality materials and design, and such other changes and alterations as may be requested by Landlord; and

(c) Provided that Tenant is not in default under this Lease, remove all of Tenant's trade fixtures, equipment, furniture and other personal property, including without limitation, audio-visual units, kitchen machines, utensils and equipment, and trash from the Premises.

26.2 Notwithstanding the foregoing, upon the expiration or earlier termination of the Lease or Franchise Agreement for any reason, Tenant shall, upon written demand by Franchisor, remove all [BRAND] trademarks from all buildings, signs, fixtures and furnishings, and alter and paint all buildings and other improvements maintained pursuant to the Lease a design and color which is basically different from the [BRAND]'s authorized building design and painting schedule. Any exterior alteration including but not limited to painting the exterior of any building shall be subject to Landlord's prior written approval.

If Tenant shall fail to make or cause to be made any such removal, alteration or repainting within thirty (30) days after written notice from Franchisor, Franchisor or any affiliate thereof shall have the right to enter upon the Premises, without being deemed guilty of trespass, and make or cause to be made such removal, alterations and repainting at the reasonable expense of Tenant, which expense Tenant shall pay to Franchisor or its designated affiliate on demand. In the event Franchisor enters upon the Premises to effectuate the removal of items set forth above, Franchisor agrees to repair any damage caused thereby. Tenant hereby agrees to release Landlord from any and all liability and to waive any and all claims for damages or injuries to persons or property which Tenant or its property may suffer by reason of Franchisor entering the Premises or removal of any of the items described above. Franchisor agrees to repair any damage to the Premises caused by its removal of the items set forth above. Nothing set forth herein shall be construed to require Franchisor to remove any item from the Premises, but if any items are not removed from the Premises within fifteen (15) days of expiration or earlier termination of the Lease, Landlord may remove such items and dispose of them as Landlord determines without any liability to Tenant or Franchisor therefor. Franchisor shall give Landlord at least 48 hours prior written notice of its desire to exercise any of its rights set forth in this paragraph, including but not limited to, its desire to enter the Premises and remove items. Tenant

agrees that Landlord shall have no obligation to verify Franchisor's rights with respect to any items at any time.

27. LIENS AND ENCUMBRANCES

Except as otherwise set forth in this Lease, Tenant shall not encumber or hypothecate its interest in the Premises, or any part thereof. Furthermore, Tenant, at its own cost and expense, shall at all times keep the Premises and this Lease free of and from all liens, encumbrances, attachments, levies, claims, charges and assessments. Tenant shall indemnify Landlord, Franchisor, and their affiliates from and against any such liens or claims. Tenant shall promptly pay and discharge, prior to delinquency, all fines, taxes and other charges levied or assessed against the Premises, this Lease, Landlord or Tenant. This Article 27 shall expressly and permanently survive the termination of this Lease.

28. LANDLORD'S EXPENSES

Tenant shall pay Landlord all costs and expenses, including reasonable attorney fees, incurred by Landlord if Landlord is deemed to be the prevailing party in exercising any of its rights or remedies hereunder or enforcing any of the terms; conditions or provisions hereof.

29. LANDLORD'S ASSIGNMENT, RIGHT TO MORTGAGE AND LEASE RECOGNITION

This Lease and all rights and obligations of Landlord hereunder may be assigned, pledged, hypothecated, transferred, sold and leased back by Landlord (in which event this Lease shall automatically be deemed a sublease) or otherwise disposed of, either in whole or in part, by Landlord without prior written notice to Tenant. Upon written request of the holder of any mortgage now or in the future covering Landlord's interest in the Premises or the purchaser of Landlord's fee interest in the Premises, Tenant agrees to subordinate its rights under this Lease to the lien of that mortgage and/or to otherwise attorn to and recognize the lender (in the event of a foreclosure) or the purchaser as the fee owner by execution of a Subordination, Non-Disturbance and Attornment Agreement in the form as may be prescribed by such lender or purchaser, subject to the commercially reasonable approval of Tenant whereunder such lender or purchaser shall agree that, notwithstanding the foreclosure of the mortgage or the termination of Landlord's rights as "tenant", Tenant's occupancy rights under this Lease will not be materially disturbed as long as Tenant is not in default under this Lease.

30. HAZARDOUS MATERIAL

30.1 Tenant, at its sole cost and expense, shall comply with each and every Federal, state, county, and municipal environmental law, ordinance, rule, regulation and requirements now existing or hereinafter enacted ("Environmental Laws") applicable to Tenant's Use and/or occupancy of the Premises. Tenant shall not cause or permit any "Hazardous Material" (as defined in Section 30.2 below) to be brought upon, kept or used in or about the Premises, without the prior written consent of Landlord, except minor quantities used by Tenant in the normal operations of Tenant's Use. Should Tenant elect to remodel or replace any building or structure located on the Premises, Tenant shall be solely responsible for any Hazardous Material disturbed or discovered during Tenant's construction activities and/or violations of any Environmental Laws. Tenant shall indemnify, defend and hold Landlord, its parent and its affiliates harmless from and against all any and all claims, judgments, damages, penalties, fines, costs, clean-up and abatement costs, liabilities or Losses (including, without limitation, claims by third party owners, tenants or occupants of other real property affected thereby; diminution

in value of the Premises, damages for the loss or restriction on use of rentable or usable space or of any amenity of the Premises, and sums paid in settlement of claims, attorneys' fees, consultant fees and expert fees) which arise during or after the term of this Lease (as may be extended) (collectively, "Environmental Losses") which Landlord may incur: (i) by reason of Tenant's actions or non-actions with respect to its obligations hereunder and/or (ii) as a result of any release, spill or discharge (individually and collectively referred to in this Lease as a "Release") of any Hazardous Materials caused by Tenant, its agents, employees and contractors, during the Term. Tenant's indemnification of Landlord Tenant includes, without limitation, costs incurred in connection with any investigation of site conditions or any cleanup, remedial, removal or restoration work required by any federal, state or local governmental agency or political subdivision because of Hazardous Material present in the soil or ground water on or under the Premises and/or other real property. Without limiting the foregoing, if the presence of any Hazardous Material results in any contamination of the Premises and/or other real property, Tenant shall promptly take all actions at its sole expense as are necessary to return the Premises and/or such other real property to the condition existing prior to the introduction of any such Hazardous Material.

30.2 "Hazardous Material" shall mean any hazardous or toxic substance, material or waste which is or becomes regulated by any local governmental authority, the in which the Premises are located or the United States of America. The term "Hazardous Material" includes, without limitation, any material or substance which is (i) petroleum, (ii) asbestos, (iii) pesticides, (iv) polychlorinated biphenyls, (v) solvents, (vi) defined as a "Hazardous Substance" pursuant to Section 311 of the Federal Water Pollution Control Act (33 U.S.C. Section 1317), (vii) defined as "Hazardous Waste" pursuant to Section 1004 of the Federal Resource Conservation and Recovery Act, 42 U.S.C. Section 6901 et seq. (42 U.S.C. Section 6903), (viii) defined as a "Hazardous Substance" pursuant to Section 101 of the Comprehensive Environmental Response Compensation and Liability Act, 42 U.S.C. Section 9601 et seq. (42 U.S.C. Section 9601 ), (ix) defined as a "Hazardous Substance" pursuant to Section 401.15 of the Clean Water Act, 40 C.F.R. 116, or (x) defined as an "Extremely Hazardous Substance" under Title III of the Superfund Amendments and Reauthorizations Act of 1986, 42 U.S.C. Section 9601 et seq. Hazardous Material shall not include limited quantities of cleaning products used or stored at the Premises in the ordinary course of business and provided that they are used and stored in accordance with all applicable laws.

30.3 If at any time during the Term, Tenant or any environmental consultant determines that there was a Release of any Hazardous Material at any time at the Premises in violation of any Environmental Law, which requires disclosure pursuant to any Environmental Law, then Tenant and any such environmental consultant shall so notify Landlord only, and no other person or entity, providing Landlord with a copy of Tenant's or such environmental consultant's technical documentation supporting such determination, as well as a citation to the authority which Tenant or such environmental consultant believes imposes the disclosure requirement. If Landlord determines, in Landlord's sole discretion, that such Release of any Hazardous Material must be reported to any governmental authority, then Landlord shall have the sole authority to do so. Notwithstanding any obligations of Tenant herein, Tenant does not have the right at any time during the Term to have any environmental audits performed on the Premises without Landlord's prior written consent, which consent may be withheld in Landlord's sole and absolute discretion. In the event Tenant is ordered by a law or regulation to perform any type of environmental audit, Tenant, will notify Landlord pursuant to Section 20 hereunder as soon as is reasonably practicable.

30.4 If at any time during the Term Landlord is informed of any investigations or claims by third parties or the applicable governmental authority, or otherwise determines that an investigation of or remediation of a Release of any Hazardous Material at any time at the Premises has been commenced or is required to be commenced pursuant to any Environmental Law, Landlord shall take the necessary steps, on behalf of itself and Tenant, its successors and assigns, to investigate, defend, litigate, and, if deemed necessary and required of it by the applicable governmental authority, remediate such Hazardous Material to the least stringent standard permitted by any applicable Environmental Law (the "Environmental Work") and obtain any necessary approval of the investigation and/or remediation from any applicable governmental authority (the "Approval").

30.5 Landlord and its agents, representatives, and consultants shall have the right to enter upon the Premises, upon reasonable notice to Tenant, at any time during the Term to perform any inspection, sampling, investigation or remediation Landlord deems appropriate and to perform any Environmental Work. Tenant shall not restrict Landlord's access to any part of the Premises or impose any conditions to access.

30.6 At any time during the Term, Landlord shall have the right to record in the applicable Federal, state and county records any documents or notices that may be required by any governmental authority with respect to any Hazardous Material which such governmental authority permits to remain at, around or beneath the Premises. Tenant shall cooperate with Landlord with respect to such document or notice and shall sign each document and notice required to be signed by the Tenant. In addition, if the applicable governmental authority requires that there be an engineering control, such as an asphalt cap or a layer of soil or any other device over any Hazardous Material which will remain at the Premises, then Tenant shall be obligated to maintain, repair and replace any engineering control during the Term. Tenant agrees to indemnify, defend and hold Landlord, its parent and its affiliates harmless from and against any and all Environmental Losses which Landlord, its parent or its affiliates may incur as a result of any migration of Hazardous Material caused or aggravated by Tenant's failure to maintain, repair or replace any engineering control during the Term.

30.7 This Section 30 shall expressly and permanently survive the termination of the Lease.

### 31. ESTOPPEL CERTIFICATES AND SALES AND FINANCIAL REPORTING.

Landlord and Tenant shall each execute and deliver to the other, within thirty (30) days after request, an estoppel certificate addressing such matters as may be reasonably requested by an existing or prospective mortgagee, a prospective transferee of the Premises, or a prospective transferee of Tenant's leasehold interest. In addition, Tenant agrees to provide to Landlord quarterly statements of Tenant's gross sales at the Premises during the Term, as may be extended. Tenant further agrees to provide to Landlord annual financial statements prepared and certified by an independent certified public accountant, in accordance with generally accepted accounting principles relating to real estate consistently applied (audited, if available) regarding the Tenant entity (and its parent entity, if applicable) due no later than March 31 each calendar year (or otherwise within 90 days of the end of Tenant's fiscal year) during the Term, as may be extended.

32. MEMORANDUM OF LEASE

Landlord and Tenant shall execute and acknowledge a memorandum of this Lease, suitable for recording in the official records of the jurisdiction in which the Premises are located, in the form attached hereto as Exhibit "B". Tenant, at its sole cost and expense, may record the memorandum in such records.

33. CONSENTS

Whenever Landlord and/or Franchisor is asked to provide consent under this Lease, such consent may be withheld by Landlord and/or Franchisor in its sole and absolute discretion. Notwithstanding anything to the contrary as contained herein, so long as Landlord is an affiliate of Franchisor or YUM! Brands, Landlord's and/or Franchisor's consents may be arbitrarily withheld or denied.

34. QUIET ENJOYMENT

Landlord shall assure Tenant of quiet enjoyment and possession of the Premises so long as Tenant performs all of its obligations under this Lease and is not in default hereof beyond any applicable notice and cure periods.

35. LIMITED LIABILITY OF LANDLORD; RELEASE ON SALE.

The obligations and liability of Landlord hereunder are intended to be binding only on the Landlord's fee interest in the Premises. Notwithstanding anything to the contrary provided in this Lease, it is specifically understood and agreed, such agreement being a primary consideration for the execution of this Lease by Landlord, that there shall be no personal liability on the part of Landlord, nor its successors and assigns, nor its parent company, subsidiary, affiliates, including, Franchisor (if applicable), shareholders, employees or agents of Landlord ("Landlord Parties") for any liability of Landlord arising under the terms of this Lease. Tenant waives all claims, demands and causes of action against Landlord or any of the Landlord Parties in the event of any breach by Landlord of any of the terms, covenants and conditions under this Lease to be performed by Landlord, and (iii) Tenant agrees to look solely to the Premise for the satisfaction of each and every remedy of Tenant in the event of any breach by Landlord of any of the terms, covenants and conditions of this Lease to be performed by Landlord, or any other matter in connection with this Lease or the Premises, such exculpation of liability to be absolute and without any exception whatsoever. If Landlord transfers the Premises by sale or exchange, such sale or exchange shall be expressly made subject to this Lease. Upon such transfer, the transferring Landlord and all Landlord Parties shall be fully released by Tenant from all its responsibilities and obligations as Landlord (but such release shall not be deemed a release or waiver of any of Franchisor's rights) which arise or accrue after the date of such transfer. Upon request by the successor landlord, Tenant shall attorn to the successor landlord if the successor agrees in writing that Tenant's rights under this Lease shall be recognized and not disturbed so long as Tenant is not in default.

36. LATE CHARGE AND INTEREST

Should Tenant fail to pay any part of the Rent herein reserved or any other sum required by Tenant to be paid to or for the benefit of Landlord within ten (10) days after the due date, Tenant shall pay to Landlord a late charge of Two Hundred Fifty Dollars (\$250) ("Late Charge"), plus interest on the past due amount computed from the date first due until paid, at the rate of

the lesser of eighteen percent (18%) per annum, or the maximum rate permitted by the laws of the state in which the Premises are located ("Interest") (the "Late Charge" and "Interest" are collectively referred to as the "Charges").

37. OFFSET

Tenant hereby waives any and all existing and future claims and offsets against the Rent, payments or other obligations due hereunder, and Tenant agrees to pay the Rent and other amounts hereunder and to observe, keep and perform all other provisions of this Lease required to be observed, kept or performed by Tenant regardless of any offset or claim which may be asserted by Tenant or on its behalf.

38. JOINT AND SEVERAL LIABILITY

If more than one Tenant is named in this Lease, or otherwise appears in any chain of assignments or subleases hereof, the liability of each party shall be joint and several.

39. TITLES

The titles of the sections of this Lease are solely for the convenience of the parties, and are not to be used as an aid in the interpretation of the terms and conditions thereof.

40. CHOICE OF LAW

This Lease shall be governed by and construed in accordance with the laws of the state in which the Premises is located.

41. CONFLICT WITH THE APPLICABLE LAW

This Lease is intended for general use throughout the United States and in the event that any one of the terms or provisions hereof are in conflict with any statute or rule of law in any state or place wherein it may be sought to be enforced, then such provision shall be deemed null and void to the extent that it may conflict therewith, but without invalidating the remaining provisions thereof, and no such prohibition or unenforceability in any jurisdiction shall invalidate such provisions in any other jurisdiction.

42. GUARANTY

The obligations of Tenant under this Lease through and until the end of the Term, as may be extended, shall be guaranteed by \_\_\_\_\_ ("Guarantor"), pursuant to the terms and conditions of a Lease Guaranty to be executed and delivered concurrently with the execution of this Lease, the form of which Lease Guaranty is attached hereto as **Exhibit "C"**.

43. MISCELLANEOUS.

No waiver of any breach of this Lease by Landlord or Tenant will be considered to be a waiver of any other or subsequent breach. All of the covenants, agreements, provisions, and conditions of this Lease will inure to the benefit of, and be binding upon, the parties hereto, their successors, legal representatives, and assigns and Guarantor. This Lease and its exhibits, if



any, together with any provisions of any other documents expressly incorporated by reference herein, set forth all the covenants, promises, agreements, conditions, and understandings between Landlord and Tenant concerning the Premises. There are no oral agreements or understandings between the parties affecting this Lease, and this Lease supersedes and cancels all previous negotiations, arrangements, understandings, and agreements not expressly incorporated herein between the parties with respect to the Premises. None of those items may be used to interpret or construe this Lease. Except as expressly provided in this Lease, no subsequent alteration, amendment, change, or addition to this Lease, nor any surrender of the Term, will be binding upon Landlord and/or Tenant unless reduced to writing and signed by both of them, however, joinder and approval of Guarantor shall not be required.

SIGNATURES ON FOLLOWING PAGES

IN WITNESS WHEREOF, the parties have executed this Lease as of the dates set forth below.

[LANDLORD]  
a Delaware limited liability company

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

State of Kentucky            )  
  ) SS  
County of Jefferson        )

On \_\_\_\_\_, 20\_\_ before me, \_\_\_\_\_ (name of notary) a notary public, personally appeared, \_\_\_\_\_ of \_\_\_\_\_ LLC, a Delaware limited liability company, personally known to me (or proved to me on the basis of satisfactory evidence) to be the person whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his authorized capacity and that by his signature on the instrument the entity upon behalf of which the person acted, executed the instrument.

WITNESS my hand and official seal.

\_\_\_\_\_ Seal



**EXHIBIT A**

**LEGAL DESCRIPTION OF PREMISES**

**EXHIBIT B  
TO  
LAND & BUILDING LEASE**

AFTER RECORDING, RETURN TO:

[TITLE COMPANY]

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**MEMORANDUM OF LEASE**

**([BRAND] Store Number - \_\_\_\_\_ - [STORE ADDRESS])**

THIS MEMORANDUM OF LEASE is dated this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by and between [LANDLORD], a Delaware limited liability company ("Landlord"), whose mailing address is: \_\_\_\_\_, and \_\_\_\_\_, LLC, a \_\_\_\_\_ limited liability company ("Tenant"), whose mailing address is: \_\_\_\_\_.

Landlord hereby grants, demises and leases the premises ("Premises") described below to Tenant upon the following terms:

1. **Date of Lease:** \_\_\_\_\_;
2. **Description of Premises:** See Exhibit "A" attached;
3. **Date of Term commencement:** \_\_\_\_\_;
4. **Term:** [Twenty (20) years]; and
5. **Renewal Options:** Provided that Tenant is not in default of its obligations under the Lease, Tenant shall have the option to extend the Term of the Lease for up to **[four (4) additional periods of five (5) years each]**, subject to the earlier termination or expiration of the Lease as may be provided therein.
6. **Franchisor Rights:** [FRANCHISOR] has certain rights, but not obligations, under the Lease to assume the Lease and/or de-image the Premises.
7. **Notice Against Liens:** is hereby given that, except as otherwise consented to by Landlord pursuant to the Lease or in a separate written instrument executed by Landlord waiving the following, Tenant is not authorized to place or allow to be placed any lien, mortgage, deed of trust or encumbrance of any kind upon all or any part of the Premises or upon Tenant's leasehold interest therein and any such purported transaction shall be void. Furthermore, any such purported transaction shall be deemed to constitute tortious interference with Landlord's relationship with Tenant and Landlord's fee ownership of the Premises.

The purpose of this Memorandum of Lease is to give notice of the Lease and of the rights created thereby, all of which are hereby confirmed.

IN WITNESS WHEREOF the parties have executed this Memorandum of Lease as of the dates set forth in their respective acknowledgments.

[LANDLORD]  
a Delaware limited liability company

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

State of Kentucky )  
County of Jefferson ) SS  
)

On \_\_\_\_\_, 20\_\_ before me, \_\_\_\_\_ (name of notary) a notary public, personally appeared, \_\_\_\_\_, \_\_\_\_\_ of [LANDLORD], a Delaware limited liability company, personally known to me (or proved to me on the basis of satisfactory evidence) to be the person whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his authorized capacity and that by his signature on the instrument the entity upon behalf of which the person acted, executed the instrument.

WITNESS my hand and official seal.

\_\_\_\_\_ Seal



EXHIBIT C  
TO  
LAND & BUILDING LEASE  
(Free Standing)

**LEASE GUARANTY**

This Lease Guaranty is being entered into in connection with that certain [if PH: *Asset Sales Agreement*] [if TB/KFC: *Agreement for Purchase and Sale of Certain Assets and Franchises*] dated \_\_\_\_\_, 2018 (the "Asset [*Purchase/Sales*] Agreement"), by and among \_\_\_\_\_, ("Landlord"), [FRANCHISOR], a Delaware limited liability company ("Franchisor"), \_\_\_\_\_ ("Tenant"), and \_\_\_\_\_ ("Individual(s)") ("Tenant" and said "Individual(s)" are collectively referred to as the "Purchaser").

The undersigned (the "Guarantor"), together with its corporate affiliates and shareholders and/or members (collectively, its "Affiliates"), is either an individual or entity directly, or indirectly, owning, managing or controlling, or a corporate affiliate of [TENANT]\_\_\_\_\_, LLC, a \_\_\_\_\_ limited liability company (the "Tenant").

In connection with the closing on the Asset Purchase Agreement, Tenant has entered into those *certain LAND AND BUILDING LEASE AGREEMENTS* (each a "Lease" and collectively, the "Leases") with Landlord with respect to each of the Restaurants as further described in the Asset Purchase Agreement including among which is a Lease dated as of \_\_\_\_\_, 2018 with respect to the Premises as described on Exhibit A attached hereto.

In connection with said Lease, and as additional consideration thereto, Guarantor, for itself and on behalf of its Affiliates, does hereby personally and unconditionally guaranty and agree as follows to Landlord, its successors and assigns, the full payment and performance of each of the obligations of Tenant as the same arise pursuant to the Lease

This Lease Guaranty shall remain in full force and effect throughout the Term of the Lease, as may be extended, commencing on the Effective Date hereof, and shall remain in full force and effect with respect to any amendments thereto, whether or not it consents to or pre-approves the same, with respect to any of Tenant's liability and obligations which may survive the termination thereunder.

All undefined terms used herein shall have the same meaning as defined in the Asset Purchase Agreement or Lease.

IN WITNESS WHEREOF, this Lease Guaranty is executed this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

"Guarantor" for itself and its Affiliates

[\_\_\_\_\_.]

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_



Exhibit A

**EXHIBIT "I"**

**FORM OF LIMITED WARRANTY DEED**

THIS DOCUMENT  
WAS PREPARED BY :  
[SELLER].  
1 Glen Bell Way  
Irvine, California 92618

SEND TAX BILLS TO:  
[PURCHASER]  
[PURCHASER ADDRESS]

RECORDING REQUESTED  
BY AND WHEN COMPLETED  
RETURN TO:  
[TITLE COMPANY]  
[TITLE COMPANY ADDRESS]

SPACE ABOVE THIS LINE FOR RECORDER'S USE

Grantor's Store #  
Property Address:  
TAX PARCEL #

**SPECIAL WARRANTY DEED**

For the consideration of Ten Dollars, and other valuable consideration, [SELLER], whose mailing address is 1 Glen Bell Way, Irvine, California 92618, ("Grantor") does hereby convey to [PURCHASER], whose tax mailing address is \_\_\_\_\_ ("Grantee") the following real property ("Property"):

See **EXHIBIT A** attached hereto and made a part hereof.

Prior Instrument Reference: Instrument Recorded \_\_\_\_\_,  
Instrument No., \_\_\_\_\_ County, \_\_\_\_\_ Real Estate Records.

SUBJECT TO (i) all real estate taxes and assessments, both general and special, not yet due and payable; (ii) those declarations, conditions, covenants, restrictions, easements, rights of way and other similar matters of record, if any; (iii) zoning and building ordinances; and (iv) those matters disclosed by a true and accurate survey of the Property.

AND FURTHER SUBJECT TO THOSE RESTRICTIVE COVENANTS SET FORTH ON **EXHIBIT B** ATTACHED HERETO AND MADE A PART HEREOF, WHICH RESTRICTIVE COVENANTS SHALL RUN WITH THE LAND.

TO HAVE AND TO HOLD the aforesaid Property, together with (i) all buildings, structures, fixtures and improvements erected or located on the Property or affixed thereto and (ii) all tenements, hereditaments, rights, privileges, interests, easements and appurtenances belonging or in any way relating to the Property.

AND the Grantor hereby covenants with said Grantee that the Grantor is lawfully seized of said Property in fee simple; that the Grantor has good right and lawful authority to sell and convey said Property; that Grantor has done nothing to impair such title as Grantor received, and Grantor will warrant and defend the title against the lawful claims of all persons claiming by, under or through Grantor.

Dated this \_\_\_\_ day of \_\_\_\_\_, 20\_\_.

[GRANTOR]

By: \_\_\_\_\_

Print Name: \_\_\_\_\_

Print Title: \_\_\_\_\_

COMMONWEALTH OF KENTUCKY )

) SS

COUNTY OF JEFFERSON )

I, the undersigned, a Notary Public in and for said County in said State, hereby certify that \_\_\_\_\_, whose name as Attorney-In-Fact of [Grantor], is signed to the foregoing, and who is known to me, acknowledged before me on this day that, being informed of the contents of the foregoing, \_\_\_\_\_, as such officer and with full authority, executed the same voluntarily for and as the act of said corporation on the day the same bears date.

Given under my hand and official seal this the \_\_\_\_ day of \_\_\_\_\_, 20\_\_.

\_\_\_\_\_  
NOTARY PUBLIC

My commission expires:\_\_\_\_\_

**EXHIBIT A  
LEGAL DESCRIPTION**

**EXHIBIT B**  
**RESTRICTIVE COVENANTS**

**Financing Restrictions.** During the three (3) year period following the recordation of this Deed, Grantee shall not pledge the Property herein conveyed as security under any subsequent financing or refinancing or restructuring of the debt created at the time the transfer from Grantor to Grantee, without the prior written consent and approval of Grantor, which Grantor may withhold in its sole and absolute discretion, which approval shall be subject to certain terms and conditions and requirements of Grantor as provided in that certain unrecorded Agreement for Purchase and Sale of Certain Assets and Franchisees (the "Agreement ") by and between Grantor and Grantee which was the subject matter of the transaction which resulted in the conveyance herein.

**Resale and Sale-Leaseback Restriction.** During the five (5) year period following the recordation of this Deed, without the prior written consent of Grantor, which consent may be withheld by Grantor in Grantor's sole and absolute discretion, Grantee (or the successor in interest to Grantee, if any) will not (A) transfer the Property to any person or entity, or (B) permit the direct or indirect transfer of any ownership interest in the Property (e.g. by transfer of ownership interests of Grantee or of any affiliate of the Grantee that owns an interest (directly or indirectly) in the Property), or (C) engage in any Sale-Leaseback Transaction (as such term is defined in the Agreement) with respect to the Property.

**Right of First Offer.** Grantee further agrees and covenants that during the five (5) year period from and after the recordation of this Deed, if Grantee (or the successor in interest to Grantee, if any) intends to sell or otherwise transfer of any or all of the Property (a "Resale"), Grantee must offer in writing to sell to Grantor the Property at the same (allocated) price paid by Grantee Purchaser as provided in the Agreement without any adjustment before proposing any sale or transfer of any or all of the Property to any third-party or affiliate of Purchaser (the "Right of First Offer"). Grantor shall have a commercially reasonable period of time, not to exceed thirty (30) days, to evaluate such offer and inspect the same and to either elect to purchase such Property or waive such Right of First Offer in writing. If Grantor fails to exercise such right to purchase such Property as identified in writing from Purchaser within said thirty (30) days, Purchaser may proceed to sell such Property to a third-party but at a sale price not less than that as contained in the notice and offer to sell provided to Grantor. Further, any waiver or election by Grantor not to exercise such right to purchase such Property shall not waive, nor be deemed to be a waiver of, Grantor's rights hereunder which shall continue through said five (5) year period with respect to any subsequent offers to sell any of the Property.

If Grantor does not exercise its right to purchase the Property and Grantee proceeds to sell the Property at any time during the five (5) year period from and after the recordation of this Deed to any third-party in a bona fide transfer for at least full fair market value, Grantee (or the successor in interest to Grantee at such time) shall pay to Grantor an amount equal to one-half (½) of the difference between the Resale purchase price for such Property and the Purchase Price allocated to such Property as identified in the Agreement.

**De-Identification.** Prior to any conversion of the Property (at any time) to any other use other than as Taco Bell Brand location, Grantee (or its successor or assigns) at its sole cost and expense, shall cause the Property to be de-identified in accordance with the Taco Bell Brand franchisor's then current de-identification standards.

## **SCHEDULE 2**

### **ALLOCATION OF PURCHASE PRICE**

**See Following Attachment.**

## SCHEDULE 2.2

### UPGRADE OBLIGATIONS

#### Asset Upgrades

<b>Restaurant No.</b>	<b>Asset Upgrade Requirement</b>	<b>Required Completion Date</b>

#### Mid-Term Upgrades

<b>Restaurant No.</b>	<b>Mid-Term Upgrade Requirement</b>	<b>Required Completion Date</b>

**SCHEDULE 11.4**

**SUPPLEMENTAL OPERATIONAL AND FINANCIAL CONDITIONS**



## Sale Leaseback Guidelines

### OVERVIEW

Before a Franchisee may enter into a sale-leaseback transaction, the Franchisee is required to notify both Seller and Taco Bell Franchisor, LLC, a Delaware limited liability company (the "Franchisor"), by submitting the appropriate transaction documentation and Franchisee must receive the written pre-approval of both Seller and Franchisor to any proposed sale-leaseback transaction. Seller and Franchisor shall each have up to thirty (30) days to review any request for approval of a sale-leaseback transaction and/or for Seller to exercise its first right of refusal before any transfer of asset in any sale-leaseback may be consummated by Franchisee. In addition, Franchisor has the following specific guidelines, requirements, regulations, conditions or limitations which Franchisee must strictly adhere to with respect to any proposed sale- leaseback transaction, including, but not limited to, the following:

- **Lease Structure:** No master lease. No cross default provision.
- **Rental Rate:** Maximum of 8.0% of sales, subject to downward adjustment on a deal-by-deal basis.
- **Use of Proceeds:**
  - Recommended to be used for new development, asset upgrades, acquisitions and/or debt repayment as it relates to the Taco Bell business.
  - Targeted rent adjusted leverage (RAL) of 5.25 or less post transaction. Per the Owner's Performance Summary, RAL would be "Green".
- **Lease Terms:**
  - Match to remaining Franchise Agreement(s) terms or useful life of asset (whichever is shorter)
  - Revisions of lease terms cannot unreasonably burden the Franchisor in the event the Franchisor assumes the lease.
- **Executed Franchisor Lease Addendum:** Provides rights to Franchisor vis-à-vis the landlord in the event of default by Franchisee, including right to enter the premises and de-identify, and separate right to assume lessee's position under the lease. (See attached.)
- **Lender and Franchisee Acknowledgement:** Franchisor is making no commitment to grant a successor franchise agreement, extension or renewal of the then existing Franchise Agreement(s).
- **Compliance:** Must not be in default beyond any applicable notice and cure periods under any agreements with Seller, Franchisor and/or any affiliate of Yum! Brands, Inc. and must comply with all such agreements.
- **Asset Action Flexibility**
  - Ability to freely exchange assets of equal or greater value to enable offsets/relocations (substitute collateral).
  - Ability to buy assets out of pool without significant penalties (e.g., market value or allocated loan value).
  - Ability to close restaurant for reasonable periods of time to upgrade or re-image restaurant.
  - Ability to assign or sublease.
  - Exclude assets which have major action required in next 5 years.

If you have questions regarding these guidelines, please contact your Franchise Business Management Director.

**[For Sale-Leaseback Transactions]**

**ADDENDUM TO LEASE**

THIS ADDENDUM is made and entered into as of \_\_\_\_\_, 20\_\_\_, by and between \_\_\_\_\_, a \_\_\_\_\_ ("Landlord"), and \_\_\_\_\_, a \_\_\_\_\_ ("Tenant").

WHEREAS, Tenant, or its affiliate, currently owns either the fee interest or leasehold interest in and to certain real property located at \_\_\_\_\_, which real property is more particularly described in the Notice as Exhibit A attached hereto (the "Premises");

[OPTIONAL LANGUAGE IF A FRANCHISEE ACQUIRED PREMISES BY LEASE ASSIGNMENT FROM TACO BELL:

WHEREAS, Landlord and [insert Taco Bell entity] entered into a Lease dated \_\_\_\_\_ (the "Lease") pertaining to the "Premises" allowing for operation of a Taco Bell restaurant;

WHEREAS, [insert Taco Bell entity] has assigned the Lease to Tenant; and]

[OPTIONAL LANGUAGE IF A "TRUE" SALE-LEASEBACK:

WHEREAS, Tenant, or its affiliate, has entered into that certain sale-leaseback transaction with Landlord whereby Tenant, or its affiliate, has transferred its interests in and to the Premises to Landlord and the parties hereto have entered into a Lease dated \_\_\_\_\_ (as used herein, the "Lease") pertaining to the Premises;]

WHEREAS, Taco Bell Franchisor, LLC, a Delaware limited liability company ("Franchisor") has previously entered into a Franchise Agreement (the "Franchise Agreement") with Tenant, or its affiliate, to permit Tenant's operation of a Taco Bell brand restaurant at the Premises; and

WHEREAS, Landlord and Tenant desire to incorporate the following terms into the body of the Lease.

NOW, THEREFORE, in consideration of the covenants herein and therein, the parties hereto agree as follows:

1. If the Franchise Agreement ("Franchise Agreement") between Franchisor and Tenant, as franchisee, is terminated prior to expiration of the Lease and Franchisor exercises its rights under Section 15.4(b) of the Franchise Agreement, Franchisor, or any affiliate thereof, shall have the right, but not the obligation, to assume those rights and obligations of Tenant under the Lease coming due on or after the date Tenant vacates the Premises, including taking possession of the Premises, all fixtures, and leasehold improvements. Franchisor, or any affiliate thereof, may exercise such right at any time after the termination of the Franchise Agreement by written notice to Landlord and Tenant. Within thirty (30) days after receipt of such notice, Tenant shall vacate the Premises and turn possession of same over to Franchisor or its affiliate, as the case may be. The assumption of Tenant's obligations under the Lease by Franchisor or an affiliate thereof shall in no way relieve Tenant from any obligations, expenses, charges or liabilities of Tenant to Taco Bell under the terms of the Franchise Agreement or from any obligations, expenses, charges or liabilities of Tenant to Landlord under the Lease. For purposes of this Addendum, "affiliate" shall mean any entity controlling, controlled by or under common control with Franchisor.

[OPTIONAL ADDITIONAL LANGUAGE IF TACO BELL WAS ORIGINAL TENANT UNDER A LEASE]:  
**Further, in the event that either Taco Bell of America, LLC, as successor by conversion to Taco Bell of America, Inc., or Taco Bell Corp. was the original "Tenant" under the Lease and if, by the express**

**written terms and conditions as stated in the Lease, as previously amended and/or assigned, or under the Assignment and Assumption of Lease by and between said original Tenant and current Tenant, original "Tenant" retains any continued rights or liability for any obligations of "Tenant" thereunder, the rights afforded to Franchisor hereunder are separate from and in addition to any of original Tenant's rights and/or obligations. Nothing in this Addendum to Lease shall modify the terms and conditions and obligations of the parties under the Lease, as amended, and/or the Assignment and Assumption of Lease.**

2. Landlord hereby grants Tenant the unrestricted right to assign the Lease or sublet the Premises to Franchisor, an affiliate of Franchisor or another franchisee of Franchisor or any affiliate thereof.

3. Landlord shall give Franchisor a copy of any and all notices of default given to Tenant, as required to be given by Landlord to Tenant under the terms of the Lease, at the same time such notice is given to Tenant. Within fifteen (15) days after Tenant's right to cure expires, Franchisor or any affiliate thereof shall have the right but not the obligation, to cure any such default.

4. Upon the expiration or earlier termination of the Lease or Franchise Agreement for any reason, Tenant shall, upon written demand by Franchisor, remove all Taco Bell trademarks from all buildings, signs, fixtures and furnishings located on the Premises, and alter to and paint all buildings and other improvements maintained pursuant to the Lease a design and color which is basically different from Franchisor's authorized building design and painting schedule. If Tenant shall fail to make or cause to be made any such removal, alteration or repainting within thirty (30) days after written notice, Franchisor or any affiliate thereof shall have the right to enter upon the Premises, without being deemed guilty of trespass or any other tort, and make or cause to be made such removal, alterations and repainting at the reasonable expense of Tenant, which expense Tenant shall pay Franchisor or its designated affiliate on demand.

5. Landlord and Tenant agree to record a notice ("Notice") substantially in the form attached hereto, indicating Franchisor's rights hereunder, or, alternatively, to record a Memorandum of Lease containing substantially the following language:

"Landlord and Tenant have granted Taco Bell Franchisor, LLC, a Delaware limited liability company, and its affiliates certain conditional rights, including possession, in and to the Premises."

6. All notices which Landlord may serve on Franchisor hereunder shall be made in accordance with the Lease to:

Taco Bell Franchisor, LLC  
1 Glen Bell Way  
Irvine, CA 92618  
Attn: General Counsel

7. Notwithstanding anything to the contrary elsewhere in the Lease or any addendum or amendment thereto, Landlord and Tenant agree that the terms and provisions set forth in this Addendum shall control and shall not be superseded, terminated or modified without the prior written consent of Franchisor, which party is a third party beneficiary (only) to the Lease and this Addendum.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date herein above set forth.

LANDLORD:

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

TENANT:

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

ACKNOWLEDGED AND AGREED:

ORIGINAL TENANT:

[TACO BELL OF AMERICA, LLC]

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

This instrument prepared by:  
[BRAND AND ADDRESS]

Upon recordation return to:  
[TITLE COMPANY]

Order No.:  
Escrow No.:  
APN:  
THE UNDERSIGNED GRANTOR(S)  
DECLARE(S):

SPACE ABOVE THIS LINE FOR RECORDER'S USE

Re: Store # \_\_\_\_\_ - \_\_\_\_\_

**NOTICE**

\_\_\_\_\_, a \_\_\_\_\_, ("Landlord") and owner of the real property described on Exhibit A, attached hereto (the "Premises"), and \_\_\_\_\_, a \_\_\_\_\_, ("Tenant") of the Premises, have granted Taco Bell Franchisor, LLC, a Delaware limited liability company ("Franchisor"), and its affiliates certain conditional rights, including possession, in and to the Premises, pursuant to that certain Addendum to Lease dated \_\_\_\_\_, between Landlord and Tenant.

This Notice is to be recorded in the records of \_\_\_\_\_ County.

THIS SPACE INTENTIONALLY LEFT BLANK-SIGNATURES ON NEXT PAGE





Exhibit "A"



# **SCHEDULE 41**

## **NEW DEVELOPMENT**

**EXHIBIT J**

**MARKET BUILD OUT AGREEMENT**

## MARKET BUILD OUT AGREEMENT

This Market Build Out Agreement (the "Agreement") is made and entered into on \_\_\_\_\_ (the "Effective Date"), by and between \_\_\_\_\_, a \_\_\_\_\_ (collectively, "Franchisee") and Taco Bell Franchisor, LLC, a Delaware limited liability company ("Taco Bell").

WHEREAS, Franchisee has entered into an Asset Purchase Agreement dated \_\_\_\_\_ ("Purchase Agreement") with \_\_\_\_\_, a \_\_\_\_\_ pursuant to which Franchisee has agreed to purchase certain Taco Bell restaurants listed in the Purchase Agreement.

WHEREAS, Taco Bell's consent to this transfer is subject to certain conditions, including Franchisee's agreement to develop \_\_\_\_\_ ( ) Taco Bell restaurants upon the terms and conditions set forth herein.

WHEREAS, the parties have identified Development Locations as defined in Section 3 below, that Taco Bell and Franchisee agree have potential for development of one or more Taco Bell restaurants (each, a "New Restaurant") as further defined in Section 3 below.

WHEREAS, Franchisee desires to enter into a Franchise Agreement with Taco Bell for each New Restaurant within the Development Locations within the time frames set forth in the Development Schedule, as further defined in Section 3 below.

WHEREAS, Taco Bell, subject to the terms and conditions of this Agreement, is willing to enter into a Franchise Agreement with Franchisee for each New Restaurant within the Development Location within the time frames set forth in this Agreement.

NOW, THEREFORE, in consideration of the promises and mutual covenants contained herein, in the Franchise Agreement and in the Purchase Agreement, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Taco Bell and Franchisee agree as follows:

1. RECITALS. The foregoing recitals are hereby incorporated into and made a part of this Agreement.
2. TERM. The term of this Agreement shall begin on the Effective Date and, except pertaining to Section 8, shall end on the tenth (10) year anniversary after the end of the last Time Period<sup>1</sup> as set forth in Schedule "A" (the "Expiration Date") except as specifically provided herein.
3. DEFINITIONS. Capitalized terms shall have the following meanings for the purpose of this Agreement:
  - A. "Acquired Restaurants" means Taco Bell restaurants (including multi-brand restaurants) that are purchased by Franchisee from Taco Bell, an affiliate of Taco Bell, or from another franchisee.
  - B. "Development Schedule" means the development schedule set forth in Schedule "A" attached hereto.
  - C. "Development Location" means the locations identified on Schedule "B" attached hereto.
  - D. "Force Majeure Event" means any of the following events to the extent any such event (alone or in the aggregate) has a material adverse effect on the operations or financial condition of Franchisee or, in the case of the development of a New Restaurant, the development of such Restaurant, and in each case is beyond Franchisee's reasonable control, is unforeseen and could not have been reasonably planned for, prevents Franchisee's performance or the development of such New Restaurant for a continuous period of at least thirty (30) days, and such non-performance could not have been avoided with the reasonable care of Franchisee:
    - (i) acts of God,
    - (ii) flood, fire or explosion,
    - (iii) war, invasion, riot or other civil unrest,
    - (iv) governmental order, mandate, regulation or law,

<sup>1</sup> Time Period means each of the specified time periods set forth in Schedule A.

(v) embargoes or blockades, (vi) national or regional emergency, (vii) strikes or labor stoppages, (viii) epidemics and pandemics, or (ix) any System Adverse Event<sup>2</sup>; provided that none of the following events shall constitute a Force Majeure Event: (1) any current or foreseeable event in connection with an epidemic or pandemic (including the COVID-19 pandemic), (2) any current or foreseeable supply chain issue, including the delay or unavailability related thereto or (3) a flood, fire, explosion or similar event that does not affect the development of such New Restaurant.

- E. "Franchise Agreement" shall mean and refer to the then-current franchise agreement form that Taco Bell issues for its traditional restaurants or the then-current license agreement form that Taco Bell issues for its non-traditional or "Express" restaurants, as is appropriate.
  - F. "New Restaurant" means a newly constructed freestanding or inline Taco Bell restaurant. For purposes of this Agreement and the Development Schedule, a New Restaurant shall not include any of the following: (i) multi-brand units; (ii) Taco Bell restaurants which, according to Taco Bell's successor guidelines are successor units to existing restaurants; or (iii) any Taco Bell restaurant for which Franchisee receives any type of financial or other type of incentive, including, but not limited to, the National Incentive or other published incentive, unless as specifically permitted in Schedule A below; (iv) Acquired Restaurants.
  - G. "Net New Restaurant(s)" means the number of New Restaurants that Franchisee opens to the public in a specified Time Period minus the number of Taco Bell restaurants that Franchisee permanently closes during the same Time Period. Net New Restaurants do not include Taco Bell restaurants that are open before the beginning of the specified Time Period or Taco Bell restaurants that are opened after the end of the specified Time Period. When assessing whether the Development Schedule has been met, Taco Bell shall take into account the number of Net New Restaurants opened during a Time Period.
  - H. "Opening Date" as used herein means the last day of the Time Period in which the New Restaurant is to be opened to the public for business.
4. APPROVAL AND QUALIFICATION OF SITES. Each New Restaurant to be developed hereunder shall be subject to Taco Bell's prior express written approval in accordance with Taco Bell's then-current standard procedures for site approval, including with respect to architectural and design standards, and will be operated pursuant to a Franchise Agreement on Taco Bell's then-current standard form for new, free-standing or inline restaurants, as applicable, to be issued to Franchisee prior to opening the New Restaurant. Franchisee agrees to abide by and faithfully adhere to the terms of the Franchise Agreement for each New Restaurant.
5. TIME IS OF THE ESSENCE. Franchisee's timely performance of its obligations under this Agreement is of material importance and is of the essence to this Agreement.
6. NO EXCLUSIVITY. There is no exclusivity granted to Franchisee by this Agreement. Taco Bell expressly reserves for its own use and the use of others all rights to use and develop any Taco Bell restaurants in its sole discretion. Such reservation of rights includes the right to use, develop and/or transfer any Taco Bell restaurant and other operations, products, services, methods, and points of

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<sup>2</sup> System Adverse Event means any event or occurrence or combination of events or occurrences caused by Taco Bell or its affiliate(s) that has a material adverse economic effect (such as a material adverse economic effect on EBITDA) on a significant number of Taco Bell franchisees, including Franchisee. For the avoidance of doubt, a System Adverse Event must be caused by Taco Bell or its affiliate(s) and none of the following (and no effect arising out of or resulting from any of the following) shall, either alone or in combination, constitute or be taken into account in determining whether a System Adverse Effect has occurred: (a) general economic, business, political, industry, trade or credit, financial or capital market conditions (whether in the United States or internationally), including any conditions affecting generally the industries or markets in which Franchisee operates; (b) earthquakes, tornados, hurricanes, floods, acts of God and other force majeure events; (c) disease outbreaks, epidemics and pandemics (including the COVID-19 pandemic); (d) acts of war, civil unrest, terrorism and military actions; (e) any changes in general legal, regulatory, trade or political conditions; and (f) strikes, slowdowns or work stoppages.

distribution of any and all sorts. Franchisee's rights granted in this Agreement are expressly made subject to the existing rights of third-party franchisees, including, but not limited to, Taco Bell restaurant registrations for new builds, successors, offset, scrape, and remodels and to currently open Taco Bell restaurants.

7. DEVELOPMENT SCHEDULE, RIGHTS AND OBLIGATIONS. Subject to the terms and conditions herein, Franchisee will have the obligation to execute a Franchise Agreement for and to commence operations of a New Restaurant within the Development Location according to the Development Schedule. The exact locations of each New Restaurant within the Development Location are subject to Taco Bell's express written approval.

A New Restaurant will be considered timely developed if: (i) the New Restaurant is within the Development Location; (ii) the New Restaurant is opened for continuous operation by the Opening Date specified in Schedule A; (iii) the Franchise Agreement has been signed by Franchisee and Taco Bell for the New Restaurant; (iv) the initial franchise fee has been paid; and (v) the New Restaurant is operating in compliance with the terms of the Franchise Agreement. Franchisee agrees to use its commercially reasonable efforts and to take all steps and actions to fully and timely satisfy its development obligation. Failure to meet any deadline set out in Schedule "A" shall cause the monetary sums set forth in paragraph 8 to be due and payable to Taco Bell immediately and without demand.

8. PAST DUE DEVELOPMENT FEE. Franchisee shall pay Taco Bell an initial franchise fee of \$45,000 for each New Restaurant, \$10,000 of which is payable upon registration and the balance of which is due upon such New Restaurant's groundbreak.

Further, Franchisee and Taco Bell agree that Taco Bell would be significantly damaged if Franchisee failed to timely and fully meet its Development Schedule as outlined in Schedule A. Franchisee and Taco Bell also agree that measuring the precise amount of this damage would be difficult and costly. Instead of a precise damages calculation, Franchisee and Taco Bell agree that the fees set out below are a fair and reasonable approximation of what Taco Bell's damages would be. Accordingly, Franchisee and Taco Bell agree that Franchisee shall immediately pay to Taco Bell, without demand, the fees set out in subparagraphs A and B below for each such New Restaurant that is not timely and fully satisfied:

- A. Forty-Five Thousand Dollars (\$45,000) within five (5) calendar days of the last day of the relevant Time Period. This payment will be credited toward the initial franchise fee for the applicable New Restaurant so long as the New Restaurant is opened to the public by the Opening Date of the last Time Period as set forth in Schedule A. This payment will not be credited toward the initial fee for any other restaurant and is non-refundable.
- B. For each New Restaurant that is not developed on or before the Opening Date Franchisee agrees to pay to Taco Bell \$4,231 ("Period Sum") for each four- or five-week accounting period of Taco Bell's pertinent financial calendar ("Accounting Period") starting on the Opening Date. Each payment of a Period Sum shall be made by Franchisee within seven (7) days after the last day of that Accounting Period to which it applies. For each New Restaurant not opened on or before the Opening Date, the Period Sum shall be paid by Franchisee until the earlier of i) the date that the New Restaurant actually opens in such Development Location or ii) 10 years after the Opening Date. For each New Restaurant opened in the middle of an Accounting Period, Franchisee shall pay a pro-rated Period Sum for that portion of the Accounting Period occurring after the New Restaurant's opening. Franchisee shall not be entitled to a reimbursement of any amount paid as a Period Sum.

Notwithstanding the foregoing, Franchisee will not be liable to Taco Bell for any Period Sum to the extent that Franchisee's failure to meet the development schedule for any New Restaurant resulted directly from a Force Majeure Event provided that any delay resulting from a Force Majeure Event shall extend performance, and suspend Franchisee's payment of any Period Sum, only so long as, and to the extent that, Franchisee's performance is prevented by such Force Majeure Event. The foregoing extension shall not exceed six (6) months for any given New Restaurant. Further, to be

eligible for the extension, Franchisee shall (a) promptly (and in any event within five (5) days) notify Taco Bell in writing of the nature and extent of the circumstances of the Force Majeure Event, which notice shall contain a reasonably detailed description of the Force Majeure Event and the impact, issues and/or destruction that such event has caused, and (b) use commercially reasonable efforts to establish and implement a plan that minimizes the disruption of such Force Majeure Event to Franchisee, remedies the situation, and removes the cause of Franchisee's inability to perform as soon as reasonably practicable under the circumstances. The foregoing shall not limit any other remedy available to Taco Bell relating to a breach by Franchisee of this Agreement or the Franchise Agreements. Franchisee shall resume the performance of its obligations as soon as reasonably practicable after the removal of the cause of any Force Majeure Event.

#### 9. FAILURE TO COMPLY WITH CONDITIONS.

If Franchisee fails to:

- i) meet Taco Bell's financial and operational criteria for development in accordance with Taco Bell's then-current policies, procedures and standards; or
- ii) remain in good standing as a Taco Bell franchisee, as determined by Taco Bell in accordance with its then-current policies, procedures and standards; or
- iii) make any payment due under Section 8 of this Agreement and cure such breach within ten (10) days of written demand from Taco Bell,

then Taco Bell shall be entitled to terminate this Agreement and Franchisee shall be required to pay to Taco Bell within five (5) days of written demand all amounts that would be due under Section 8 of this Agreement at or prior to the Expiration Date, or such later date as may be specified in Section 8.B.

#### 10. DISPUTE RESOLUTION.

This Agreement; all relations between the parties; and any and all disputes between Franchisee and Taco Bell, whether such dispute sounds in law, equity or otherwise, is to be exclusively construed in accordance with and/or governed by (as applicable) the law of the State of New York without recourse to New York (or any other) choice of law or conflicts of law principles. If, however, any provision of this Agreement is not enforceable under the laws of New York, and if Franchisee's franchised business is located outside of New York and the provision would be enforceable under the laws of the state in which the franchised business is located, then that provision (and only that provision) will be interpreted and construed under the laws of that state. This Section is not intended to invoke, and shall not be deemed to invoke, the application of any franchise, business opportunity or similar law of the State of New York which would not otherwise apply by its terms jurisdictionally or otherwise but for the within designation of governing law.

With respect to any court proceeding between Franchisee and Taco Bell concerning the enforcement, construction or alleged breach or termination of this Agreement, Franchisee hereby submits to the personal jurisdiction and venue of the federal and California state courts located in Orange County, California, for all such matters, and promises not to commence against Taco Bell any court proceeding concerning such matters in any other courts.

#### 11. MISCELLANEOUS.

- A. None of Franchisee's rights or obligations herein are assignable.
- B. The parties shall keep all of the terms of this Agreement strictly confidential, so long as this Agreement is in effect.

C. This Agreement may not be modified or amended except by a written document, signed by all parties, specifically referring to the portion of this Agreement being amended and modified.

D. All notices to be given hereunder shall be in writing and shall be deemed given when first received or tendered during normal business hours for the locale of the addressee at the appropriate address set forth below, or such other address as one party may hereafter provide to the other with not less than three (3) business days' notice.

If to Taco Bell:  
Taco Bell Franchisor, LLC  
1 Glen Bell Way  
Irvine, CA 92618  
Attn: General Counsel

If to Franchisee:  
[insert Franchisee contact info]  
  
Attn:

E. Terms of gender and captions as used in this Agreement are strictly for convenience and shall have no bearing on its construction.

F. No waiver by either party of any breach, default or unfulfilled condition shall be deemed a waiver of any subsequent or other breach, default or unfulfilled condition. No waiver shall be effective unless in writing and signed by an authorized signatory of the waiving party.

IN WITNESS WHEREOF, the parties hereto through their duly authorized signatories have caused this Agreement to be executed and delivered as of the Effective Date.

FRANCHISEE  
[insert entity name]

By: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

TACO BELL FRANCHISOR, LLC

By: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

\_\_\_\_\_  
[insert shareholder/member]

Date: \_\_\_\_\_

**SCHEDULE "A"**  
**DEVELOPMENT SCHEDULE**



**SCHEDULE "B"**

**DEVELOPMENT LOCATION**

**EXHIBIT K**

**RELATIONSHIP AGREEMENT, LETTER OF CREDIT,  
AND GUARANTY**

## RELATIONSHIP AGREEMENT<sup>1</sup>

**THIS RELATIONSHIP AGREEMENT** (this “**Agreement**”) is made and entered into as of [●], 202\_\_, by and among:

the following persons and entities (“**Obligors**”): \_\_\_\_\_;  
and

Taco Bell Franchisor, LLC, a Delaware limited liability company (“**Franchisor**”), having its principal place of business at 1 Glen Bell Way, Irvine, California 92618.

### RECITALS

**WHEREAS**, Obligors own or hold an interest or perform a role or function in [**Name of Franchisee**] (“**Franchisee**”) and want Franchisor to grant to Franchisee, now and in the future, franchise agreements (the “**Franchise Agreements**”) permitting Franchisee to use Franchisor’s Trademarks, System, and Manual (as such terms are defined below) to operate Taco Bell branded restaurants at various locations (the “**Restaurants**”); and

**WHEREAS**, each of the Obligors agrees to execute this Agreement, containing the terms, conditions, rights, and obligations stated below, in favor of Franchisor specifically to induce Franchisor to grant the Franchise Agreements to Franchisee.

**NOW, THEREFORE**, in consideration of the mutual promises herein, and other good and valuable consideration the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

#### I. **DEFINITIONS**

The following terms shall have the following meanings:

- A. “**Change in Control**” means, with respect to any entity, the acquisition by any person or entity, either directly or indirectly, of (i) the right to exercise control (either alone or with one or more other persons or entities) with respect to such entity or any board of directors or similar governing body of such entity, whether through the acquisition of voting securities, by contract or otherwise, (ii) equity interests representing more than fifty percent (50%) of the outstanding equity interests in such entity, or (iii) all or a material portion of the assets of such entity.
  
- B. “**Confidential Information**” means the Manual and all information concerning the business, operations, finances, trademarks, system, or franchise enterprise of

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<sup>1</sup> **Note to Draft:** This form RA is applicable to franchisees that have incurred amortizing debt.

Franchisor that Franchisee obtains from any source (including, without limitation, the operation of the Restaurants) or that Franchisor or its directors, officers, employees, or other representatives provide or make available to Franchisee. It includes the foregoing information obtained, provided, or made available anywhere in the world, and, retrospectively, the foregoing information obtained, provided, or made available before execution of this Agreement. It includes the foregoing information in any form or media, whether oral, written, visual (such as information illustrated by, or derived by inspecting, product, equipment, materials, structures, or processes), numbers or figures, information tables or databases, graphics, illustrations, and computer files, records, and memory. Confidential Information further includes both the original information and all copies, reproductions, extracts, or derivative forms of such information, in whole or in part, such as notes, summaries, reports, analyses, data, and charts. Finally, for the avoidance of doubt, the term “Confidential Information” specifically includes sales, product, supply, and volume data, trade secrets, proprietary information, know-how, techniques, methods, processes, procedures, specifications, recipes, ingredients, product information, financial information, systems, strategies, plans, and any other information or data concerning the research, development, production, sale, or marketing of food products or the operation of a restaurant business.

- C. **“Manual”** means all manuals, notices, correspondence, and other information that Franchisor may publish or provide from time-to-time in any form or media, including written or printed material, computer data, programs, and files, and on-line information, memorializing the standards, policies, procedures, rules, guidelines, techniques, and know-how related to the System. For the avoidance of doubt, the Manual also includes the information, policies, procedures, standards, and other materials currently housed in the My Taco Bell online database.
- D. [**“Permitted Franchisee Indebtedness”** means indebtedness for borrowed money of Franchisee incurred under credit agreement(s) entered into in connection with the closing of the transactions contemplated by the [Purchase Agreement] and approved by Franchisor in writing prior to the date hereof.]
- E. **“Principal Operator”** means the most senior person in the franchise organization(s) who is responsible and accountable for, involved in, and familiar with the day to day operations of Franchisee’s Taco Bell branded business. A Principal Operator shall have authority to receive communications from and communicate with Franchisor regarding operations matters on behalf of Franchisee. A Principal Operator is required to attend such operations and other training, and maintain such operations or training certifications, as Franchisor may specify from time-to-time. The Principal Operator with respect to Franchisee as of the date hereof is [●].
- F. **“System”** means all standards, policies, procedures, rules, guidelines, techniques, and know-how, including all trade secrets, copyrights, patents, and other

intellectual property, concerning the operation of a Taco Bell branded restaurant business.

G. “**Trademarks**” means all trademarks licensed in the Franchise Agreements.

## II. OBLIGORS’ DIRECT OBLIGATIONS

A. **Agreement to Use Reasonable Efforts:** Each Obligor agrees:

1. to use its, his or her reasonable efforts (including the exercise of any voting, control, or management rights) at all times to cause Franchisee to comply timely and fully with all obligations under each Franchise Agreement;
2. to perform no act (including the exercise of any voting, control or management rights) or omission, in each case that would cause, or would reasonably be expected to cause, a breach of, or other default in, any obligation of Franchisee under any Franchise Agreement; provided, however, that no Obligor shall be required by this Section II(A) to perform any act prohibited by applicable law.

B. **Agreement Regarding Specific Acts:** Each Obligor agrees not to perform, and not to cause Franchisee to perform, any of the following acts or omissions:

1. sub-license to anyone, or otherwise permit or authorize anyone other than Franchisee to use, the Trademarks, System, Manual, or any part thereof;
2. with respect to the Trademarks, (i) claim any right, title, or interest in or to the Trademarks, (ii) contest or aid in contesting, directly or indirectly, the validity, ownership, or use of the Trademarks, (iii) take any action in derogation of Franchisor’s rights to the Trademarks, or (iv) use the Trademarks in any manner other than in strict compliance with the Manual or as expressly approved by Franchisor in writing from time to time;
3. claim any right, title, or interest in or to the System, the Manual, any information or materials included in the System or Manual, or any goodwill associated with the Trademarks (whether now or accreting hereafter, including any goodwill resulting from operation and promotion of the Restaurants);
4. offer for sale from any Restaurant any food, beverages, or products other than those expressly described in the Manual or approved in writing by Franchisor, or offer such food, beverages, or products for sale from somewhere other than a Restaurant’s premises, or under or in connection with any trademark or service mark other than the Trademarks, in each case without Franchisor’s prior written approval;

5. speak or make statements, whether public or private, on behalf of the Franchisor or any affiliate of Franchisor, or the Taco Bell brand or Franchise System, in each case without Franchisor's prior written approval;
6. use the Trademarks or refer to Franchisor, the System, or the products or services of the System, in each case, in any oral or written statement or material that, in Franchisor's judgment, may be in bad taste or inconsistent with Franchisor's public image, or may tend to bring disparagement, ridicule, or scorn upon Franchisor, the System, the products or services of the System, the Trademarks, or the goodwill associated therewith;
7. transfer, assign, encumber, or grant any security interest, in any way, in or to any Franchise Agreement without Franchisor's prior written approval;
8. during the term of this Agreement and for the period set forth in Section III(A), directly or indirectly engage in, acquire any financial, beneficial or equity interest in, or perform any services (including consulting or advisory services) for any Quick-Service Restaurant Business, any Mexican Casual Dining Business or any Mexican Quick Casual Dining Business, in each case anywhere in the world, other than the Restaurants or any Yum! Brands concept; provided that, in the case of any natural person, the restrictions set forth in this Section II(B)(8) shall not apply to (x) passive investments in any commingled investment fund or vehicle managed by a third party manager (exclusive of any Obligor or any affiliate of any Obligor) so long as such individual's direct and indirect interests in any business otherwise prohibited by this Section II(B)(8) comprises less than five percent (5%) of the outstanding equity in such business and so long as such individual has no rights to participate in the management of any investment of such commingled investment fund or vehicle and (y) passive investments in any publicly traded securities of any public company (up to a cap of one percent (1%) of such public company's outstanding securities of that class or type) (collectively the "**Permissible Activities**"); and
9. directly or indirectly, take or permit any direct or indirect parent, subsidiary or other entity identified on Schedule 1 to take, any action with the intent or effect of avoiding or otherwise circumventing any provision of this Agreement or the intent of the parties to this Agreement.

C. **No Change in Corporate Structure:** Each Obligor represents and warrants to Franchisor that Schedule 1 (Organizational Chart) to this Agreement is a true and correct illustration of Franchisee's corporate structure and sets forth all of the direct and indirect parent and subsidiary companies (or other entities) of Franchisee [and Holdings] and, with respect to each Obligor and other such entity, all individuals and/or entities that control (directly or indirectly) such Obligor or such other entity. Each Obligor agrees to not permit any change to the corporate structure and other

information illustrated in Schedule 1, whether by sale, transfer, or otherwise, without Franchisor's prior written approval.

- D. **No Transfer of Interest or Grant of Lien:** Each Obligor represents and warrants to Franchisor that Schedule 2 (List of Franchisee's Direct & Indirect Shareholders & Ownership Interests) is a true and correct identification of the holders of the direct and indirect equity interests in Franchisee and each Obligor that is an entity (and/or such other entity in Franchisee's corporate structure required to be illustrated in Schedule 1) on the date of this Agreement. Each Obligor agrees not to cause or permit the sale, gift, pledge or other transfer to any other person or entity, in any way, without Franchisor's prior written approval, of any interest or share identified in Schedule 2 or any Restaurant (or substantially all of the assets comprising any Restaurant); provided that, without limiting the generality of the provisions set forth in Section II(C) and this Section II(D), (i) [Insert applicable Obligors] may transfer such interests to any Qualified Transferee (as defined below) in one or more transactions that are in compliance with all applicable laws (including securities laws) and (ii) the Obligors may grant security interests in the assets comprising any Restaurant (other than any Franchise Agreement) to a lender pursuant to the Permitted Franchisee Indebtedness. The parties hereto agree that notwithstanding anything in this Agreement to the contrary, no grant of security interest in a Franchise Agreement or this Agreement shall be assignable or is capable of being encumbered to secure obligations under the Permitted Franchisee Indebtedness or any other indebtedness of the Obligors; it being expressly understood and agreed that any lien or encumbrance on any Franchise Agreement or this Agreement constitutes a default under this Agreement. For the avoidance of doubt, Franchisor's approval of the Permitted Franchisee Indebtedness shall in no way be deemed approval of any such grant of lien or encumbrance.

For purposes of this Agreement, a "**Qualified Transferee**" is a person or entity that (i) is not named on any of the two lists maintained by the U.S. Department of Commerce (Denied Persons and Entities) or the list maintained by the U.S. Department of Treasury (Specially Designated Nationals and Blocked Persons) or any of the two lists maintained by the U.S. Department of State (Terrorist Organizations and Debarred Parties) or a person described by Section 1 of the Executive Order (No. 13,224) Blocking Property and Prohibited Transactions with Persons Who Commit, Threaten to Commit or Support Terrorism, 66 Fed. Reg. 49,079 (September 24, 2001), or any successor or similar list maintained by the U.S. Department of Commerce or Treasury, (ii) is not directly or indirectly engaged in, or the holder of any financial, beneficial, or equity interest in, or performing any services for any Quick-Service Restaurant Business, Mexican Casual Dining Business, or Mexican Quick Casual Dining Business, other than the Restaurants, except pursuant to Permissible Activities, and (iii) will not, as a result of a such transfer, obtain control of any Obligor, or a direct or indirect interest in Franchisee (together with its affiliates) in excess of ten percent (10%) of Franchisee's outstanding equity.

- E. **No Change of Control:** Each Obligor agrees that, without Franchisor's prior written approval, there shall be no Change in Control of any Obligor.
- F. **Principal Operator/Substantially Full Time:** Each Obligor agrees (and with respect to clause (ii), the Principal Operator agrees and each other Obligor acknowledges) that (i) the Restaurants will be operated at all times under the supervision, management, and control of the Principal Operator, (ii) the Principal Operator and each of Franchisee's officers, management employees, and above-store-level employees shall devote substantially all his or her working time to supervising, managing, and controlling the Restaurants, and shall not engage in any other business or enterprise, and (iii) the Principal Operator shall not be changed, and no other person shall perform the role of Principal Operator, without Franchisor's prior written approval.
- G. **Agreement Applies to All Restaurants Except for Restaurants Located in Iowa:** Each Obligor agrees that this Agreement and each Obligor's obligations hereunder apply to all Restaurants that Franchisee owns or operates and amends each applicable Franchise Agreement accordingly, with the exception that this Agreement does not apply to Restaurants that Franchisee owns or operates that are in Iowa, or in which any [Holdings] owns any direct or indirect interest, whether now or in the future. If Holdings causes any newly acquired or developed Restaurant located in a state other than Iowa to be held by a new entity, Holdings shall cause written notice thereof to be delivered to Franchisor and, upon such new entity becoming party to a Franchise Agreement, such entity shall be deemed a "Franchisee" for all purposes hereunder.
- H. **Confidentiality:** Each Obligor agrees:
1. to take all measures necessary to maintain the confidentiality, secrecy, and security of all Confidential Information, including establishing processes and procedures to prohibit and prevent the disclosure of Confidential Information by any of Franchisee's directors, officers, employees, agents, and other representatives, and not to disclose any Confidential Information to any person or entity without Franchisor's prior written approval;
  2. to not use or adapt any Confidential Information for any purpose other than managing Franchisee and operating Franchisee's business;
  3. that Franchisor owns and shall continue to own (a) any approved copies, reproductions, extracts, or derivative works of Confidential Information, and (b) any developments, conceptions, inventions, patents, copyrights, trademarks, or other intellectual property that in any way includes, is derived from, or is based upon Confidential Information (either in whole or in part, and either directly or indirectly), and that upon Franchisor's request Obligor will execute and cause Franchisee to execute all assignments and other documents necessary to memorialize such ownership; and



4. upon Franchisor's demand and at its option, upon termination of the Franchise Agreements or an Obligor ceasing to hold a direct or indirect equity interest in Franchisee, to return to Franchisor or destroy all Confidential Information in any form (including all copies, reproductions, extracts, or derivative works) and certify in writing to Franchisor that the Obligors complied "fully and completely" with such obligation.

I. **Organizational Documents:** Each Obligor represents and warrants to Franchisor that it has delivered to Franchisor as of the date hereof a true, correct and complete copy of its certificate of incorporation or formation or partnership (or like document), bylaws, partnership agreement and/or limited liability company agreement (and any similar document), as applicable, and that it has caused Franchisee to deliver to Franchisor a true, correct and complete copy of the same. Each Obligor understands and acknowledges that any amendment or modification of any such documents shall require Franchisor's prior written consent, and no Obligor shall cause or permit any such amendment or modification in the absence of Franchisor's prior written consent. If such consent is granted, the Obligors shall submit copies of such amended or modified organizational documents to Franchisor promptly after the amendment or modification becomes effective.

J. **Letter of Credit:** Franchisor acknowledges that Franchisee has delivered to Franchisor a letter of credit issued by [●] in the aggregate amount of \$[●] (the "Letter of Credit"). Each Obligor acknowledges and agrees that Franchisee shall continue to provide the Letter of Credit during the term of this Agreement, provided that the amount of the Letter of Credit required hereunder may change from time to time in accordance with Exhibit B attached hereto. The Letter of Credit shall (1) name Franchisor as a beneficiary, (2) expressly allow Franchisor to draw upon it in any amount up to the total amount of the Letter of Credit at any time and from time to time in accordance with its terms by delivering to the issuer notice that Franchisor is entitled to draw thereunder, and (3) otherwise be in form and substance satisfactory to Franchisor as determined by Franchisor in its sole discretion. The Letter of Credit shall provide that, if any franchise fees, marketing fees, royalties or other financial obligations (including any indemnification obligations) due from Franchisee to Franchisor or its affiliate or designee are or become in arrears, Franchisor shall have the right and ability (but not the obligation) to draw down immediately on the Letter of Credit an amount equal to its good faith estimates of those franchise fees, marketing fees, royalties or other financial obligations so in arrears (provided that Franchisor shall promptly refund or otherwise credit to the account of Franchisee any overages). Nothing herein shall prevent Franchisor from drawing down additional funds in the amount of additional arrearages that arise in such fees, royalties or other financial obligations. In the event that the Letter of Credit lapses or otherwise ceases to be effective, or if the amount of the Letter of Credit required hereunder shall change as determined pursuant to Exhibit B, Obligors shall immediately cause there to be issued one or more substitute letters of credit on substantially identical terms or on such other

terms as are satisfactory to Franchisor as determined by Franchisor in its sole discretion, and if no such substitute letter of credit is provided prior to the date that is ten (10) business days prior to the expiration of an existing letter of credit, Franchisor may fully draw upon such existing letter of credit and in its sole discretion apply such amounts drawn to amounts due to Franchisor or its affiliates or hold such amounts (or any portion thereof) until a substitute letter of credit has been provided as contemplated hereby.

- K. **Breach of Franchise Agreements:** Each Obligor acknowledges and agrees that any breach of any obligation stated in this Section II shall be a fundamental default in the Franchise Agreements entitling Franchisor to terminate such Franchise Agreements immediately upon notice (following the expiration of any applicable cure period). In addition, each Obligor and Franchisee acknowledges and agrees that any breach of any obligation stated in any Franchise Agreement (or any other default event described in the terms thereof) by Franchisee, and any default or breach by Franchisee, any of Franchisee's affiliates or any Obligor of any lease or other agreement to which Franchisor or its affiliate is a party relating to Franchisee, its business or a Restaurant (in each case beyond any cure period provided for therein), shall be deemed a breach of this Agreement (including, but not limited to, a breach of any remodel obligation set forth in any Franchise Agreement and/or any obligation with respect to net new restaurant growth set forth in any Market Build Out Agreement). If the nature of the default or breach under any such agreement would have permitted Franchisor to terminate the Franchise Agreement(s) if the default had occurred under the Franchise Agreement(s), then Franchisor shall have the right to terminate this Agreement, any or all Franchise Agreement(s) and all such other agreements in the same manner provided for in the Franchise Agreement(s) for termination thereof.
- L. **Taco Bell Purchase Option:** In the event (i) any change in the corporate structure of any Obligor or Franchisee (as compared to that set forth on Schedule 1 attached hereto) occurs without Franchisor's prior written approval to the extent required in this Agreement, or (ii) no successor Principal Operator is timely designated (upon the departure of the Principal Operator named above or any approved successor thereafter) who meets Franchisor's then current standard criteria (the "**Criteria**") for approval, Franchisor (in addition to all of its other remedies under this Agreement, the Franchise Agreements, at law and in equity) or any party designated by Franchisor shall have the option (the "**Option**"), at Franchisor's election, to (A) purchase for cash all of the outstanding equity interests in Franchisee from Holdings (or any of its direct or indirect subsidiaries), (B) purchase for cash all of the Restaurants from Franchisee (or any of its direct or indirect subsidiaries), or (C) take no such action. Any such purchase shall be at a price equal to ninety five percent (95%) of the Fair Market Value (as defined on Exhibit C) of such equity interests or Restaurants, as applicable, as of the time of exercise (taking into account, among other things, the consideration paid in similar transactions involving similar types of businesses of like size). In the event that Holdings and Franchisor are unable to agree to terms for such purchase within ninety (90) days

of Franchisor's exercise of its Option, then Franchisor may (in its sole discretion) rescind its exercise of the Option or require that the purchase occur as set forth in Exhibit C attached hereto. The parties shall use commercially reasonable efforts to close any acquisition contemplated hereby within sixty (60) days from the date of the determination of Fair Market Value. In the event that Franchisor exercises its Option pursuant to this Section II(L), the guarantees in support of the Franchise Agreements shall continue in full force and effect with respect to all obligations guaranteed thereby due to Franchisor.

- M. **Acquisition and Development:** Each Obligor hereby represents and warrants that it is acquiring direct or indirect interests in the Restaurants for investment purposes, with the purpose of seeking to improve the operations of the Restaurants, and to develop new Taco Bell branded restaurants, and not with a view toward acquiring additional existing Taco Bell branded restaurants. Each Obligor understands and acknowledges that any acquisition of an existing Taco Bell branded restaurant shall be subject to the prior written approval of Franchisor, which may be granted or withheld in Franchisor's sole discretion. Except with the prior written approval of Franchisor (which may be granted or withheld in Franchisor's sole discretion), each Obligor covenants that it will not (and will cause its subsidiaries and Franchisee not to) enter into any agreement (including letter of intent or similar agreement) or make or accept any offer (including any non-binding or preliminary offer or indication of interest) to, or otherwise agree to, or undertake any negotiations with a view to, acquire existing Taco Bell branded restaurants from any party. In addition, each Obligor agrees, in connection with any discussion regarding any possible acquisition of existing Taco Bell branded restaurants, that it will notify such other person or entity of the restrictions set forth in this Section II(M).
- N. <sup>2</sup>**System.** Each Obligor represents to Franchisor that Franchisee has installed and participates in the e-Restaurant program (the "**BOH System**"), and that the BOH System is fully installed in each of the Restaurants. Each Obligor acknowledges and agrees that Franchisee shall be required to use and maintain the BOH System at each of the Restaurants for at least twenty-four (24) months after the date the BOH System was installed at each such Restaurant. In the event that Franchisee fails to install, use or maintain the BOH System in all of the Restaurants, Franchisee shall be subject to a penalty in the amount of \$60,000.00, without deduction or set-off for any number of installations or partial compliance, which amount in whole represents both a penalty and liquidated damages to Franchisor for such non-compliance. Further, such non-compliance shall constitute a default under each of the Franchise Agreements with respect to the Restaurants, without regard to any partial compliance at the respective Restaurant.]
- O. **Board of Managers:** Any person who is appointed to the board of directors or board of managers (or similar governing body or advisory board), as applicable, of

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<sup>2</sup> Note: To be deleted if the Restaurants already participate in the e-Restaurant program.

[each Obligor that is an entity]<sup>3</sup> (any such person, a “**Board Member**”) shall abide by the following conditions: each Board Member shall (i) enter into confidentiality agreement(s) with Franchisor on the then-current standard form used by Franchisor, (ii) be a reputable person in good business standing, (iii) satisfy the non-competition provisions set forth in Section II(B)(8) as if such person were a party hereto at the time such person is appointed to as a Board Member, and continue to satisfy such provisions throughout the time such person is a Board Member, and (iv) have never been convicted of a felony or fraud or any other crime of moral turpitude or a person that a U.S. person is generally restricted from doing business with under federal or state law (including, without limitation, laws relating to OFAC and money laundering), and in each case of clauses (i) through (iv) above, a member of senior management of Franchisee or an officer of Holdings provides a certificate setting forth such facts and provides Franchisor with the documents referred to in clause (i) above. The appointment of any Board Member in violation of this Section II(O) (or the continuation of such person serving as a Board Member subsequent to such circumstance occurring) shall constitute a breach under each of the Franchise Agreements without a right to cure, which shall entitle Franchisor to automatically terminate all Franchise Agreements.

P. **Indebtedness**: Each Obligor agrees that:

1. it shall not permit Holdings, [any intermediate subsidiary under Holdings], Franchisee or any other entity Obligor or entity with respect to which any direct or indirect interest in Franchisee and its assets and business comprise ten percent (10%) or more of such Obligor’s or other entity’s assets to (i) incur indebtedness for borrowed money other than with respect to Permitted Franchisee Indebtedness, (ii) guarantee any indebtedness for money borrowed of any person or entity other than a majority-owned subsidiary or (iii) refinance (or otherwise modify the repayment terms of) any portion of the Permitted Franchisee Indebtedness or any other indebtedness that Franchisor approves pursuant to this Section II(P)(1), without in each case obtaining the prior written consent of Franchisor. It is expressly understood and agreed by the Obligors and Franchisor that the requirements of this Section II(P)(1) are in addition to any restrictions set forth in the Franchise Agreements;

2. in the event that Franchisee or any other entity Obligor obtains any institutional term loan (such as a term loan B) or other non-traditional financing (whether or not such debt is Permitted Franchisee Indebtedness or was otherwise approved by Franchisor) that requires the dissemination of any financial or other information regarding the business of Franchisee to multiple lenders or other parties, the Obligors shall not permit such dissemination (including any filing with the Securities and Exchange Commission (or other governmental authority) or other report to multiple persons that includes any portion of such information) until

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<sup>3</sup> **Note:** If there are parent entities that this provision should not apply to, change bracketed language to “Holdings, [intermediate subsidiaries under Holdings], and/or Franchisee”

subsequent to the public reporting by Yum! Brands, Inc. of financial information for the same reporting period(s); and

3. Franchisor shall have the right to contact and discuss the financial condition of Franchisee with any of its lenders and/or other creditors, whether as part of a proposed financial restructuring of Franchisee or otherwise.

Q. **Financial Covenants:**

1. Each Obligor agrees to cause Franchisee to maintain, at all times during the term of this Agreement, a (i) Rent Adjusted Leverage Ratio (according to the calculation set forth on Exhibit B) equal to or less than 6.00, provided that any revolving credit facility will not be taken into account in the calculation of the Rent Adjusted Leverage Ratio except to the extent of any amount actually drawn upon such revolving credit facility (the “RAL Financial Covenant”); and (ii) Fixed Charge Coverage Ratio (according to the calculation set forth on Exhibit B) equal to or more than 1.10 (the “FCCR Financial Covenant” and, together with the RAL Financial Covenant, the “Financial Covenants”).
2. Each Obligor agrees that, without Franchisor’s written approval, which approval shall be in the sole discretion of Franchisor, [such Obligor]<sup>4</sup> will not make, declare, authorize or pay any dividend, distribution or partnership income to any person unless Franchisee is in compliance with (i) the RAL Financial Covenant; and (ii) the FCCR Financial Covenant.
3. Each Obligor agrees that the violation of any Financial Covenant will constitute a breach of this Agreement under Section II(K) and, if any such violation occurs during any fiscal quarter during the term of this Agreement, Franchisee (or an Obligor on behalf of Franchisee) shall provide written notice thereof to Franchisor promptly (and in any event within five (5) business days) following the quarterly financial statements for the applicable fiscal quarter in which the violation occurs becoming available (which notice to Franchisor shall contain relevant financial information and other supporting documentation of Franchisee).
4. Notwithstanding anything set forth in Section II(Q)(3) to the contrary, Obligors and Franchisee shall not be in breach of this Agreement under Section II(K) (and the required Letter of Credit Amount shall not be subject to adjustment in connection with a Financial Covenant violation) if, prior to the expiration of the date that is thirty (30) days after Franchisee provides the written notice to Franchisor described in Section II(Q)(3) (such 30-day period, the “FC Cure Period”), Franchisee (or any Obligor) cures the

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<sup>4</sup> Note: If there are parent entities that this provision should not apply to, change bracketed language to “none of Holdings, [intermediate subsidiaries under Holdings], or Franchisee”

applicable violation of any Financial Covenant in accordance with the following:

- (a) Franchisee (or any Obligor) may elect to cure a violation of a Financial Covenant by (i) making a cash contribution to Franchisee (any such contribution, a “Cash Contribution”), which Cash Contribution shall be counted as an addback towards EBITDA in accordance with the calculations of Rent Adjusted Leverage Ratio and Fixed Charge Coverage Ratio (in each case as set forth on Exhibit B), or (ii) making a Debt Payoff (as defined below), and, as a result of such Cash Contribution (or such Debt Payoff), Franchisee becomes compliant with the Financial Covenants; provided that a Cash Contribution may only cure such a violation (A) a maximum of two (2) times during any rolling thirty-six (36) month period throughout the term of this Agreement and (B) if the Rent Adjusted Leverage Ratio is equal to or less than 6.50 immediately prior to such Cash Contribution. If a Cash Contribution has already been made two (2) times during any rolling thirty-six (36) month period and Franchisee violates a Financial Covenant a third time (or for any subsequent violation thereafter) during such period (or if the Rent Adjusted Leverage Ratio is greater than 6.50 at any time), Franchisee may only cure such violation by making a Debt Payoff. By way of illustration, if Franchisee violates a Financial Covenant a first time in Q2 of 2025 and cures such initial violation by making a Cash Contribution, Franchisee may make a second Cash Contribution to cure a second violation that occurs in Q3 of 2027. However, if a third violation occurs in Q1 of 2028 (*i.e.*, thirty three (33) months after the first violation), Franchisee may not cure such third violation by making a Cash Contribution and, instead, may only cure such violation by making a Debt Payoff.
- (b) In the event that (i) any subsequent violation of a Financial Covenant occurs after Franchisee (or any Obligor) has made two (2) Cash Contributions to cure prior violations during a rolling thirty-six (36) month period or (ii) the Rent Adjusted Leverage Ratio is greater than 6.50 at any time, in each case Franchisee (or any Obligor) may elect to cure such violation by paying off a portion of the Permitted Franchisee Indebtedness (together with any other indebtedness that Franchisor approves pursuant to this Agreement) to the extent that Franchisee becomes compliant with the Financial Covenants (any such payoff, a “Debt Payoff”).
- (c) If Franchisee (or any Obligor) adequately cures the applicable violation of any Financial Covenant in accordance with this Section II(Q)(4) prior to the expiration of the FC Cure Period, Obligors shall provide reasonably detailed written notice of any such cure (and provide reasonably acceptable supporting evidence) to Franchisor.

For the avoidance of doubt, if Franchisee (or any Obligor) fails to cure the applicable violation of any Financial Covenant in accordance with this Section II(Q)(4) prior to the expiration of the applicable FC Cure Period, (1) Obligors and Franchisee shall be deemed to be in breach of this Agreement under Section II(K) and (2) the required Letter of Credit Amount shall be subject to adjustment in accordance with Exhibit B.

5. Notwithstanding anything set forth in Section II(Q)(3) to the contrary, Obligors and Franchisee shall not be deemed to be in breach of this Agreement under Section II(K) (and the required Letter of Credit Amount shall not be subject to adjustment in connection with a Financial Covenant violation) if a violation of any Financial Covenant occurs and (A) Franchisee or any Obligor provides written notice thereof to Franchisor promptly (and in any event within five (5) business days) following financial statements for the reporting period in which the violation occurs becoming available (which notice to Franchisor shall contain relevant financial information and other supporting documentation of Franchisee) and (B) such violation is caused by a System Adverse Event and is not within Franchisee's reasonable control, then Obligors shall have ninety (90) days from the date of such System Adverse Event or other circumstance or occurrence (such 90-day period, the "SAE Cure Period") to cure such violation and shall provide reasonably detailed written notice of any such cure (and provide reasonably acceptable supporting evidence) to Franchisor; provided that in no event shall the cure right in the immediately preceding sentence apply if Franchisee's Rent Adjusted Leverage Ratio exceeds 5.25 on a pre-distribution basis. For the avoidance of doubt, if a System Adverse Event occurs and Franchisee (or any Obligor) fails to cure the applicable violation of any Financial Covenant in accordance with this Section II(Q)(5) prior to the expiration of the applicable SAE Cure Period, (1) Obligors and Franchisee shall be deemed to be in breach of this Agreement under Section II(K) and (2) the required Letter of Credit Amount shall be subject to adjustment in accordance with Exhibit B.
6. Each Obligor agrees that any distributions, dividends or other income received in violation of this Agreement shall be received in trust for the sole benefit of Franchisor, and shall be promptly paid over and submitted to Franchisor, which distributions, dividends or other income shall be applied to any amounts due (whether past due, currently due or due in the future) from Franchisee.

For purposes of this Agreement, "**System Adverse Event**" means any event or occurrence or combination of events or occurrences caused by Franchisor or its affiliate(s) that has a material adverse economic effect (such as a material adverse economic effect on EBITDA) on a significant number of Taco Bell franchisees, including Franchisee. For the avoidance of doubt, a System Adverse Event must be caused by Franchisor or its affiliate(s) and none of the following (and no effect

arising out of or resulting from any of the following) shall, either alone or in combination, constitute or be taken into account in determining whether a System Adverse Effect has occurred: (a) general economic, business, political, industry, trade or credit, financial or capital market conditions (whether in the United States or internationally), including any conditions affecting generally the industries or markets in which Franchisee or any Obligor operates; (b) earthquakes, tornados, hurricanes, floods, acts of God and other force majeure events; (c) disease outbreaks, epidemics and pandemics (including the COVID-19 pandemic); (d) acts of war, civil unrest, terrorism and military actions; (e) any changes in general legal, regulatory, trade or political conditions; and (f) strikes, slowdowns or work stoppages.

- R. **Guaranty:** Each of [Insert applicable Obligors]<sup>5</sup> shall execute and deliver to Franchisor the Guaranty in the form attached as Exhibit A hereto.

### III. GENERAL

- A. **Survival and Release.** Franchisor agrees to release any Obligor from its, his or her prospective obligations under this Agreement upon the expiration of one year following such Obligor's approved sale or disposition of all its, his or her direct or indirect interests in Franchisee, unless (1) such Obligor retains a management, supervisory or other controlling or decision-making position or role in Franchisee or its direct or indirect parent companies or (2) a breach or default in this Agreement, a Franchise Agreement or any guaranty in support of this Agreement or a Franchise Agreement occurs on or prior to such one year anniversary and continues thereafter, in which case the effectiveness of this Agreement shall be extended until all such breaches and defaults have been cured.
- B. **No Initial Public Offerings or other Distributions of Securities.** Each of the Obligors hereby covenants that it shall not cause, assist or permit any of the Obligors or Franchisee (i) to make a public offering or broadly disseminated general private distribution of its debt or equity securities or (ii) to register its debt or equity securities with or otherwise become required to file reports with the Securities and Exchange Commission or (iii) to voluntarily file reports with the Securities and Exchange Commission. Under no circumstances shall any of the Obligors or Franchisee cooperate with any attempt by any person or entity to make a public offering or broadly disseminated general private distribution of any direct or indirect ownership interest in any such Obligor or Franchisee or supply any information about the operations or business of Franchisee to any federal or state agency or instrumentality in connection therewith, and each of the parties shall promptly inform Franchisor if the party becomes aware of any such attempt.

### IV. MISCELLANEOUS

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<sup>5</sup> Note: Guarantors generally should be the following Obligors: the Individuals, the management entity, Holdings, and any intermediate subsidiaries between Holdings and Franchisee.



- A. Any notice or other communication required or permitted under this Agreement shall be in writing addressed to the addressee at the address specified in Schedule 3 to this Agreement (Notice Addresses) (or such other address as is specified in writing by the addressee) by nationally recognized courier and will be deemed received by the addressee on the date of delivery.
- B. This Agreement will inure to the benefit of Franchisor, its successors and assigns and may be assigned by Franchisor to any other party without Obligor's prior approval.
- C. No Obligor may assign any of its, his or her rights or obligations under this Agreement.
- D. The delay or failure of Franchisor to exercise any right or remedy pursuant to this Agreement will not operate as a waiver of the right or remedy. All rights and remedies under this Agreement are cumulative and the exercise of one right or remedy will not limit the exercise of any other right or remedy.
- E. This Agreement may be amended, modified, or revised only in writing signed by Franchisor and Obligor's.
- F. This Agreement, all relations between the parties, and, any and all disputes between any Obligor and Franchisor, whether such disputes sound in law, equity or otherwise, are to be exclusively construed in accordance with and/or governed by (as applicable) the laws of the State of New York without recourse to New York (or any other) choice of law or conflicts of law principles. If, however, any provision of this Agreement is not enforceable under the laws of New York, and if the provision would be enforceable under the laws of the state in which the greatest number of Restaurants are located, then that provision (and only that provision) will be interpreted and construed under the laws of that state. This Section IV(F) is not intended to invoke, and shall not be deemed to invoke, the application of any franchise, business opportunity or similar law of the State of New York which would not otherwise apply by its terms jurisdictionally or otherwise but for the within designation of governing law. The parties agree to submit to the exclusive jurisdiction of the courts of California.
- G. The obligations of Obligor's under this Agreement shall be joint and several and shall survive the expiration or termination of the Franchise Agreement(s) and/or this Agreement in accordance with their terms as set forth herein.
- H. Franchisor may elect (in its sole discretion) to set off the due and payable obligations of Franchisee or any Obligor pursuant to this Agreement, any Franchise Agreement or any Guaranty against any payment obligations that Franchisor may have in favor of Franchisee or any Obligor, whether relating to any of the Restaurants or otherwise.

- I. This Agreement, the Guaranty and the Franchise Agreements set forth the entire agreement and understanding of the parties hereto with respect to the matters contemplated hereby and supersede and replace any and all prior agreements, arrangements and understandings, written or oral, among the parties relating to the subject matter hereof. To the extent any provision of this Agreement expressly modifies a provision of any Franchise Agreements, such Franchise Agreements shall be deemed to have been modified as set forth herein, and in the event of any conflict between the provisions of this Agreement and any such Franchise Agreements, this Agreement shall govern and control to the extent of such conflict. Except as set forth in the prior sentence, the provisions of each Franchise Agreement are hereby ratified by each of Franchisee and Franchisor and shall continue in full force and effect.
- J. Each of this Agreement and the Guaranty may be executed in counterparts (including using any electronic signature covered by the United States E-SIGN Act of 2000, Uniform Electronic Transactions Act, the Electronic Signatures and Records Act or other applicable law, e.g., [www.docusign.com](http://www.docusign.com)), and such counterparts may be delivered in electronic format, including by facsimile, email or other transmission method. Such delivery of counterparts shall be conclusive evidence of the intent to be bound hereby and each such counterpart, including those delivered in electronic format, and copies produced therefrom shall have the same effect as an originally signed counterpart. Minor variations in the form of the signature page, including footers from earlier versions of this Agreement and/or the Guaranty, shall be disregarded in determining a party's intent or the effectiveness of such signature. No party shall raise the use the delivery of signatures to this Agreement and/or the Guaranty in electronic format as a defense to the formation of a contract.

*[Signature Pages Follow.]*

**IN WITNESS WHEREOF**, the Parties have duly executed and delivered this Relationship Agreement as of the date first written above.

**OBLIGORS:**

[•]

By: \_\_\_\_\_

Name:

Title:

**AGREED AND ACKNOWLEDGED**

**FRANCHISOR:**

TACO BELL FRANCHISOR, LLC  
A Delaware limited liability company

By: \_\_\_\_\_  
Name:  
Title:

**FRANCHISEE:**

[•]

By: \_\_\_\_\_  
Name:  
Title:

## **EXHIBIT A**

### **GUARANTY**

**THIS GUARANTY** (this “**Guaranty**”) is dated as of [●], 202\_\_, by and among:

the following persons and entities (“**Guarantors**”):<sup>6</sup>  
\_\_\_\_\_ ; and

Taco Bell Franchisor, LLC, a Delaware limited liability company (“**Franchisor**”), having its principal place of business at 1 Glen Bell Way, Irvine, California 92618. All initially-capitalized terms used herein without definition shall have the meaning ascribed to such terms in the Relationship Agreement (defined below).

**WHEREAS**, each Guarantor owns or holds some interest (directly or indirectly) or performs some role or function in [**Name of Franchisee**] (“**Franchisee**”), and wants Franchisor to grant to Franchisee franchise agreements (the “**Franchise Agreements**”) permitting Franchisee to use Franchisor’s Trademarks, System, and Manual in the operation of Taco Bell branded restaurants at various locations (the “**Restaurants**”);

**WHEREAS**, Franchisor, Franchisee, Guarantors and certain other parties named therein have entered into a certain Relationship Agreement, dated as of the date hereof (the “**Relationship Agreement**”), whereby Guarantors and such other parties have agreed to undertake certain obligations in favor of Franchisor and effect certain modifications to the Franchise Agreements as more fully set forth therein; and

**WHEREAS**, Guarantors agree to execute this Guaranty, containing the terms, conditions, rights, and obligations stated below, in favor of Franchisor specifically to induce Franchisor to grant the Franchise Agreements to Franchisee and enter into the Relationship Agreement;

**NOW, THEREFORE, THE PARTIES AGREE AS FOLLOWS:**

#### **I. GUARANTORS’ GUARANTY OF FRANCHISEE’S OBLIGATIONS**

1. Each Guarantor, jointly and severally, unconditionally and irrevocably guarantees, as primary obligor and not merely as surety, to Franchisor the due and punctual payment of all moneys due, whether by demand, acceleration or otherwise, under the Franchise Agreement(s) and the due and punctual performance by Franchisee of all of Franchisee's obligations and liabilities under the Franchise Agreement(s).
2. The guaranty in Section I(1) will be an absolute, unconditional and continuing guaranty of payment (and not merely of collectability) and

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<sup>6</sup> **Note:** Guarantors generally should be the following Obligor: the Individuals, the management entity, Holdings, and any intermediate subsidiaries between Holdings and Franchisee.

performance on Guarantors' part and will not be abrogated, released, affected or discharged by, and each Guarantor waives any notice with respect to:

- (a) Franchisor granting to Franchisee any forbearance, concession, indulgence or waiver in respect of any obligation or liability under the Franchise Agreement(s);
- (b) Any change, amendment or waiver of or any consent to depart from any of the terms of the Franchise Agreement(s) or obligations arising thereunder;
- (c) The occurrence of any termination event under, or termination of, the Franchise Agreement(s);
- (d) Any sale, transfer or assignment of the Franchise Agreement(s), or any interest therein, or any interest or share in Franchisee;
- (e) Any reconstruction, amalgamation or other material change in the structure or financial condition of Franchisee;
- (f) The Guaranty not being binding upon or enforceable against a Guarantor;
- (g) Franchisor's neglect or forbearance to enforce any rights under the Franchise Agreement(s) or this Guaranty;
- (h) Any other act, event or omission that otherwise would abrogate, release, affect or discharge Guarantors' liability under the Guaranty;
- (i) any lack of capacity or authority of Franchisee or any lack of validity, regularity or enforceability of any provision of any Franchise Agreement or other agreement relating to the obligations under the Franchise Agreement(s); or
- (j) any release or amendment or waiver of, or consent to depart from, any other Guarantor or any other guaranty or support document, or any exchange, release or non-perfection of any collateral, for all or any of the Franchise Agreement(s) or obligations arising thereunder.

3. Each Guarantor shall be jointly and severally liable to Franchisor under the Guaranty as principal debtors and Franchisor may enforce the Guaranty without first taking any other steps or proceedings or having recourse to any other security. Each Guarantor hereby agrees that Franchisor may at its option enforce the entire amount of the obligations due and owing hereunder

by Franchisee against Franchisee or any Guarantor. Franchisor may exercise remedies against any Guarantor separately, whether or not Franchisor exercises remedies against any other Guarantor. Franchisor may enforce any Guarantor's obligations without enforcing any other Guarantor's obligations or Franchisee's obligations under this Guaranty or the Franchise Agreement(s), as applicable. Any failure or inability of Franchisor to enforce any Guarantor's or Franchisee's obligations shall not in any way limit Franchisor's right to enforce the respective obligations of any other Guarantor or Franchisee or the Guarantor's obligations under this Guaranty. Guarantors waive any right to require Franchisor to (1) proceed against Franchisee for any performance or payment by Franchisee, (2) pursue or exhaust any remedy, including any legal or equitable relief, against Franchisee, (3) give notice of demand for performance or payment by Franchisee, or (4) exercise diligence in collection or protection of or realization upon any obligations guaranteed under this Guaranty or any security for or guaranty of any such obligations.

4. This Guaranty will apply on a continuing basis to all amounts, liabilities or obligations from time to time outstanding or undischarged under the Franchise Agreement(s). Accordingly, Guarantors will not:
  - (a) exercise in respect of any amount payable by Guarantors to Franchisor hereunder any right or remedy, including, without limitation, subrogation;
  - (b) claim payment or exercise any right or remedy in respect of any monies due to Guarantors by Franchisee; or
  - (c) seek in any liquidation or insolvency proceeding concerning Franchisee any monies due to Guarantors in competition with Franchisor's claims for any monies due to Franchisor.
5. All payments by Guarantors to Franchisor pursuant to this Guaranty shall be in the full amounts due from Franchisee pursuant to the Franchise Agreement(s), including any interest, free and clear of any taxes due or payable on such amounts and without any deduction or set-off.
6. Each Guarantor hereby waives any defense based on suretyship, or any other circumstance which might otherwise constitute a defense to its obligations hereunder and each Guarantor further waives any right or defense it may have at law or equity.
7. Each Guarantor further agrees that if at any time all or any part of any payment theretofore applied by Franchisor to any of the obligations of Franchisee under the Franchise Agreement(s) is or must be rescinded or returned by Franchisor for any reason whatsoever (including, without

limitation, the insolvency, bankruptcy or reorganization of Franchisee or any Guarantor), such obligations shall, for the purposes of this Guaranty, to the extent that such payment is or must be rescinded or returned, be deemed to have continued in existence, notwithstanding such application by Franchisor, and this Guaranty shall continue to be effective or be reinstated, as the case may be, as to such obligations, all as though such application by Franchisor had not been made.

8. Each Guarantor agrees not to exercise any rights which it may acquire by way of subrogation or by any indemnity, reimbursement or other agreement until all of the obligations hereunder have been indefeasibly paid in full in cash and the Franchise Agreement(s) have been terminated. If any amount shall be paid to any Guarantor in violation of the preceding sentence, such amount shall be held in trust for the benefit of Franchisor and shall forthwith be paid to Franchisor to be credited and applied to the obligations hereunder, whether matured or unmatured.

## II. GENERAL

Franchisor agrees to release any Guarantor from its (or his or her) prospective obligations under this Guaranty upon the expiration of one year following such Guarantor's approved sale of all his, her or its direct or indirect interests in Franchisee, unless (1) such Guarantor retains a management, supervisory or other controlling or decision-making position or role in Franchisee or any of its direct or indirect parent entities, or (2) a breach or default in this Guaranty, the Relationship Agreement, or a Franchise Agreement occurs on or prior to such one year anniversary in which case the effectiveness of this Guaranty with respect to such Guarantor shall continue until all such breaches and defaults have been cured.

## III. MISCELLANEOUS

- A. Any notice or other communication required or permitted under this Guaranty shall be in writing addressed to the addressee at the address specified in the Relationship Agreement (or such other address as is specified in writing by the addressee) by nationally recognized courier and will be deemed received by the addressee on the date of delivery.
- B. This Guaranty will inure to the benefit of Franchisor, its successors and assigns and may be assigned by Franchisor to any other party without Guarantors' prior approval.
- C. No Guarantor may assign any of its (or his or her) rights or obligations under this Guaranty.
- D. The delay or failure of Franchisor to exercise any right or remedy pursuant to this Guaranty will not operate as a waiver of the right or remedy. All rights and



remedies under this Guaranty are cumulative and the exercise of one right or remedy will not limit the exercise of any other right or remedy.

- E. This Guaranty may be amended, modified or revised only in writing signed by Franchisor and Guarantors.
- F. This Guaranty, all relations between the parties and, any and all disputes between any Guarantor and Franchisor, whether such disputes sound in law, equity or otherwise, are to be exclusively construed in accordance with and/or governed by (as applicable) the laws of the State of New York without recourse to New York (or any other) choice of law or conflicts of law principles. If, however, any provision of this Guaranty is not enforceable under the laws of New York, and the provision would be enforceable under the laws of the state in which the greatest number of Restaurants (as defined in the Relationship Agreement) are located, then that provision (and only that provision) will be interpreted and construed under the laws of that state. This Section III(F) is not intended to invoke, and shall not be deemed to invoke, the application of any franchise, business opportunity or similar law of the State of New York which would not otherwise apply by its terms jurisdictionally or otherwise but for the within designation of governing law. The parties agree to submit to the exclusive jurisdiction of the courts of California.
- G. The obligations of Guarantors under this Guaranty shall be joint and several and shall survive the expiration or termination of the Franchise Agreement(s) and/or this Guaranty.
- H. Each Guarantor represents to Franchisor that:
  - 1. it (or he or she) has reviewed this Guaranty with the assistance of independent legal counsel and understands and accepts the terms and conditions of this Guaranty and the nature and extent of its (or his or her) obligations under this Guaranty; and
  - 2. it (or he or she) has relied upon its (or his or her) own investigations and judgment in entering this Guaranty and has not relied upon any inducements, representations or warranties other than as stated in the Franchise Agreements.

*[Signature Page Follows]*

**GUARANTORS:**

[•]

By: \_\_\_\_\_

Name:

Title:

## EXHIBIT B

### LETTER OF CREDIT PROVISIONS

With respect to the fiscal quarter during which this Agreement is executed and for each fiscal quarter thereafter, Obligors shall submit unaudited consolidated financial statements of Franchisee (including a Balance Sheet, Income Statement, Statement of Cash Flows and Statement of Retained Earnings) to Franchisor on a quarterly basis, no later than forty-five (45) days following the end of each such fiscal quarter, together with a statement of Rent Adjusted Leverage Ratio and Fixed Charge Coverage Ratio for such period as set forth below. Such quarterly financial statements shall be prepared in accordance with U.S. GAAP and present activity for the preceding thirteen (13) accounting periods. Obligors shall also submit consolidated financial statements of Franchisee to Franchisor on an annual basis, beginning with consolidated financial statements for the fiscal year during which this Agreement is executed, that have been reviewed by an independent accounting firm within ninety (90) days after the end of each fiscal year (as required pursuant to the terms of and as more fully set forth in the Franchise Agreements).

Based on the financial statements submitted hereunder, Franchisor shall have the right to adjust the required Letter of Credit amount based on the then-current NAFA and Royalty payments and the Rent Adjusted Leverage Ratio and Fixed Charge Coverage Ratio as set forth below, provided that, in the event any such annual or quarterly financial statements are not delivered in a timely manner as required hereunder, the required Letter of Credit amount shall be the maximum provided for in this Exhibit B.

The required Letter of Credit amount shall be determined as follows:

<b>Rent Adjusted Leverage Ratio</b>	<b>Required Letter of Credit Amount</b>
≤5.25	6 months royalties and NAFA
>5.25, ≤6.00	9 months royalties and NAFA
>6.00	12 months royalties and NAFA

<b>Fixed Charge Coverage Ratio</b>	<b>Required Letter of Credit Amount</b>
≥1.25	6 months royalties and NAFA
<1.25, ≥1.10	9 months royalties and NAFA
<1.10	12 months royalties and NAFA

The required Letter of Credit amount shall be the highest set forth above. Thus, if for a particular quarter the submitted financial statements demonstrate a Rent Adjusted Leverage Ratio of 5.5, but a Fixed Charge Coverage Ratio of 1.05, then the required Letter of Credit Amount shall be 12 months royalties and NAFA.

Notwithstanding any of the foregoing: (A) in the event that any Obligor acquires any additional restaurant(s) at any time, no later than forty-five (45) days following the end of the fiscal quarter in which such acquisition(s) occurred, Obligors shall submit pro forma unaudited consolidated financial statements of Franchisee for such fiscal quarter (including a pro forma Balance Sheet, Income Statement, Statement of Cash Flows and Statement of Retained Earnings) to Franchisor consolidating such additional restaurant(s), and based on such pro forma quarterly financial statements, Franchisor shall have the right to adjust the required Letter of Credit amount based on the then-current NAFA and Royalty payments and the Rent Adjusted Leverage Ratio and Fixed Charge Coverage Ratio as set forth above (based on such consolidated financial statements), (B) in the event any annual or quarterly financial statements are not delivered in a timely manner as required hereunder the required Letter of Credit amount shall immediately become the maximum provided for in this Exhibit B and (C) if at any time Franchisee fails to make a timely payment to Franchisor of any monetary obligations owed under any Franchise Agreement after the expiration of any grace period provided for therein, then (1) after the first such late or missed payment the Letter of Credit Amount shall be the greater of (i) 9 months royalties and NAFA or (ii) the then-required Letter of Credit Amount, and (2) after the second such late or missed payment, the Letter of Credit Amount shall be 12 months royalties and NAFA.

Franchisor will use the following formulas to calculate Rent Adjusted Leverage (**RAL**) and Fixed Charge Coverage (**FCCR**):

- **RAL:** All outstanding debt (inclusive of both senior and subordinated loans, drawn balances on credit lines, seller notes, capitalized leases) + 8x Annualized Rent Expense – Excess Cash, *divided by* Annualized Earnings before Interest, Taxes, Depreciation, Amortization and Rent.
- Clarification of RAL Terms:
  - The term “Annualized” means EBITDAR (and any other applicable term) is projected for partial year performance for any Restaurants that were either (i) closed for reasons approved and permitted by Franchisor or (ii) had an initial opening at any point during the applicable accounting period.
  - The term “Excess Cash” means, with respect to any accounting period, an amount equal to the Cash Amount *minus* Current Liabilities *minus* the product of \$30,000 *multiplied by* the number of Restaurants owned by Franchisee at the end of such accounting period.
  - The term “Cash Amount” means, with respect to any accounting period, an amount equal to the actual cash on the balance sheet of Franchisee at the end of such period.
  - The term “Current Liabilities” means, with respect to any accounting period, an amount equal to current liabilities *minus* any debt-related balances classified within current liabilities on the balance sheet of Franchisee at the end of such accounting period.

- Franchisor will permit management fees to be added back to EBITDA up to the lesser amount of (i) \$2,000,000 or (ii) two percent (2%) of EBITDA, but only if the Cash Amount for the applicable period exceeded the product of \$30,000 *multiplied by* the number of Restaurants owned by Franchisee at the end of such accounting period.
- After giving effect to the limited management fee add-back directly above (as applicable), Franchisor will permit LTM earnings to be calculated on a pre-distribution basis, but (i) only up to a cap of twenty five percent (25%) of EBITDA and (ii) only if the Cash Amount for the applicable period exceeded the product of \$30,000 *multiplied by* the number of Restaurants owned by Franchisee at the end of such accounting period.
- Notwithstanding the twenty five percent (25%) EBITDA cap directly above, Franchisee may request in writing Franchisor's prior written consent to permit LTM earnings to be calculated on a pre-distribution basis for distributions in excess of such cap. In addition to any other information that Franchisor reasonably requests, such notice shall contain all relevant financial information and other supporting documentation applicable to such request to permit the validation of the RAL and FCCR calculations. If each of the following conditions in clauses (i) through (iv) is satisfied, Franchisor agrees that it shall provide its prior written consent within thirty (30) days of each such condition being satisfied:
  - (i) if either (a) (1) FCCR is equal to or greater than 1.25 on a post-distribution basis and (2) the Cash Amount for the applicable period exceeded the product of \$30,000 *multiplied by* the number of Restaurants owned by Franchisee at the end of the applicable period (provided that any distributions in excess of the amount that causes FCCR to equal 1.25 will be charged against EBITDA) or (b) (1) RAL is equal to or less than 5.25 on a pre-distribution basis, (2) FCCR is equal to or greater than 1.10 on a post-distribution basis and (3) the Cash Amount for the applicable period exceeded the product of \$30,000 *multiplied by* the number of Restaurants owned by Franchisee at the end of the applicable period;
  - (ii) Franchisee has provided all applicable financial information and other supporting documentation to Franchisor, which information shall include, but not be limited to, (1) quarterly financial statements for the most recent quarter and (2) a financial forecast for the current quarter in which Franchisee is making such request;
  - (iii) Franchisee's financial reporting of RAL and FCCR is in compliance with the Agreement; and
  - (iv) Neither Franchisee nor any Obligor is in breach or default of the Agreement, any Franchise Agreement or any other agreement to

which Franchisor (or its affiliate) is a party relating to Franchisee or any Restaurants.

- Franchisee may use any of the add-backs to EBITDA for any of the non-operating expenses set forth on Exhibit B-1. In addition to any other information that Franchisor reasonably requests, Franchisee shall provide all relevant financial information and other supporting documentation with respect thereto.
- **FCCR:** Annualized Earnings before Interest, Taxes, Depreciation, Amortization and Rent, *divided by* Annualized Interest + Scheduled Debt Amortization + Assumed Principal Payments on Revolving Balances and Lines of Credit + Annualized Rent Expense.
- Clarification of FCCR Terms:
  - The term “Annualized” means EBITDAR (and any other applicable term) is projected for partial year performance for any Restaurants that were either (i) closed for reasons approved and permitted by Franchisor or (ii) had an initial opening at any point during the applicable accounting period.
  - The term “Scheduled Debt Amortization” means, for any period, the greater of (i) the actual principal amount of indebtedness for borrowed money that becomes due and payable during such period (exclusive of any such principal amount that becomes due and payable upon maturity (whether accelerated or otherwise) as part of a “bullet” payment obligation on indebtedness that is not fully amortizing) and (ii) the principal amount of indebtedness for borrowed money that would become due and payable during such period if such indebtedness was a term loan of equal initial principal amount and interest rate that fully amortizes over twelve (12) years.
  - The term “Cash Amount” means, with respect to any accounting period, an amount equal to the actual cash on the balance sheet of Franchisee at the end of such period.
  - Franchisor will permit management fees to be added back to EBITDA up to the lesser amount of (i) \$2,000,000 or (ii) two percent (2%) of EBITDA, but only if the Cash Amount for the applicable period exceeded the product of \$30,000 *multiplied by* the number of Restaurants owned by Franchisee at the end of such period.
  - Franchisee may use any of the add-backs to EBITDA for any of the non-operating expenses set forth on Exhibit B-1. In addition to any other information that Franchisor reasonably requests, Franchisee shall provide all relevant financial information and other supporting documentation with respect thereto.

**EXHIBIT B-1**

**EBITDA AND PRO FORMA ADJUSTMENTS**

The schedule below provides the categories of add-backs and adjustments to EBITDA that are permitted by Franchisor under Exhibit B. Additional information around Taco Bell EBITDA and Pro Forma Adjustments can be found within this Agreement as well as on MyTacoBell.

<b>EBITDA</b>
+ Management Fees
+ Distributions
<b>Pro Forma Adjustments</b>
+ New Restaurant Openings
+ Downtime Related to Asset Actions
+ Adjustments for Cost Saving and Operational Initiatives
+ Transaction Costs
+ Nonrecurring Financing Activity Costs
+ Non-Cash and/or Non-Recurring Expense and Income
+ Liability, Casualty, or Business Interruption Expenses
+ Charitable Contributions
+ Other Non-Ordinary Course Events
<b>Adjusted EBITDA</b>

## EXHIBIT C

### TACO BELL PURCHASE OPTION

If Taco Bell Franchisor, LLC, a Delaware limited liability company (“**Taco Bell**”) or its designee exercises its Option to purchase for cash (A) all of the outstanding equity interests in Franchisee from Holdings (or any of its direct or indirect subsidiaries), or (B) the Taco Bell restaurants from Franchisee (or any of its direct or indirect subsidiaries) (any such entity or entities, the “**Seller**”) under Section II(L) of this Relationship Agreement, “**Fair Market Value**” shall mean the gross fair market value of the equity interests or restaurant(s), as applicable, to be purchased by Taco Bell or its designee (the “**Sale Assets**”), determined as follows:

The gross fair market value of the Sale Assets means the cash price that a willing buyer would pay to a willing seller when neither is acting under compulsion and when both have reasonable knowledge of the relevant facts. The parties shall use commercially reasonable efforts to mutually agree upon the gross fair market value of the Sale Assets. If the parties are unable to so agree within seven (7) business days after the date Taco Bell or its designee delivers written notice exercising its right to purchase the Sale Assets under Section II(L) of the Relationship Agreement, each party shall appoint an appraiser with at least five (5) years prior experience in the appraisal and valuation of quick service restaurants (each, an “**Appraiser**”) within the following seven (7) business days. If either party fails to appoint an Appraiser as set forth above, any Appraiser duly appointed shall serve as the sole Appraiser, and his or her determination of the gross fair market value of the Sale Assets shall be final and binding. The Seller (and its affiliates) shall reasonably cooperate with Taco Bell or its designee and any Appraiser in any review to determine the gross fair market value of the Sale Assets by providing full access to books and records and the full cooperation of its management.

The Appraiser(s) appointed pursuant to the foregoing paragraph shall determine the gross fair market value of the Sale Assets taking into account any liabilities associated with the Sale Assets and recent comparable sales of Taco Bell restaurants between unaffiliated parties (and excluding any transactions in which Taco Bell, its designee or its affiliate acted as either buyer or seller), and shall deliver to each of the parties its written report as to such fair market value within fourteen (14) days. If the higher opinion of value expressed by one Appraiser is not more than one hundred five percent (105%) of the other, the two valuations shall be added together and divided by two, and the resulting quotient shall be the Fair Market Value. If the higher opinion of value expressed by one Appraiser is more than one hundred five percent (105%) of the other, the Appraisers themselves shall appoint a third Appraiser. Within 14 days following its appointment, the third appointed Appraiser shall determine the fair market value of the Sale Assets in the manner described above, and shall deliver to each of the parties its written report as to such fair market value. If the fair market value of the Sale Assets as determined by such third appointed Appraiser is within five percent (5%) of the average of the valuations determined by the two Appraisers selected by the parties, the Fair Market Value of the Sale Assets shall be determined by calculating the average of all three values; otherwise, the Fair Market Value of the Sale Assets shall be determined by calculating the average of the two numerically closest values determined by the Appraisers.



Any valuation determined pursuant to this Exhibit C shall be final and binding upon the parties for all purposes of Section II(L) of the Relationship Agreement; provided, however, that upon receiving such valuation and the written reports underlying such determination, Taco Bell or its designee shall have the right to withdraw its exercise of its purchase rights under Section II(L) of the Relationship Agreement and not purchase the Sale Assets (it being understood that any such withdrawal shall have no effect on Taco Bell's or its designee's rights under any agreement between the parties, including, without limitation, Taco Bell's or its designee's rights under any agreement between the parties, including, without limitation, Taco Bell's right to terminate Franchise Agreements under Section II(K) of the Relationship Agreement or otherwise).

The Seller shall pay for the services of any and all Appraisers selected by the parties pursuant to this Exhibit C.

**SCHEDULE 1**

**ORGANIZATIONAL CHART**

[See attached.]

**SCHEDULE 2**

**LIST OF FRANCHISEE'S DIRECT & INDIRECT SHAREHOLDERS & OWNERSHIP INTERESTS**

[See attached.]

**SCHEDULE 3**

**NOTICE ADDRESSES**

Pursuant to Section IV(A) of this Relationship Agreement, any notice or other communication required or permitted under this Agreement shall be in writing addressed to the addressee at the address set forth herein (or such other address as is specified in writing by the addressee)

If to Taco Bell, addressed as follows:

Taco Bell Franchisor, LLC  
1 Glen Bell Way  
Irvine, CA 92618  
Attention: General Counsel  
Email: Julie.Davis@yum.com

with a copy to (which shall not constitute notice):

Mayer Brown LLP  
71 South Wacker Drive  
Chicago, IL 60606  
Attention: Brian T. May  
Email: BMay@mayerbrown.com

If to the Obligors, addressed as follows:

[•]

with a copy to:

[•]

# **EXHIBIT L**

## **DEVELOPMENT SERVICES AGREEMENT**

## DEVELOPMENT SERVICES AGREEMENT

This Development Services Agreement (the "Agreement") is made as of \_\_\_\_\_, between \_\_\_\_\_ ("Client"), and Yum Restaurant Services Group, LLC, a Delaware limited liability company ("YRSG").

The project (the "Project") is a [TACO BELL restaurant (the "Restaurant")] [multibrand restaurant (the "Restaurant") comprising BRANDS] (individually a "Brand" and, collectively, the "Brands").

Each such Brand is owned by Yum! Brands, Inc. ("Yum"), a North Carolina corporation and affiliate of YRSG.

This is a contract for:

- Real Estate Services and Construction Services.** The trade area is \_\_\_\_\_ (Site \_\_\_\_\_/Entity \_\_\_\_\_) (the "Trade Area"). **\$35,000**, plus the cost of the ADA Inspection described in section 6.12.
- Real Estate Services only.** The trade area is \_\_\_\_\_ (the "Trade Area"). **\$10,000**.
- Construction Services only.** The Project address is: \_\_\_\_\_. **\$25,000**, plus the cost of the ADA Inspection described in section 6.12.
- Additional Services** – See Attached Exhibit. \_\_\_\_\_. \$ \_\_\_\_\_

### ARTICLE 1 GENERAL PROVISIONS

YRSG shall furnish certain real estate development and/or construction administration services (as indicated above) in furtherance of the Project. Client shall pay YRSG for such services in accordance with the terms of this Agreement and shall promote cooperation among the persons or consultants employed by Client for the Project, as further described herein. Client acknowledges that in estimating the scope of work and costs in performing construction services YRSG may encounter unanticipated or unknown conditions that may substantially impact the required scope of work and associated costs, and Client agrees that it is solely responsible for any additional required work or increased costs in such event.

### ARTICLE 2 REAL ESTATE SERVICES

If this Agreement is for Construction Services only, this Article 2 is inapplicable and YRSG assumes no duties, obligations or liabilities pursuant to this Article.

- 2.1 Real Estate Services by YRSG.** YRSG shall perform the Services described in this Article 2 (collectively, the "Real Estate Services") if this Agreement is for Real Estate Services. YRSG does not provide legal services or advice. All legal aspects of Real Estate Services, including legal compliance and all contractual and other document review, are Client's sole responsibility.
- a) conduct a Trade Area analysis for the Restaurant within the Trade Area considering, among other things, competitor performance, demographics, generators and traffic analysis;
  - b) identify and evaluate potential sites for the Restaurant within the Trade Area considering, among other things, comparable transactions, market values, access and visibility;
  - c) select a site for the Restaurant within the Trade Area with the approval of Client and assist the Franchise Development Leader with registering the site per Brand standards;

- d) prepare a site submittal package as required by each applicable Brand; and
- e) assist with the applicable Brand approval process(es).

**2.2** In connection with the provision of **Real Estate Services**, Client agrees as follows:

- a) Client shall furnish YRSG with a list of sites Client has examined in the Trade Area along with a list of any real estate brokers used by Client in such examination, designating which real estate brokers have been consulted on which sites;
- b) If YRSG has used a real estate broker to find a site, Client will support such broker in obtaining a commission from the seller or landlord, as the case may be;
- c) For a period of three (3) years after the execution of this Agreement, Client shall not develop or operate a Yum restaurant on any site presented to Client by YRSG pursuant to this Agreement, except pursuant to the terms of this Agreement or otherwise with the consent of YRSG. A "Yum restaurant" includes any KFC, Pizza Hut, and/or Taco Bell restaurants and any other brand of restaurant then-owned or licensed by Yum! Brands, Inc., YRSG or their affiliates; and
- d) The selection and approval of a site by YRSG or any Brand and/or any affiliate of YRSG, and its acceptance by Client, shall not be construed or implied to be any representation that such site shall generate any specified level of sales or otherwise be profitable for Client. Client accepts all risks connected with the development and operation of the Restaurant at such site.

### **ARTICLE 3 CONSTRUCTION SERVICES**

If this Agreement is for Real Estate Services only, this Article 3, with the exception of Section 3.2 which will be provided as part of the Real Estate Services, is inapplicable and YRSG assumes no duties, obligations or liabilities pursuant to this Article, other than the Services provided as part of the Construction Feasibility Phase described in Section 3.2.

**3.1 Construction Services.** YRSG shall perform the services described in this Article 3 (collectively, the "Construction Services") if this Agreement includes Construction Services. In performing these services, YRSG shall promote cooperation among the Architect (as defined below), the General Contractor (as defined below) and the Client. YRSG does not provide legal services or advice. All legal aspects of such services, including legal compliance and all contractual and other document review, are Client's sole responsibility. All consultants, vendors, suppliers and service providers are subject to YRSG's reasonable approval.

**3.2 Construction Feasibility Phase.** YRSG shall perform the following Services as part of the Construction Feasibility Phase (if Feasibility Phase is declined by Client, the following services will not be performed):

- a) coordinate with Client's consultants to complete a feasibility summary including a construction and zoning analysis and preliminary on-site investigation of the Project site;
- b) coordinate with Client's consultant to develop a site sketch and assist to obtain Brand approval of same;
- c) Taco Bell's A&D Brand Designer will recommend a building type and equipment package for the Project to Client;
- d) Upon Client's consultant completing a feasibility and on-site investigation, develop the Project budget (building, site, equipment, design and construction costs, and miscellaneous fees); and
- e) develop the Project schedule.

**3.3 Design Phase.** YRSG shall perform the following Services as part of the Design Phase:

- a) coordinate with Client’s Main Consultant (except when identified by another title, “Main Consultant” shall refer to Client’s consultant for the specific Phase) to order geo-technical and environmental soils testing and Client’s consultant’s review of same (with all test costs to be paid by Client when due);
- b) coordinate with Client’s Main Consultant to order the completion of an ALTA survey of the property and Client’s consultant’s review of same (with all survey costs to be paid by Client when due);
- c) manage the Project architect retained by Client (the “Architect”), engineer retained by Client, and Main Consultant and other consultants retained by Client in the preparation of all applicable plans and specifications for the permitting and construction (all design and consulting fees and related costs to be paid by Client when due); and
- d) in connection with the Architect, prepare and monitor the Project schedule for completion of design activities.

**3.4 Permit Phase.** YRSG shall perform the following Services as part of the Permit Phase:

- a) coordinate with Client’s Main Consultant to complete utility company plan submittals (with all utility company fees and deposits to be paid by Client when due);
- b) coordinate with Client’s Main Consultant to submit all applicable permit applications (with all permit fees and deposits to be paid by Client when due);
- c) coordinate with Client’s Main Consultant to arrange for and manage representation at municipal/public hearings relating to the Project;
- d) coordinate with Client’s Main Consultant to manage other consultant activities such as traffic engineers, attorneys and permit expeditors (with all fees and costs to be paid by Client when due); and
- e) coordinate with Client’s Main Consultant to prepare and monitor the Project schedule for completion of permit activities. YRSG will maintain an overall project schedule which will include consultant schedule for permitting.

**3.5 Construction Management Phase.** YRSG shall perform the following Services as part of the Construction Management Phase:

- a) recommend general contractors to bid on the Project;
- b) coordinate with Client’s Main Consultant to prepare bid packages and issue an invitation to bid;
- c) coordinate with Client’s Main Consultant to conduct one (1) pre-bid meeting and respond to questions by bidders;
- d) prepare bid spreadsheet and analyze the bids with the Client;
- e) make recommendation to Client regarding the successful bidder;
- f) secure a construction contract for execution by Client and the selected contractor (the “General Contractor”), with the reasonable approval of Client and Client’s attorney;
- g) coordinate with Client’s Main Consultant to conduct one (1) pre-construction meeting with Client and the General Contractor. This meeting may be a (Teams or Zoom) virtual meeting or in-person on-site at YRSG Construction Manager’s discretion;



- h) coordinate with Client's Main Consultant to communicate the construction start date to utility companies, applicable government agencies, and the equipment distributor;
- i) monitor progress against the Project schedule, and provide Client with reports of Project progress against the schedule;
- j) conduct up to five (5) meetings (meetings may be a (Teams or Zoom) virtual meeting or in-person on-site at YRSG Construction Manager's discretion) of on-site progress of the Project, in connection with the Architect;
- k) on site monitoring cameras may also be used by YRSG to assist in monitoring onsite activities. The cost of such cameras is excluded from this Agreement;
- l) in connection with the Architect, review change order requests and payment requests from the General Contractor and make recommendations to Client regarding approval of same;
- m) coordinate, with the General Contractor and Restaurant Supply Chain Solutions, LLC, delivery and installation of all equipment required for the Project;
- n) in connection with the Architect, conduct one (1) inspection for substantial completion (RTO), including review of associated punchlist items; and
- o) assist in the "close out" of the Project.

**ARTICLE 4  
ADDITIONAL SERVICES**

**4.1** YRSG may furnish certain additional services, not identified in Articles 2 or 3, at its discretion (the "Additional Services") as requested by Client. The method and amount of compensation shall be based upon an hourly fee of ninety dollars (\$90), or the then applicable standard hourly rate for YRSG services and personnel, or any combination thereof, which shall be agreed to in writing by the parties prior to the commencement by YRSG of the Additional Services.

Additional on-site visits (beyond those identified in Section 3.5), due to circumstances beyond YRSG's control, necessary to complete the Project will be invoiced to Client in the amount of \$1,600 per day on site, provided YRSG is given two weeks' notice to arrange travel to the site.

Necessary on site visits (beyond those identified in Section 3.5), due to circumstances beyond YRSG's control, with less than two weeks' notice will be invoiced to Client in the amount of \$2,000 per day on site.

**4.2** If the Project is delayed through no fault of YRSG or if there is a change in a Project which requires an increase in YRSG's personnel committed to the Project or otherwise increases YRSG's costs, then YRSG shall be entitled to an extension of time and/or an increase in its fees, which shall be described in a request that sets forth the basis therefor and includes supporting documentation, to the extent reasonably necessary. Any modifications to the schedule or fees arising from any such request or otherwise shall be reasonably agreed upon between the parties.

**4.3** If the parties cannot reach an agreement as to the amount to be paid for such Additional Services or increase in scope, either party may terminate this Agreement with ten (10) business days' notice. In the event of said termination, YRSG will be entitled to fees, compensation and reimbursement for any work previously performed and for its costs of winding down, said amount to be determined by YRSG pursuant to YRSG's then-prevailing standard hourly rates or, if YRSG does not believe such amount to be sufficient in light of the work actually performed, by YRSG in its reasonable discretion.

**ARTICLE 5  
USE OF YRSG DEVELOPMENT  
PROCESSES AND STANDARDS**

- 5.1** Client acknowledges that it is engaging YRSG to utilize YRSG’s development and/or construction processes and standards. Client agrees to comply and abide by such processes and standards.
- 5.2** Client acknowledges and agrees that YRSG will use its business discretion for the benefit of Client. Client expressly authorizes YRSG to approve and/or execute on behalf of Client, as Client’s agent, any contract, change order or single expenditure up to \$25,001 without obtaining the express consent of Client. Client shall be obligated and liable with respect to any such contract, or change order and/or expenditure approved or executed by YRSG on Client’s behalf pursuant to this Section 5.2.
- 5.3** Client acknowledges and agrees that YRSG will not provide legal services or advice, that YRSG has urged Client to retain counsel at Client’s own choosing and expense, and that Client is solely responsible for all legal aspects of any service provided to Client by YRSG pursuant to this Agreement.

**ARTICLE 6  
CLIENT’S RESPONSIBILITIES**

In addition to Client’s other obligations described elsewhere in this Agreement, Client shall be responsible for those items set forth in this Article 6 (to the extent applicable to the services being performed by YRSG hereunder).

- 6.1** Client shall provide complete and accurate information in a timely manner regarding the requirements of the Project, including a detailed program which sets forth Client's objectives, constraints and criteria, including space requirements and relationships, flexibility and expandability requirements, special equipment and systems, and site requirements.
- 6.2** Client shall be solely responsible for negotiating and preparing a lease or purchase agreement for the site, as well as preparing all necessary easements, memorandum of lease, and other documents necessary for closing the transaction after all permits are obtained, including recording necessary documents and obtaining title insurance.
- 6.3** If YRSG determines in its reasonable discretion that it is necessary or advisable to obtain the services of additional architects, space planners, engineers, contractors, interior decorators, attorneys and/or other experts and consultants (“Additional Service Providers”), YRSG shall assist in the selection of such Additional Service Providers. Once an Additional Service Provider has been selected, Client shall directly engage and pay such Additional Service Provider, and YRSG shall have no obligation to engage or pay any Additional Service Provider. Notwithstanding the foregoing, YRSG may, on behalf of Client and at Client’s expense, and without making a request to Client order or otherwise procure such services, information, surveys or reports as YRSG, in its sole discretion, determines reasonably necessary for completion of the Project. YRSG shall not be responsible for the service, actions, errors, omissions, negligence or misconduct of any Additional Service Provider or others participating in the Project other than YRSG.
- 6.4** Client shall take all steps necessary to qualify for any franchise agreement and other authorization and approvals required to operate the Yum restaurant, including training, providing documents and information and making required payments.
- 6.5** If YRSG is providing Construction pursuant to Article 3 above, as part of the **Construction Feasibility Phase** described in Section 3.2, Client agrees to pay for all aerial photograph fees, consulting fees and other costs within seven (7) days of a request by YRSG.
- 6.6** If YRSG is providing Construction Services pursuant to Article 3 above, at the conclusion of the **Construction Feasibility Phase** described in Section 3.2, Client shall decide upon a building type and equipment package. Client shall also provide YRSG with approval of the Project budget and schedule.

**6.7** If YRSG is providing Construction Services pursuant to Article 3 above, as part of the **Design Phase** described in Section 3.3, Client shall perform the following within seven (7) days of request by YRSG:

- a) Client shall retain a geo-technical, environmental and/or soils investigation firm to perform soils testing and investigative services as required for the Project. Such services may include but are not limited to test borings, test pits, determinations of soil bearing values, percolation tests, evaluations of hazardous materials, and ground corrosion and resistivity tests, including necessary operations for anticipating subsoil conditions, with reports and appropriate professional recommendations. YRSG and Client shall evaluate such tests, and Client, with input from YRSG, shall decide what remedial measures to take, if any; provided that YRSG may, on behalf of Client, take or cause to be taken customary actions in the normal course;
- b) retain the Architect and any additional engineers and other design consultants as required for the Project;
- c) retain a surveyor to furnish metes and bounds surveys describing physical characteristics, legal limitations and utility locations for the site of the Project, and a written legal description of the site. The surveys and legal information shall include, as applicable, grades and lines of streets, alleys, pavements and adjoining property and structures; adjacent drainage; rights-of-way, restrictions, easements, encroachments, zoning, deed restrictions, boundaries and contours of the site; locations, dimensions and necessary data pertaining to existing buildings, other improvements and trees; and information concerning available utility services and lines, both public and private, above and below grade including inverts and depths. All the information on the survey shall be referenced to a Project benchmark. YRSG, Client's Main Consultant and Client shall evaluate such information, and Client, with input from YRSG, shall decide what remedial measures to take, if any; provided that YRSG may (but is not required to), on behalf of Client, take or cause to be taken customary actions in the normal course;
- d) furnish a title commitment and be solely responsible for reviewing the commitment and objecting to title matters; and
- e) furnish structural, mechanical, chemical, air and water pollution tests, tests for hazardous materials, and other laboratory and environmental tests, inspections and reports required by applicable Federal, state or local laws, statutes, ordinances, rules, codes and/or regulations ("Laws"). YRSG and Client shall evaluate such tests, and Client, with input from YRSG shall decide what remedial measures to take, if any; provided that YRSG may (but is not required to), on behalf of Client, take or cause to be taken customary actions in the normal course.

**6.8** All services, information, surveys and reports shall be furnished at Client's expense, and YRSG shall be entitled to rely on the accuracy and completeness thereof. Moreover, YRSG may, on behalf of Client, without making request of Client, and at Client's expense, order or otherwise procure such services, information, surveys or reports as YRSG, in its sole discretion, determines reasonably necessary.

**6.9** Client shall be solely responsible to:

- a) conduct crime surveys and gather other information pertinent to employee and customer security; and
- b) determine the type and level of security measures, including, without limitation, safes, alarms and surveillance systems for the Restaurant.

**6.10** If YRSG is providing Construction Services pursuant to Article 3 above, as part of the **Permit Phase** described in Section 3.4, Client shall perform the following within ten (10) days of a request by YRSG:

- a) through its civil engineer, provide an accurate and complete set of utility company plan submittals;
- b) complete all necessary permit applications necessary to enable the construction of the Project to proceed; and

- c) retain the services of consultants, traffic engineers, attorneys or other expeditors required to achieve permit approvals.

**6.11** As part of the **Construction Management Phase** described in Section 3.5 above, Client shall perform the following within ten (10) days of a request by YRSG:

- a) Client shall enter into a contract with the General Contractor for the construction of the Project. The standard form construction contract provided by YRSG shall be the basis for such contract with the General Contractor. Client shall also enter into purchase orders for the procurement of all equipment and furnishings required for the Project (except to the extent they will be procured by the General Contractor). All construction and procurement costs shall be paid by Client when due;
- b) through its representatives, including the Architect and any other design consultants retained by Client, furnish the required information and services, and render approvals and decisions as expeditiously as necessary for the progress of the work of the General Contractor. All architectural and consulting fees required hereunder shall be furnished at Client's expense; and
- c) retain the services of Additional Service Providers as required for the Project. Any such services required hereunder shall be furnished at Client's expense.

**6.12** Client shall be solely responsible for a post construction Americans with Disabilities Act (“ADA”) inspection of each Project (an “ADA Inspection”). Each ADA Inspection shall determine whether the Project complies with the ADA. The inspection shall be completed by a YRSG authorized consultant and a charge of \$2,250 shall be added to this Agreement to insure the Project complies with ADA requirements. YRSG shall order the inspection and shall use the \$2,250 to pay for the inspection. If the inspection exceeds \$2,250, Client shall be solely responsible to pay any amount exceeding said amount. Should the inspection cost less than \$2,250, any remaining funds shall be returned to Client. The \$2,250 charge shall be waived in those states where the state performs an ADA inspection. If a state charges a fee for an ADA inspection, the Client shall be responsible for the payment of the fee. It shall be the Client’s and the General Contractor’s responsibility to ensure that any non-compliant ADA items are properly and timely corrected.

**6.13** Client shall be solely responsible for complying with the terms and conditions of the lease or purchase agreement for the real property comprising the Project, including without limitation, complying with all schedule and payment obligations.

**6.14** Client shall be solely responsible for complying with the terms and conditions of any and all other agreements Client may have with YRSG and/or Yum, or any entity controlling, controlled by or under common control with YRSG or Yum, including without limitation, any franchise, license or preferred developer agreements, and neither the execution, delivery nor performance of this Agreement shall modify or otherwise affect the rights of YRSG and/or Yum or any entity controlling, controlled by or under common control with YRSG or Yum, or the obligations of Client under such other agreements.

**6.15** Except as otherwise provided, the costs and fees associated with all Additional Service Providers, studies, documents, goods, services and information required in this Article 6, including any permit fees, shall be paid for by Client and shall be paid by Client promptly when due.

## **ARTICLE 7 PAYMENT FOR SERVICES**

The Client shall make payment for the Services performed by YRSG as described in this Article 7.

**7.1** If only Construction Services are elected, Client shall pay YRSG (a) \$25,000 plus the ADA Inspection fee described in section 6.12, upon execution of this Agreement and (b) except as otherwise provided herein, fees for Additional Services (if applicable) within 30 days after the date of YRSG's invoice(s) therefor.

**7.2** If only Real Estate Services are elected, Client shall pay YRSG (a) \$10,000 upon execution of this Agreement and (b) except as otherwise provided herein, fees for Additional Services (if applicable) within 30 days after the date of YRSG's invoice(s) therefor.

**7.3** If both Real Estate Services and Construction Services are elected, Client shall pay YRSG (a) \$35,000 plus the ADA Inspection fee described in section 6.12 upon execution of this Agreement and (b) except as otherwise provided herein, fees for Additional Services, if any, within 30 days after the date of YRSG's invoice(s) therefor.

**7.4** Amounts unpaid 30 days after the invoice (including, without limitation, all fees due hereunder and reimbursement for expenses pursuant to Section 9.10) shall bear interest at the lesser of (a) the highest rate allowed by applicable Law and (b) 1.5% per month.

## **ARTICLE 8 TERMINATION, SUSPENSION OR ABANDONMENT**

**8.1** This Agreement may be terminated by either party upon not less than seven days written notice should the other party fail substantially to perform in accordance with the terms of this Agreement through no fault of the party initiating the termination. Failure of Client to make payments to YRSG when due or to retain consultants and/or Additional Service Providers in accordance with this Agreement shall be considered substantial nonperformance and cause for termination and/or suspension, at YSRG's option.

**8.2** If the Project is suspended by Client for more than 30 consecutive days, YRSG shall be compensated for Services performed prior to notice of such suspension. When the Project is resumed, YRSG's compensation shall be equitably adjusted to provide for expenses incurred in the interruption and resumption of YRSG's Services. If the Project is abandoned by Client for more than 90 consecutive days, then YRSG may, in its discretion, terminate this Agreement by giving written notice.

**8.3** In the event of a suspension and/or termination of Services by YSRG, YRSG shall have no liability to Client for delay or damage caused Client because of such suspension of Services.

**8.4** In the event of termination not the fault of YRSG, YRSG shall be compensated for all Services performed prior to termination.

## **ARTICLE 9 MISCELLANEOUS PROVISIONS**

**9.1** This Agreement shall be governed by the law of the state where the Project is located.

**9.2** This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns. Neither Client nor YRSG shall assign this Agreement without the written consent of the other.

**9.3** This Agreement represents the entire and integrated agreement between Client and YRSG concerning the Project and supersedes all prior negotiations, representations or agreements, either written or oral, with respect thereto. This Agreement may be amended only by written instrument signed by both Client and YRSG. This Agreement may be executed in two or more counterparts, each of which will be deemed an original, but all of which together will constitute one and the same agreement. Any counterpart may be executed by facsimile signature and such facsimile signature shall be deemed an original.

**9.4** YRSG shall indemnify, defend and hold Client harmless from and against any and all liabilities and expenses (including, without limitation, reimbursement of reasonable attorney's fees, expert witness fees and court costs) arising out of any action, suit or proceeding brought against Client by any third party resulting from YRSG's gross negligence or intentional misconduct in YRSG's performance of its obligations under this Agreement.

- 9.5** Client shall defend, indemnify and hold harmless YRSG, its parent, subsidiaries and affiliates, and the employees, directors, shareholders and agents of each (the “YRSG Parties”) from and against all losses, liabilities, costs and expenses (including, without limitation, reasonable attorney’s fees, expert witness fees and court costs) arising out of any claim, action, suit or proceeding brought against any YRSG Party by any third party by reason of or arising out of the Client’s, Architect’s, General Contractor’s or any Additional Service Provider’s acts or omissions, breach of contract, intentional misconduct or fraud in connection with this Agreement, the Project or the services provided by such party. For the avoidance of doubt, and without limiting the foregoing, Client shall defend, indemnify and hold harmless the YRSG Parties from and against all losses, liabilities, costs and expenses (including, without limitation, reasonable attorney’s fees, expert witness fees and court costs) arising out of, and the YRSG Parties shall have no responsibility and shall bear no liability for: (i) the discovery, presence, handling, removal or disposal of or exposure of persons to hazardous materials in any form at the Project site, including but not limited to asbestos, asbestos products, polychlorinated biphenyl (PCB) or other toxic substances, (ii) liens filed or threatened to be filed with respect to the Project, (iii) any claims of the Architect, the General Contractor, any Additional Service Provider, or any other contractor, subcontractor or supplier in connection with the Project, or (iv) any breach or violation of any Law by the Architect, the General Contractor, any Additional Service Provider, or any other contractor, subcontractor or supplier in connection with the Project, including, without limitation, the Americans with Disabilities Act.
- 9.6** This Agreement does not constitute an application for, or a grant of, a franchise or license agreement, a preferred developer agreement or any other franchise, license or development rights with respect to the Project or otherwise. Client is solely responsible to obtain any such agreements or rights directly from the franchisor for the applicable Brand(s).
- 9.7** Nothing contained in this Agreement, express or implied, shall confer unto any person other than the parties hereto or their respective successors and assigns any right, obligation, remedy or benefit hereunder.
- 9.8** The parties acknowledge that the relationship of YRSG to the client is that of an independent contractor and in no event shall this be considered an agreement of employment, franchise or agency. Each party shall be solely responsible for all wages and benefits owed to its respective employees, and the other party shall have no obligation with respect thereto.
- 9.9** Within a reasonable time after final “close out” of the Project, if requested by YRSG, Client shall meet with YRSG and complete a checklist, punchlist or survey making note of any items yet to be completed at that time or, if completed, acknowledging that the Project is complete and that no further work remains outstanding.
- 9.10** In addition to the payment of all fees due hereunder, Client shall reimburse YRSG for any reasonable out-of-pocket expenses incurred by YRSG in connection with each Project; provided that YRSG shall, if possible, notify Client of such out-of-pocket expense prior to incurring such expenses and seek Client’s consent for such expenses.
- 9.11** Notwithstanding anything contained herein to the contrary, YRSG shall not be responsible for the actions, omissions or determinations of any third party hired by Client as a result of YRSG’s recommendation or endorsement.
- 9.12** Client acknowledges and agrees that YRSG’s obligation under this Agreement is to use reasonable efforts to cause each Project to be completed in accordance with plans and specifications, budgets and schedules approved by Client, but that YRSG shall not be deemed to have given any guaranty or warranty that any of the foregoing can be accomplished and shall not be liable for the errors, omissions or breaches of contract or duty by any other party providing goods or services to any Project, including, but not limited to, the Architect, General Contractor or any Additional Service Provider for any Project. YRSG, however, shall notify Client when it reasonably anticipates that a Project cannot be constructed in accordance with the plans and specifications, budgets and schedules approved by Client.
- 9.13** Client acknowledges and agrees that YRSG’s obligation under this Agreement is to use reasonable efforts. YRSG does not guaranty, warrant or represent that the subject property, Project or restaurant will perform in a

particular way or achieve particular results. Client acknowledges that decisions regarding the suitability and projected performance of the subject property, Project and/or restaurant are that of Client and Client alone.

- 9.14** YRSG shall have the right to include representations of the Project, including photographs of the exterior and interior, among YRSG's promotional and professional materials. YRSG's materials shall not include Client's confidential or proprietary information if Client has previously advised YRSG in writing of the specific information considered by Client to be confidential or proprietary. If requested by YRSG, Client shall provide professional credit for YRSG on the construction sign and in the promotional materials for the Project.
- 9.15** This Agreement is by and between the entities identified below. No affiliate, parent or subsidiary of YRSG is intended to be or shall be construed to be a party hereto or to have agreed to undertake any responsibility, obligation or liability in connection herewith.
- 9.16** In the event an ambiguity or question of intent or interpretation arises, this Agreement shall be construed as if drafted jointly by the parties and no presumptions or burden of proof shall arise favoring or disfavoring any party by virtue of the authorship of any of the provisions of this Agreement. Any Law or any legal decision that would require interpretation of any claimed ambiguities in this Agreement against the party that drafted it has no application and is expressly waived.
- 9.17** TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, IN NO EVENT SHALL YRSG BE LIABLE FOR, AND CLIENT HEREBY WAIVES ITS RIGHT TO CLAIM, ANY INDIRECT, SPECIAL, PUNITIVE, EXEMPLARY, INCIDENTAL OR CONSEQUENTIAL DAMAGES (INCLUDING, BUT NOT LIMITED TO, LOSS OF PROFITS OR REVENUE, COST OF CAPITAL OR COST OF SUBSTITUTE FACILITIES OR SERVICES) DIRECTLY OR INDIRECTLY RELATING TO OR ARISING OUT OF OR IN CONNECTION WITH YRSG'S OBLIGATIONS PURSUANT TO THIS AGREEMENT REGARDLESS OF THE FORM OF ACTION, WHETHER IN CONTRACT, TORT (INCLUDING NEGLIGENCE AND PRODUCT LIABILITY), STRICT LIABILITY, BREACH OF WARRANTY OR OTHERWISE WHETHER OR NOT SUCH DAMAGES WERE FORESEEN OR UNFORESEEN. SOME STATES DO NOT ALLOW THE EXCLUSION OR LIMITATION OF INCIDENTAL OR CONSEQUENTIAL DAMAGES, SO THE ABOVE LIMITATIONS OR EXCLUSIONS SHALL NOT APPLY WHERE SPECIFICALLY PROHIBITED BY APPLICABLE LAW.
- 9.18** YRSG'S (AND ITS AFFILIATES) TOTAL AND EXCLUSIVE LIABILITY (WITH THE EXCEPTION OF DEATH OR PERSONAL INJURY CAUSED BY YRSG'S NEGLIGENCE ONLY TO THE EXTENT APPLICABLE LAW PROHIBITS THE LIMITATION OF DAMAGES IN SUCH CIRCUMSTANCES) WITH RESPECT TO ANY AND ALL CLAIMS, REGARDLESS OF THE FORM OF ACTION, WHETHER IN CONTRACT, TORT (INCLUDING PRODUCT LIABILITY), STRICT LIABILITY, BREACH OF WARRANTY OR OTHERWISE (WHETHER OR NOT SUCH DAMAGES WERE FORESEEN OR UNFORESEEN), ARISING OUT OF OR IN CONNECTION WITH THE PERFORMANCE OR NON-PERFORMANCE OF ANY OF YRSG'S OBLIGATIONS UNDER THIS AGREEMENT OR THE USE OF ANY PRODUCTS AND/OR SERVICES PROVIDED PURSUANT TO THIS AGREEMENT SHALL NOT EXCEED, THE LESSER OF (A) CLIENT'S DIRECT DAMAGES AND (B) THE PRICE ALLOCABLE TO THE RELEVANT YRSG SERVICES RECEIVED BY YRSG FROM CLIENT HEREUNDER.
- 9.19** Client and YRSG shall attempt in good faith to resolve any controversy, claim or dispute arising out of or relating to this Agreement promptly by negotiations between representatives of Client and YRSG who have authority to settle the controversy. If such controversy persists in spite of such efforts, the controversy shall be settled by arbitration in the County of Jefferson, Commonwealth of Kentucky. Such arbitration shall be conducted in accordance with the then-prevailing model procedures for mediation or business/commercial disputes of the American Arbitration Association. The decisions and awards rendered by the arbitrator shall be final and conclusive and may be entered in any court having jurisdiction thereof as a basis of judgment and of the issuance of execution for its collection. The parties shall keep confidential the existence of the claim, controversy or disputes from third parties (other than the arbitrator and any other necessary participants in the arbitration), and the determination thereof, unless otherwise required by Law. The parties shall be responsible for paying their equal share of the arbitrator's fee and any and all associated filing or other fees or costs (including, without limitation, any advances related to such fees or costs), however, the loser of any such arbitration shall pay the

prevailing party's reasonable costs and attorneys fees relating to such arbitration. If for any reason this arbitration clause becomes inapplicable, each party hereby irrevocably consents to the jurisdiction of the state and federal courts located in County of Jefferson, Commonwealth of Kentucky and hereby expressly waives any defenses of venue and forum non-conveniens for the courts located in the Commonwealth of Kentucky in any action arising out of or relating to this Agreement, and waive any other venue to which either party might be entitled by domicile or otherwise. EACH OF THE PARTIES IRREVOCABLY AND UNCONDITIONALLY WAIVES, TO THE FULLEST EXTENT PERMITTED BY APPLICABLE LAW, ANY AND ALL RIGHTS TO TRIAL BY JURY IN CONNECTION WITH ANY ACTION, SUIT OR PROCEEDING ARISING OUT OF OR RELATING TO THIS AGREEMENT OR THE TRANSACTIONS CONTEMPLATED HEREBY. The procedures specified in this Section 9.19 shall be the sole and exclusive procedures for the resolution of all controversies, claims or disputes under this Agreement. If any action or other proceeding is brought for the enforcement of this Agreement or because of an alleged dispute, breach, default or misrepresentation in connection with any provision of this Agreement, the successful or prevailing party or parties shall be entitled to recover reasonable attorney's fees and other costs incurred in such action or proceeding in addition to any other relief to which they may be entitled.

- 9.20** YRSG shall not be liable for any delays in performance of its services hereunder for causes beyond its reasonable control, including, but not limited to, acts of war or terrorism, power failures, fire, flood, adverse weather conditions, epidemic, strike, acts of Client or restriction by civil or military authority in their sovereign or contractual capacities. In the event of any such delay, performance shall be extended for so long as such period of delay.
- 9.21** Client shall assume all risks with respect to the loss by casualty of Client's equipment or the Premises and/or Project and shall properly insure against such risks to the full replacement value of the equipment, improvements and/or Project, as applicable. If YSRG is providing Construction Services hereunder, Client shall require the Architect, General Contractor and all Additional Service Providers to provide commercially reasonable insurance coverage, naming YRSG and the YRSG Parties as additional insureds on all such policies. Client shall provide certificates of insurance evidencing such insurance to YRSG upon request.



**CLIENT**

\_\_\_\_\_  
a \_\_\_\_\_

By \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

**YRSG**

Yum Restaurant Services Group, LLC,  
a Delaware limited liability company

By \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_



**EXHIBIT M**

**LETTER AGREEMENT REGARDING FRANCHISOR  
GUARANTY OF FINANCING (QUALIFIED,  
SELECTED APPLICANTS)**

LETTER AGREEMENT

[Bank  
Address  
Address]

[Franchisee  
Address  
Address]

[Brand/Yum  
Address  
Address]

Ladies and Gentlemen:

Reference is made to (a) that certain Guaranty Agreement, dated as of the date hereof (as amended, supplemented or otherwise modified, the “Guaranty”), made by [Yum] (together with its successors, the “Guarantor”), in favor of [Bank] (together with its successors, the “Lender”) for the benefit of [Franchisee] (the “Borrower”); (b) that certain Loan Agreement, dated as of [Date], 2023 (as amended, supplemented or otherwise modified, the “Loan Agreement”), by and between the Lender, the Borrower and [Franchisee Guarantors] (the “Franchisee Guarantors”); (c) the Franchise Agreement(s) (each as amended, supplemented or otherwise modified, a “Franchise Agreement”), executed or to be executed by and between [Brand] and the Borrower for the operation of [Number] [Brand] restaurants (the “Restaurants”). Capitalized terms used herein and not otherwise defined herein shall have the respective meanings ascribed to them in the Guaranty, the Loan Agreement or the Franchise Agreement, as applicable. For purposes of this Letter Agreement, the term “Affiliate” shall mean, with respect to any person or entity, any other person or entity that directly or indirectly controls, is controlled by, or is under common control with, such first person or entity.

1. The Borrower and each Franchisee Guarantor each represent and warrant as to the following:

(a) the Borrower is a [state of formation] [corporation/LLC] duly formed, validly existing and in good standing under the laws of the state of its formation and has full power and authority to execute, deliver and perform this Letter Agreement, the Loan Agreement and any other related document, as applicable. The Borrower is duly qualified to do business and is in good standing as a foreign limited liability company or a foreign

corporation, as applicable, in each jurisdiction in which one or more Restaurants are located. The Borrower is a single purpose entity, the primary purpose of which is to own, operate and develop [Brand] Restaurants;

(b) each of the Borrower and each Franchisee Guarantor has the requisite power and authority to execute, deliver and perform its obligations under this Letter Agreement, the Loan Agreement, the Franchisee Guaranty (as defined below) and any other related document, as applicable. The execution, delivery and performance by the Borrower and each Franchisee Guarantor of this Letter Agreement and all other documents and instruments executed and delivered by the Borrower and each Franchisee Guarantor relating to this Letter Agreement have been duly authorized by all necessary corporate or other similar action. This Letter Agreement and all other documents and instruments executed and delivered by the Borrower and each Franchisee Guarantor relating to this Letter Agreement constitute valid and binding obligations of the Borrower and each Franchisee Guarantor and are enforceable against the Borrower and each Franchisee Guarantor in accordance with their terms, except as enforcement thereof may be limited by the effect of bankruptcy, insolvency, reorganization, fraudulent conveyance, moratorium and other similar laws affecting the rights and remedies of creditors, and the effects of general principles of equity, whether applied by a court of law or equity;

(c) the Borrower is not in default under any debt instrument, supply agreement or other material agreement. Neither the Borrower nor any of its Affiliates is in breach of any term of any franchise, license or other agreements with the Guarantor, its Affiliates or any Yum! Brands Concept nor does there exist any condition or conditions that, with the giving of notice, the passage of time, or both, would result in a default thereunder; and

(d) neither the Borrower nor any Franchisee Guarantor have knowledge of any existing default or breach by the Guarantor, or any Yum! Brands Concept under the terms of any contract to which they are party or any other claim for liability or damages against the Guarantor, or any Yum! Brands Concept.

2. The Borrower and each Franchisee Guarantor, as applicable, covenant to the following:

(a) the sole legal purpose of the Borrower will be to acquire, operate and own [Brand] restaurants. The Borrower will not own interests of any kind in any other business of any kind unless it first obtains the express written consent of the Guarantor;

(b) each Franchisee Guarantor shall execute and deliver, and the Borrower shall cause each Franchisee Guarantor to execute and deliver, to the Guarantor at or prior to [\_\_\_\_\_, 2023], or at any time after [\_\_\_\_\_, 2023] that any person becomes a Franchisee Guarantor, a guaranty substantially in the form of Exhibit A hereto (the “Franchisee Guaranty”), pursuant to which, among other things, each Franchisee Guarantor shall guarantee the obligations of the Borrower hereunder. Whenever this Letter Agreement requires the Borrower to take any action, such requirement shall be deemed to include an

undertaking on the part of each Franchisee Guarantor to cause the Borrower to take such action;

(c) the Borrower shall not, without the prior written consent of the Guarantor, refinance or restructure (including entering into a sale-leaseback arrangement) any portion of the Borrower's debt or equity incurred in connection with the Loan Agreement;

(d) the Borrower shall provide the Guarantor with an annual audited profit and loss statement, an annual statement of cash flows and a consolidated balance sheet within ninety (90) days after the end of each of the Borrower's fiscal years. All financial reporting referred to in this subsection shall be prepared in accordance with United States generally accepted accounting principles consistently applied and shall be certified by the president or principal financial officer of the Borrower;

(e) each Franchisee Guarantor shall provide the Guarantor with annual financial statements of such Franchisee Guarantor within ninety (90) days after the end of each calendar year. All financial statements referred to in this subsection shall be prepared in accordance with United States generally accepted accounting principles consistently applied;

(f) the Borrower shall provide the Guarantor with quarterly business reports in a form reasonably required by the Guarantor, which shall include current loan balance information;

(g) the Borrower shall promptly and faithfully comply with, conform to and obey all present and future laws, ordinances, rules, regulations and all other legal requirements applicable to the Borrower and the Restaurants;

(h) the Borrower shall not dissolve, liquidate or consolidate with or otherwise acquire all or substantially all of the assets or properties of any other entity;

(i) no Franchisee Guarantor may sell, lease, transfer, encumber or otherwise dispose of any of its respective rights or interests in the Borrower without the prior written consent of the Guarantor;

(j) the Borrower shall maintain and keep all of the Borrower's properties and assets in good working order and condition and make all necessary and proper repairs and replacements;

(k) the Borrower shall abide by the terms of the Franchise Agreement, the Loan Agreement, this Letter Agreement and any other related document to which it is a party;

(l) the Borrower shall report immediately to the Guarantor the occurrence of any incident at or concerning the Restaurants or the business conducted there which is, or is likely to become, the subject of publicity through the news media or otherwise. The Borrower and the Franchisee Guarantors hereby acknowledge that the Guarantor alone is authorized to speak or make statements, public or private, on behalf of the [Brand] brand

or the [Brand] system, and the Borrower and the Franchisee Guarantors shall in every instance consult and coordinate with the Guarantor in advance of communicating with the media or of creating publicity for the [Brand] brand or [Brand] system outside the normal course of business; and

(m) the Borrower hereby agrees to provide written notice to the Lender and the Guarantor, within three (3) calendar days of the occurrence of any of the following events; provided, however, that failure by the Borrower to notify the Lender and/or the Guarantor will not affect the Lender's or the Guarantor's obligations under the Loan Agreement or the Guaranty, respectively:

- (i) upon any payment of principal, interest or fees relating to any Loans (as defined in the Guaranty) becoming more than thirty (30) days past due;
- (ii) upon any Payment Default (as defined in the Guaranty);
- (iii) upon notice of Lender taking any actions to enforce the Lender's rights under the Loan Agreement or any collateral or other documents related thereto, including, without limitation, acceleration of any Loan or foreclosure on any collateral securing any Loan;
- (iv) upon any action or proceeding instituted or threatened by or against the Borrower or any Franchisee Guarantor in any federal or state court or by any commission or other regulatory body, whether federal, state or local, or of any proceedings threatened against the Borrower or any Franchisee Guarantor in writing, which, if determined adversely, could reasonably be expected to have a material adverse effect on the business, operations, properties, assets or the condition, financial or otherwise of the Borrower; and
- (v) upon a default, event of default or any condition or conditions that, with the giving of notice, the passage of time, or both, would result in a default or event of default, under the Loan Agreement or any other related document, including but not limited to adverse health department inspections.

In each case such notice will include, in reasonable detail, a description of the event or events that prompted the notice and the action which the Borrower proposes to take with respect thereto.

3. The Lender hereby agrees to provide prompt notice to the Guarantor, in accordance with the notice provisions set forth in Section 9 of the Guaranty, in each of the following instances regardless of whether the Guarantor has previously paid to Lender the Maximum Guaranteed Amount; provided, however, that failure by the Lender to notify the Guarantor will not affect the Guarantor's obligations under the Guaranty:

- (a) upon any payment of principal, interest or fees relating to any Loan becoming more than 30 days past due;

- (b) upon any Payment Default (as defined in the Guaranty); and
- (c) at least ten (10) Business Days prior to taking any actions to enforce the Lender's rights under the Loan Agreement or any collateral or other documents related thereto, including, without limitation, acceleration of any Loan or foreclosure on any collateral securing any Loan.

4. If any payment of principal, interest or fees under the Loan Agreement or any related document has become more than thirty (30) days past due, the Guarantor shall have the right, in its sole discretion and regardless of whether the Guarantor has previously paid to Lender the Maximum Guaranteed Amount, to purchase from the Lender the outstanding obligations owing to the Lender by the Borrower under the Loan Agreement and related documents in accordance with the terms hereof (the "Purchase Option"), for a cash purchase price equal to the sum of the outstanding principal balance of the Loans plus accrued and unpaid interest thereon and fees related thereto at the non-default rate of interest plus all other outstanding obligations other than interest at the default rate (the "Purchase Option Price"). Guarantor shall provide written notice to the Lender of any election to exercise the Purchase Option. Following such notice, the Lender and the Guarantor will negotiate in good faith, and then execute and deliver assignments of the Loans and all related guarantees and collateral documents, in forms appropriate to the laws which govern such documents. Any such assignments by the Lender shall be without recourse to, or warranty by, the Lender, except that the Lender shall warrant to the Guarantor (i) as to the outstanding amounts of principal, interest, fees and other amounts relating to the Loans which are being assigned under the Purchase Option, (ii) that the Lender is the owner of such Loans subject to the Purchase Option and other amounts free and clear of any liens, security interests, encumbrances or any other interests of any third parties, (iii) that the Lender has all necessary power and authority to sell such Loans in connection with the Purchase Option and to enter into the applicable assignments of the Loans and related guarantees and collateral documents and any related documents, and (iv) that the Lender has not modified, exchanged, waived, subordinated or released any security, collateral or other guaranty for the payment of the Guaranteed Obligations without the prior written consent of the Guarantor in accordance with Section 6 hereof. After such assignments of the Loans in connection with the Purchase Option, the assignment of all related guarantees and collateral documents, and the indefeasible payment in full of the Purchase Option Price, the Lender shall not maintain any lien or encumbrance on any collateral securing the Loans.

5. Without limiting the provisions of Section 4 above, the Guarantor shall have the right, in its sole discretion, to purchase from the Lender any payment or payments from time to time owing to the Lender by the Borrower under the Loan Agreement (the "Partial Purchase Option") at any time after such payment has been past due for at least thirty (30) days (the "Partial Purchase Option Trigger"), for a cash purchase price equal to the amount of such payment which is due and unpaid (the "Partial Purchase Option Price"). Unless such purchase of a payment is made following a Notice of Demand given by the Lender to the Guarantor in respect of such payment in accordance with Section 1 of the Guaranty, such purchase by the Guarantor shall not be deemed to be a payment by the Guarantor under the Guaranty and shall not reduce the Guarantor's obligations under the Guaranty. If the Guarantor elects to exercise its Partial Purchase Option under this Section 5, it will give written notice to the Lender of such election and the Guarantor and the Lender will negotiate in good faith, and will execute a form of assignment in



respect of such payment. Any such assignments by the Lender shall be without recourse to, or warranty by, the Lender, except that the Lender shall warrant to the Guarantor (i) as to the type (whether principal, interest, fees or other costs relating to the Loans) of the payments being assigned under the Partial Purchase Option, (ii) that the Lender has a right to receive such payments being assigned under the Partial Purchase Option, and such rights to receive such payments are free and clear of any liens, security interests, encumbrances or any other interests of any third parties, and (iii) that the Lender has all necessary power and authority to assign such payments under the Partial Purchase Option and to enter into the applicable assignments of the payments subject to the Partial Purchase Option. The Borrower and each Franchisee Guarantor shall cooperate in good faith with respect to any such assignments in connection with Partial Purchase Options. The Guarantor's rights against the Borrower in respect of any such assigned payment under a Partial Purchase Option shall be waived and postponed to the rights of the Lender in respect of any amounts payable under the Loan Agreement which are not assigned to the Guarantor to the same extent as is set forth in the proviso to Section 13 of the Guaranty.

6. The Lender shall not modify, exchange, waive, subordinate or release any security, collateral or other guaranty for the payment of any Guaranteed Obligations without the prior written consent of the Guarantor (such consent not to be unreasonably withheld).

7. The Borrower and each Franchisee Guarantor hereby agree jointly and severally to reimburse the Guarantor for any and all payments paid by the Guarantor to the Lender under the Guaranty, including, without limitation, all costs and expenses paid pursuant to Section 10 of the Guaranty; provided that such rights of the Guarantor to such reimbursement shall be subordinate to the rights to payment of the Lender under the Loan Agreement, and postponed until the Lender has been paid in full for all amounts owing to it under the Loan Agreement; provided, however, that such subordination shall not apply to any rights of the Guarantor or any of its Affiliates under any Franchise Agreement, including any rights to payment, fees or other amounts under any such Franchise Agreement. Further, each Franchisee Guarantor acknowledges and agrees that any rights of subrogation it may have with respect to any payments by it to the Lender under the Loan Agreement or any other related document, shall be subordinate to the rights to payment of the Lender and to the rights to reimbursement of the Guarantor (as set forth in this Section 7), and shall be postponed until the Lender and the Guarantor have each been paid in full for all amounts owing to each such party under the Loan Agreement, the Guaranty or any other related document.

8. The Borrower and each Franchisee Guarantor shall, jointly and severally, indemnify, defend and hold harmless the Guarantor and its respective officers, shareholders, directors, employees and Affiliates from and against any claim, liability, loss, damage, cost or expense (including court costs and reasonable attorneys' fees and expenses) arising from: (i) Borrower's ownership or operation of the Restaurants; (ii) any material misrepresentation, breach of warranty or non-fulfillment of any covenant or agreement on the part of the Borrower or any Franchisee Guarantor under this Letter Agreement or from any material misrepresentation in or omission from any instrument of the Borrower or any Franchisee Guarantor furnished to the Guarantor pursuant to this Letter Agreement; and/or (iii) the enforcement and protection of the rights of the Guarantor under this Letter Agreement, the Guaranty, the Franchise Agreements and any other related document, as applicable; provided that such rights of the Guarantor to any such indemnification and/or reimbursement of costs or expenses shall be subordinate to the rights to

payment of the Lender under the Loan Agreement, and postponed until the Lender has been paid in full for all amounts owing to it under the Loan Agreement; provided, however, that such subordination shall not apply to any rights of the Guarantor or any of its Affiliates under any Franchise Agreement, including any rights to payment, fees or other amounts under any such Franchise Agreement.

9. The Lender, the Borrower and each Franchisee Guarantor each acknowledge and agree that, in accordance with the Guarantor's long-standing policy, the Guarantor will not permit the encumbrance of any direct or indirect beneficial or legal ownership interest in (i) the Borrower (except for the ownership interest of any Franchisee Guarantor), (ii) the Franchise Agreement, or (iii) any rights licensed to the Borrower by the Guarantor or any of its Affiliates (including, without limitation, intellectual property rights). Subject to the terms of this Letter Agreement, however, the Guarantor will permit the Lender to cure any monetary defaults by the Borrower under the Franchise Agreement; provided the Lender cures any such monetary defaults within the time provided under the Franchise Agreement and applicable law, if any. Notwithstanding the foregoing, nothing in this Letter Agreement shall be construed to limit, in any way, the Guarantor's rights under the Franchise Agreement, including relating to the transfer or disposition of the Franchise Agreement.

10. The Lender agrees that if, at any time after a default under the Loan Agreement, the Lender elects to transfer any of the owned properties or any lease or sublease related to any Restaurant to a third party for any use other than as a [Brand] restaurant, in addition to the requirements of Section 6 hereof, the Guarantor will have a prior right to acquire the affected properties on the same terms and conditions as those agreed to between the Lender and the third party. If the Lender reaches agreement with a third party regarding transfer, the Lender shall notify the Guarantor in a writing that describes the location of the property, the interest proposed to be transferred, and the terms of the transfer. Within thirty (30) days after receipt of the written notice from the Lender, the Guarantor may elect, in its sole discretion, to acquire the affected properties on the same terms agreed upon between the Lender and the third party.

11. Any breach by Borrower or failure by Borrower to comply with this Letter Agreement shall constitute a default under the Franchise Agreements for all the Restaurants.

12. Any notices and demands under this Letter Agreement shall be in writing and delivered to the intended party by hand-delivery or overnight courier service, mailed by certified or registered mail, or sent by e-mail, as follows:

- (a) if to the Guarantor, in accordance with Section 9 of the Guaranty;
- (b) if to the Lender, in accordance with Section 9 of the Guaranty;
- (c) if to the Borrower, [address, e-mail address]; and
- (d) if to a Franchisee Guarantor, [address, e-mail address];

13. The validity, interpretation and enforcement of this Letter Agreement and any dispute arising hereunder, whether in contract, tort, equity or otherwise, shall be governed by the

internal laws of the State of New York but excluding any principles of conflicts of law or other rule of law that would cause the application of the law of any jurisdiction other than the laws of the State of New York and further excluding any application of the New York Franchise Act if said statute would not by its terms otherwise apply.

14. The parties hereto hereby irrevocably consent and submit to the non-exclusive jurisdiction of the courts of the Supreme Court of the State of New York for the County of New York and the United States District Court for the Southern District of New York, and waive any objection based on venue or forum non conveniens with respect to any action instituted therein arising under this Letter Agreement or any of the other [Loan Documents] or in any way connected with or related or incidental to the dealings of the Guarantor and the Lender in respect of this Letter Agreement or any of the other [Loan Documents] or the transactions related hereto or thereto, in each case whether now existing or hereafter arising and whether in contract, tort, equity or otherwise, and agrees that any dispute with respect to any such matters shall be heard only in the courts described above.

15. Each of the parties hereto hereby waives personal service of any and all process upon it and consents that all such service of process may be made by certified mail (return receipt requested) directed to its address set forth herein and service so made shall be deemed to be completed five (5) days after the same shall have been so deposited in the U.S. mails or by service upon such party in any other manner provided under the rules of any such courts.

16. TO THE EXTENT NOT PROHIBITED BY APPLICABLE LAW, EACH OF THE PARTIES HERETO HEREBY KNOWINGLY, VOLUNTARILY, AND INTENTIONALLY WAIVES ANY RIGHT TO TRIAL BY JURY THAT SUCH PARTY MAY HAVE IN ANY ACTION OR PROCEEDING, IN LAW OR IN EQUITY, IN CONNECTION WITH THIS LETTER AGREEMENT OR ANY GUARANTEED OBLIGATIONS.

17. This Letter Agreement may be executed in any number of counterparts and by different parties on separate counterparts, each of which, when executed and delivered, shall be deemed to be an original, and all of which, when taken together, shall constitute but one and the same Letter Agreement. Delivery of an executed counterpart of this Letter Agreement by an electronic method of transmission shall be equally as effective as delivery of an original executed counterpart of this Letter Agreement. Any party delivering an executed counterpart of this Letter Agreement by an electronic method of transmission also shall deliver an original executed counterpart of this Letter Agreement but the failure to deliver an original executed counterpart shall not affect the validity, enforceability, and binding effect of this Letter Agreement.

18. If one or more provisions of this Letter Agreement shall be held to be invalid, illegal or unenforceable under applicable law, the parties agree that the remainder of this Letter Agreement will remain valid and enforceable to the fullest extent permitted by law, and such term or condition shall be reformed to achieve as nearly as possible the same effect as the original term.

19. Guarantor may not assign this Letter Agreement (including without limitation any of its respective rights or obligations hereunder) without the prior written consent of Lender, such consent not to be unreasonably withheld. Lender may only assign this Letter Agreement subject

to the terms of Section 14 of the Guaranty. Neither the Borrower nor any Franchisee Guarantor may assign this Letter Agreement (including without limitation any of their respective rights or obligations hereunder) without the prior written consent of each of Lender and Guarantor. Any assignment that does not comply with the terms of this Section 19 shall be deemed null and void and of no force or effect. This Letter Agreement shall be binding upon and inure to the benefit of each party hereto and their respective successors and permitted assigns.

20. No waiver by any party of any breach or default under this Letter Agreement or any related agreements shall be deemed a waiver of any subsequent or other breach or default. Except as otherwise provided herein, a party to this Letter Agreement may waive a provision of this Letter Agreement or consent to any departure from the provisions of this Letter Agreement only by written notice to the other parties. Except as expressly provided otherwise herein, this Letter Agreement may not be amended except in writing, signed by all parties hereto, and any attempt at oral modifications of this Letter Agreement shall be void and of no effect.

Please confirm your agreement with the foregoing by executing this Letter Agreement and returning it to us.

Sincerely,

[Brand/Yum],  
as Guarantor

By: \_\_\_\_\_  
Name:  
Title:

Acknowledged and agreed as of the date set forth above:

[BANK],  
as Lender

By: \_\_\_\_\_

Name:

Title:

Acknowledged and agreed as of the date set forth above:

BY: [FRANCHISEE]  
as Borrower

By: \_\_\_\_\_

Name:

Title:

Acknowledged and agreed as of the date set forth above:  
[FRANCHISEE GUARANTORS]

EXHIBIT A

FRANCHISEE GUARANTY

In consideration of Yum! Brands, Inc.'s ("Yum") entering into that certain Guaranty Agreement, dated as of [\_\_\_\_\_], in favor of [\_\_\_\_\_] (the "Borrower") for the benefit of the franchisee (the "Guaranty"), each of the undersigned hereby personally guarantees, jointly and severally, the full payment and performance of the franchisee's obligations to Yum! Brands, Inc., and Taco Bell Franchisor, LLC under that certain Letter Agreement dated as of \_\_\_\_\_, between Yum, Borrower, and franchisee (the "Letter Agreement"), and individually undertakes to be bound by all the terms of the Letter Agreement, which provisions are hereby approved. This Guaranty shall be personal, except in the case of a Trustee that is not also a member or a beneficiary of the Trust, in which case this guaranty shall be provided by such Trustee solely in its capacity as a Trustee of the Trust. This Personal Guaranty is and shall be a continuing guaranty and no amendment of or waiver under the Letter Agreement, or transfer of any interest in Assignee, or other change in circumstances shall modify, reduce or cancel any of the obligations of any of the undersigned under this Personal Guaranty, except for the express, written cancellation of such obligations by an officer of Yum or Taco Bell Franchisor, LLC.

Date: \_\_\_\_\_

, Individually

# **EXHIBIT N**

## **GUARANTY BY YUM OF FINANCING (QUALIFIED, SELECTED APPLICANTS)**

## GUARANTY AGREEMENT

**THIS GUARANTY AGREEMENT** (as amended, supplemented, restated or otherwise modified from time-to-time, referred to herein as the "Guaranty"), dated as of \_\_\_\_\_, is made by \_\_\_\_\_ (together with its successors, the "Guarantor"), in favor of \_\_\_\_\_ (together with its successors, the "Lender").

WHEREAS, Guarantor operates and franchises the \_\_\_\_\_ restaurant concept in \_\_\_\_\_ ("Brand Concept");

WHEREAS, \_\_\_\_\_ (the "Borrower"), and Lender have entered into that certain \_\_\_\_\_ dated as of the date hereof (as such agreement may be amended, modified, restated or otherwise supplemented from time to time, the "Loan Agreement"), pursuant to which Lender has agreed to make certain loans (the "Loans") available to Borrower to establish and maintain a certain franchise of Guarantor (unless otherwise defined herein, or unless the context otherwise requires, each term used herein with its initial letter capitalized shall have the meaning given such term in the Loan Agreement);

WHEREAS, LENDER has required, as a condition to making the Loans to Borrower under the Loan Agreement, that Guarantor execute and deliver this Guaranty;

WHEREAS, LENDER and GUARANTOR have entered into that certain Letter Agreement dated as of the date hereof (as such agreement may be amended, modified, restated or otherwise supplemented from time to time, the "Letter Agreement"); and

NOW, THEREFORE, for valuable consideration, the receipt and sufficiency of which are hereby acknowledged by Guarantor, Guarantor hereby covenants and agrees as follows:

1. Guaranty. Guarantor hereby absolutely and unconditionally guarantees the prompt, complete and full payment of the Guaranteed Obligations (as defined below) up to the Maximum Guaranteed Amount (as defined below), within ten (10) business days of written demand by Lender to Guarantor (a "Notice of Demand") as set forth below. This Guaranty is a guaranty of payment and not of collection. This Guaranty does not in any way cancel, amend, discharge or limit any other guaranty executed by Guarantor in favor of Lender.

(a) Any Notice of Demand shall be substantially in the form of Exhibit A hereto and may only be delivered upon:

- (i) failure by Borrower to make any principal and/or interest payment under the Loan Agreement when due and such failure continues for more than ninety (90) consecutive days (a "Payment Default"); and/or
- (ii) acceleration of the Loans pursuant to the terms of the Loan Agreement.

(b) Within ten (10) business days of delivery of a Notice of Demand, Guarantor shall pay the lesser of (A) the amount demanded in such Notice of Demand, or (B) the sum of (x) the Maximum Guaranteed Amount minus (y) any Prior Payments (as defined below).



(c) As used herein, the term “Affiliate” shall mean, with respect to any person or entity, any other person or entity that directly or indirectly controls, is controlled by, or is under common control with, such first person or entity.

(d) As used herein, the term “Guaranteed Obligations” shall mean the first \_\_\_\_\_ of the original principal amount of the Loans, and accrued interest thereon, which amount shall be reduced as amortized over the term of the Loan. For avoidance of doubt, the Guaranteed Obligations shall be the first amounts reduced by amortization of the total original principal amount of the Loans. The Loans shall not be refinanced, renewed, extended, substituted or otherwise modified unless Guarantor expressly agrees in writing.

(e) As used herein, the term “Maximum Guaranteed Amount” shall mean the amount of the Guaranteed Obligations, which in no event shall be greater than \_\_\_\_\_.

(f) As used herein, the term “Prior Payments” shall mean the aggregate amount of any and all amounts previously paid by Guarantor under this Guaranty.

2. Termination of Guaranty. This Guaranty will continue to be in full force and effect until the earliest of (i) final payment in full of all of the Guaranteed Obligations, (ii) payment by the Guarantor of payments hereunder which total the Maximum Guaranteed Amount, (iii) consummation of Guarantor’s Purchase Option in accordance with the terms set forth in the Letter Agreement, or (iv) Lender’s written termination thereof.

3. Reinstatement. Guarantor agrees that to the extent any payment or transfer is received by Lender in connection with the Guaranteed Obligations, and all or any part of such payment or transfer is subsequently invalidated, declared to be fraudulent or preferential, set aside or required to be transferred or repaid by Lender or transferred or paid over to a trustee, receiver or any other entity, whether under any bankruptcy act or otherwise (any of such payments or transfers are hereinafter referred to as a “Preferential Payment”), then this Guaranty shall continue to be effective or shall be reinstated, as the case may be, and whether or not Lender is in possession of this Guaranty, or whether the Guaranty has been marked paid, released or canceled, or returned to Guarantor and, to the extent of any such payment, repayment or transfer by Lender, the Guaranteed Obligations or part intended to be satisfied by the Preferential Payment shall be revived and shall continue in full force and effect as if the Preferential Payment had not been received by Lender. Notwithstanding the previous sentence, if all payments by Guarantor which are not Preferential Payments total the Maximum Guaranteed Amount, then this Guaranty shall be or remain terminated and shall not continue to be effective or be reinstated, as the case may be.

4. Changes to Guaranteed Obligations. Except as set forth in the Letter Agreement, Guarantor authorizes Lender, without notice, consent or demand and without affecting Guarantor’s liability under this Guaranty, to do any of the following: (i) take and hold security from the Borrower for the payment of any Guaranteed Obligations, and to exchange, enforce, foreclose, waive, subordinate and release any security and to apply the proceeds of the security as Lender in its reasonable discretion determines; and (ii) obtain a guaranty of any Guaranteed Obligations from any one or more other persons whomsoever and at any time or times to enforce, waive, rearrange, modify, limit or release such other persons from their obligations under such guaranties.

5. Automatic Acceleration. Guarantor agrees that if the maturity of any Guaranteed Obligations is accelerated by bankruptcy or otherwise, the maturity thereof shall also be deemed accelerated for the purpose of this Guaranty and the Guaranteed Obligations up to the Maximum Guaranteed Amount shall be payable by Guarantor upon demand and notice to Guarantor.

6. Waivers of Guarantor. To the extent not prohibited by applicable law and except as otherwise provided herein, Guarantor waives: (i) diligence and promptness in preserving liability of any person on Guaranteed Obligations, and in collecting or bringing suit to collect Guaranteed Obligations; (ii) presentment, demand for payment, notice of dishonor or nonpayment, protest and notice of protest, or any other notice of any other kind with respect to the Guaranteed Obligations, except as set forth in Section 1 above and in the Letter Agreement; (iii) any requirement that suit be brought against, or any other action by Lender be taken against, or any notice of default or other notice to be given to, or any demand to be made on, Borrower or any other person; and (iv) notice of acceptance of this Guaranty, creation of the Guaranteed Obligations, failure to pay the Guaranteed Obligations as they mature, any other default, adverse change in Borrower's financial condition, release or substitution of collateral, subordination of Lender's rights in any other collateral, and every other notice of every kind, except as provided herein or in the Letter Agreement. Guarantor irrevocably waives, and agrees that it shall not seek to enforce or collect upon, any rights which Guarantor now has or may acquire against Borrower, either by way of subrogation, indemnity, reimbursement or contribution, as a result of any amount paid by Guarantor to Lender under this Guaranty (the "Subordinated Obligations") until 91 days after all Guaranteed Obligations of Borrower to Lender arising under the Loan Agreement have been paid in full. If any amount is paid to Guarantor on account of any such Subordinated Obligations, the amount shall be held in trust for the benefit of Lender and shall, to the extent such amount is less than the Maximum Guaranteed Amount, be promptly paid to Lender to be credited and applied to such Guaranteed Obligations, whether matured or unmatured or absolute or contingent, in accordance with the terms of the Loan Agreement. For the avoidance of doubt, the Subordinated Obligations shall not include any payments, fees or other amounts owed to Guarantor or any of its Affiliates under any Franchise Agreement and none of the waivers by Guarantor set forth in this Guaranty shall apply to the rights of Guarantor or any of its Affiliates under any such Franchise Agreement.

7. Guaranty Absolute. The liability of the Guarantor to Lender under this Guaranty shall be absolute and unconditional. Guarantor will remain liable for all of the Guaranteed Obligations up to the Maximum Guaranteed Amount even though any Guaranteed Obligations may be unenforceable against or uncollectible from Borrower or any other person due to incapacity, lack of power or authority, discharge or for any other reason whatsoever. Without limiting the foregoing, but subject thereto, Guarantor's liability to Lender under this Guaranty is absolute and unconditional irrespective of: (i) any present or future law, regulation or order of any jurisdiction (whether of right or in fact) or of any agency thereof purporting to reduce, amend, restructure, render unenforceable or otherwise affect any term of the Loan Agreement or Guaranteed Obligations; (ii) any lack of validity or enforceability of the Loan Agreement or Guaranteed Obligations against Borrower or any other person due to incapacity, lack of power or authority, discharge or for any reason whatsoever; (iii) any set-off, defense or counterclaim whatsoever (in any case, whether based on contract, tort or any other theory) with respect to any Guaranteed Obligations, the Loan Agreement or the transactions contemplated thereby which might constitute a legal or equitable defense available to, or discharge of, Borrower, a guarantor, or any other obligor on any Guaranteed Obligations; (iv) any war, riot or revolution impacting multinational companies or any act of expropriation, nationalization or currency

inconvertibility or nontransferability arising from governmental, legislative or executive measures affecting Borrower or the property of Borrower; (v) the bankruptcy, insolvency, dissolution or liquidation of Borrower or the appointment of a trustee, custodian, receiver or liquidator of all or any substantial part of the assets of Borrower; (vi) any change in the time, manner or place of payment of all or any of the Guaranteed Obligations; or (vii) any change in the name, constitution or capacity of Lender or Borrower. Guarantor waives Guarantor's right to assert those defenses, set-offs, or counterclaims in any litigation or other proceeding relating to Guaranteed Obligations, except as provided herein.

8. Governing Law; Choice of Forum; Service of Process; Jury Trial Waiver.

(a) The validity, interpretation and enforcement of this Guaranty and any dispute arising hereunder, whether in contract, tort, equity or otherwise, shall be governed by the internal laws of the State of New York but excluding any principles of conflicts of law or other rule of law that would cause the application of the law of any jurisdiction other than the laws of the State of New York and further excluding any application of the New York Franchise Act if said statute would not by its terms otherwise apply.

(b) The parties hereto hereby irrevocably consent and submit to the non-exclusive jurisdiction of the courts of the Supreme Court of the State of New York for the County of New York and the United States District Court for the Southern District of New York, and waive any objection based on venue or forum non conveniens with respect to any action instituted therein arising under this Guaranty or the Loan Agreement or any other Loan documents or in any way connected with or related or incidental to the dealings of the Guarantor and the Lender in respect of this Guaranty or any of the Loan Agreement or any other loan documents or the transactions related hereto or thereto, in each case whether now existing or hereafter arising and whether in contract, tort, equity or otherwise, and agrees that any dispute with respect to any such matters shall be heard only in the courts described above.

(c) Each of the parties hereto hereby waives personal service of any and all process upon it and consents that all such service of process may be made by certified mail (return receipt requested) directed to its address set forth herein and service so made shall be deemed to be completed five (5) days after the same shall have been so deposited in the U.S. mails or by service upon such party in any other manner provided under the rules of any such courts.

TO THE EXTENT NOT PROHIBITED BY APPLICABLE LAW, EACH OF THE PARTIES HERETO HEREBY KNOWINGLY, VOLUNTARILY, AND INTENTIONALLY WAIVES ANY RIGHT TO TRIAL BY JURY THAT SUCH PARTY MAY HAVE IN ANY ACTION OR PROCEEDING, IN LAW OR IN EQUITY, IN CONNECTION WITH THIS GUARANTY OR ANY GUARANTEED OBLIGATIONS.

9. Notices. Any notices and demands under this Guaranty shall be in writing and delivered to the intended party by hand-delivery or overnight courier service, mailed by certified or registered mail, or sent by e-mail, as follows:

(a) if to Guarantor, to it at:

---

\_\_\_\_\_  
\_\_\_\_\_  
e-mail: \_\_\_\_\_;

and

(b) if to Lender, to it at:  
  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
e-mail: \_\_\_\_\_;

Any party hereto may change its address or e-mail address for notices and other communications hereunder by notice to the other parties as provided herein. All notices and other communications given to any party hereto in accordance with the provisions of this Guaranty will be deemed to have been given on the date of receipt.

10. Cost and Expenses. To the maximum extent not prohibited by applicable law and subject to the Maximum Guaranteed Amount, Guarantor agrees to pay on demand all reasonable expenses (including without limitation the fees and expenses of counsel for Lender and outside counsel) incurred by Lender in connection with the enforcement and collection of any obligation of Guarantor under this Guaranty. The obligations of Guarantor under this Section 10 will survive the termination of this Guaranty.

11. Payments Generally. All payments by Guarantor hereunder shall be made in the manner, at the place, and in the currency required by the Loan Agreement or related documents.

12. Severability. The provisions of this Guaranty are severable, and in any action or proceeding involving any state corporate law, or any state, federal or foreign bankruptcy, insolvency, or reorganization law, or other law affecting the rights of creditors generally, if the obligations of Guarantor under this Guaranty would otherwise be held or determined to be avoidable, invalid or unenforceable on account of the amount of Guarantor's liability under this Guaranty, then, notwithstanding any other provision of this Guaranty to the contrary, the amount of such liability shall, without any further action by Guarantor or Lender, be automatically limited and reduced to the highest amount that is valid and enforceable as determined in such action or proceeding.

13. Subrogation. Guarantor shall be subrogated to all rights of Lender against Borrower in respect of any amounts paid by Guarantor pursuant to this Guaranty; provided, however, that Guarantor hereby waives any rights it may acquire by way of subrogation under this Guaranty, by any payment made hereunder (including without limitation any statutory rights of subrogation under

Section 509 of the Bankruptcy Code, 11 U.S.C. § 509, or otherwise), reimbursement, exoneration, contribution, indemnification, or any right to participate in any claim or remedy of Lender against Borrower, or any collateral which Lender now has or requires, until all of the Guaranteed Obligations shall have been irrevocably and indefeasibly paid to the Lender in full. For the avoidance of doubt, this Section 13 shall not apply to any rights of Guarantor or any of its Affiliates under any Franchise Agreement, including any rights to payment, fees or other amounts under any such Franchise Agreement.

14. Assignment; Successors and Assigns. Guarantor may not assign or delegate this Guaranty (including without limitation any of its respective rights or obligations hereunder) without the prior written consent of Lender. Prior to the occurrence and continuance of an Event of Default under the Loan Agreement, Lender may not assign this Guaranty in whole or in part without the prior written consent of Guarantor; provided, however, that Lender may assign this Guaranty in whole but not in part with prior notice to, but without consent from, the Guarantor only to any of its Affiliates or to a fund owned or managed by Lender or one of its Affiliates. Subsequent to the occurrence and continuance of an Event of Default under the Loan Agreement which has not been cured, subject to the following sentence, there shall be no restriction on the assignment rights of Lender hereunder. In any event, any assignee of this Guaranty must, as a condition precedent to such assignment, assume the assignor's obligations under the Letter Agreement. Any assignment that does not comply with the terms of this Section 14 shall be deemed null and void and of no force or effect. This Guaranty shall be binding upon and inure to the benefit of each party hereto and their respective successors and permitted assigns.

15. Amendments. No amendment or other modification of the terms of this Guaranty shall be effective unless in writing and signed by Guarantor and Lender and so stating that it is expressly intended to give effect to the applicable amendment or modification hereto. No waiver of any provision of this Guaranty nor consent to any departure by Guarantor therefrom shall in any event be effective unless such waiver shall refer to this Guaranty, be in writing and be signed by Lender. Any such waiver shall be effective only in the specific instance and for the specific purpose for which it was given.

16. Representations and Warranties. Guarantor represents and warrants to Lender as follows: (a) Guarantor is duly organized, validly existing and in good standing under the laws of the jurisdiction of its incorporation and has full corporate power and authority to execute, deliver and perform this Guaranty; (b) the execution, delivery and performance of this Guaranty have been and remain duly authorized by all necessary corporate action and do not contravene Guarantor's constitutional documents or any contractual restriction binding on the Guarantor or its assets; (c) this Guaranty constitutes the legal, valid and binding obligation of Guarantor, enforceable against it by Lender in accordance with its terms, subject, as to enforcement, to bankruptcy, insolvency, reorganization and other laws of general applicability relating to or effecting creditor's rights and to general equity principles; and (d) Guarantor has not made a transfer or incurred any obligations with the intent to hinder, delay or defraud any of Guarantor's present or future creditors.

All the representations and warranties of Guarantor contained herein: (i) shall survive the execution and delivery of this Guaranty and also the making and satisfaction of each extension of credit comprising the Guaranteed Obligations; and (ii) shall continue to be effective whenever made

or deemed to be made until all of the Guaranteed Obligations up to the Maximum Guaranteed Amount have been indefeasibly repaid in full.

17. Taxes. All payments made by Guarantor to Lender hereunder shall be made free and clear of and without deduction for any and all present and future taxes, levies and withholdings, including stamp and documentary taxes, other than taxes imposed on the net income of Lender (collectively, the “Taxes”). If Guarantor is required by law to deduct any Taxes from or in respect of any amount paid or payable hereunder, such amount shall be increased as necessary so that Lender receives an amount equal to the sum it would have received had no such deduction been made and Guarantor shall pay same to the relevant taxing authority and give to Lender acceptable evidence of such payment. The provisions of this Section 17 as they pertain to Taxes shall survive payment in full hereunder.

18. Miscellaneous. Guarantor’s liability under this Guaranty is independent of its liability under any other guaranty previously or subsequently executed by Guarantor or any one of them, singularly or together with others, as to all or any part of the Guaranteed Obligations, and may be enforced for the full amount of this Guaranty regardless of Guarantor’s liability under any other guaranty. This Guaranty binds Guarantor’s heirs, successors and assigns, and benefits Lender and its successors and permitted assigns. The use of headings does not limit the provisions of this Guaranty.

THIS GUARANTY TOGETHER WITH THE LETTER AGREEMENT REPRESENT THE FINAL AGREEMENT BETWEEN THE PARTIES HERETO WITH RESPECT TO GUARANTOR’S GUARANTY OF GUARANTEED OBLIGATIONS AND MAY NOT BE CONTRADICTED BY EVIDENCE OF PRIOR, CONTEMPORANEOUS, OR SUBSEQUENT ORAL AGREEMENTS OF THE PARTIES. NO COURSE OF DEALING BETWEEN GUARANTOR AND LENDER, NO COURSE OF PERFORMANCE, NO TRADE PRACTICES, AND NO EXTRINSIC EVIDENCE OF ANY NATURE MAY BE USED TO CONTRADICT OR MODIFY ANY TERM OF THIS GUARANTY, THE LETTER AGREEMENT. THERE ARE NO ORAL AGREEMENTS BETWEEN GUARANTOR AND LENDER.

*[Remainder of page intentionally left blank.]*

**IN WITNESS WHEREOF**, Guarantor has caused this Guaranty to be duly executed by its authorized officer as of the day and year first above written.

\_\_\_\_\_

By: \_\_\_\_\_  
Name:  
Title:

Acknowledged and agreed to:

\_\_\_\_\_

By: \_\_\_\_\_  
Name:  
Title:

EXHIBIT A

FORM OF NOTICE OF DEMAND

[DATE]

[BRAND/YUM]

[●]

Ladies and Gentlemen:

Reference is made to (a) that certain Guaranty Agreement, dated as of [●] (the “Guaranty”), made by [Yum] (together with its successors, the “Guarantor”), in favor of [●] (together with its successors, the “Lender”); (b) that certain [Loan Agreement], dated as of [●] (the “Loan Agreement”), by and between the Lender and [●] (the “Borrower”); and (c) that certain Letter Agreement, dated as of [●], (the “Letter Agreement”), by and between, *inter alios*, the Guarantor, the Lender and the Borrower. Capitalized terms used herein and not otherwise defined herein shall have the respective meanings ascribed to them in the Guaranty, the Loan Agreement or the Letter Agreement, as applicable.

We hereby certify that there has been a [Payment Default pursuant to Section [●] of the Loan Agreement] [an acceleration of the [Loans] pursuant to Section [●] of the Loan Agreement]. We further certify to the following:

The principal amount outstanding of the [Loans] as of [date] is \_\_\_\_\_.

The amount of principal past due is \_\_\_\_\_ and the amount of interest past due is \_\_\_\_\_.

The aggregate amount of payments received by Lender from Guarantor to date is \_\_\_\_\_.

We hereby provide notice of demand for payment by the Guarantor of \_\_\_\_\_, pursuant to, and in accordance with, Section 1 of the Guaranty. Please provide payment to the order of [●] in the form of [●] at the following [address][direction]:

[Address or account details]

Regards,  
[LENDER]

By: \_\_\_\_\_  
Name:  
Title:



# **EXHIBIT O**

## **STATE EFFECTIVE DATES**

## **State Effective Dates**

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered or exempt from registration, as of the Effective Date stated below:

<b>State</b>	<b>Effective Date</b>
California	
Illinois	
Indiana	
Maryland	Pending
Michigan	
Minnesota	Pending
New York	
North Dakota	Pending
Rhode Island	Pending
South Dakota	Pending
Virginia	Pending
Washington	Pending
Wisconsin	Pending

Other states may require registration, filing, or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or seller-assisted marketing plans.

Franchise opportunities in Hawaii, if any, are offered under a separate franchise disclosure document.

**EXHIBIT P**

**RECEIPT**

**RECEIPT**

This disclosure document summarizes certain provisions of the license agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If Taco Bell offers you a license, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to Taco Bell or an affiliate in connection with the proposed license sale. New York requires that we give you this disclosure document at the earlier of the first personal meeting or 10 business days before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship. Michigan requires that we give you this disclosure document at least 10 business days before the execution of any binding franchise or other agreement or the payment of any consideration, whichever occurs first. If Taco Bell does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, DC 20580 and the state agency listed on Exhibit A.

The franchise seller for this offering is \_\_\_\_\_ at Franchisor’s contact info below.  
(insert name)

The franchisor is Taco Bell Franchisor, LLC, 1 Glen Bell Way, Irvine, CA 92618. Telephone number is (949) 863-4500.

Issuance date: March 26, 2024

Taco Bell Franchisor, LLC authorizes the respective state agencies identified on Exhibit A to receive service of process for it in the particular state.

I received a disclosure document dated March 26, 2024 that included the following Exhibits:

- |       |  |   |   |
|-------|--|---|---|
| A     | List of State Agencies and Agents for Service of Process   | G | Financial Statements  |
| B-1   | License Agreement  | H | State Addenda to the Disclosure Document and License Agreement                        |
| B-1.5 | KT Successor License Agreement   | I | Asset Purchase Agreement  |
| B-2   | License Agreement Assignment and Release, Acceptance of Assignment, Consent to Assignment, Personal Guaranty and Owners’ Agreement | J | Market Build Out Agreement  |
| B-3   | Amendment to License Agreement/KT Successor License Agreement  | K | Relationship Agreement, Letter of Credit, and Guaranty                                |
| C     | Release  | L | Development Services Agreement  |
| D     | Table of Contents of OneSource   | M | Letter Agreement re Franchisor Guaranty of Financing (Qualified, Selected Applicants) |
| E     | Applicant Confidentiality Agreement  | N | Guaranty by YUM of Financing (Qualified, Selected Applicants)                         |
| F     | Information Regarding Taco Bell Licensees  | O | State Effective Dates   |
|       |  | P | Receipt   |

**DATE:** \_\_\_\_\_

(Insert License Entity)

\_\_\_\_\_  
Signature of Shareholder/Member

By: \_\_\_\_\_

\_\_\_\_\_  
Signature of Shareholder/Member

Title: \_\_\_\_\_

**PLEASE RETURN A COPY TO:**  
**Taco Bell Franchisor, LLC**  
**Attn: Law Dept/Franchise MD 518**  
**1 Glen Bell Way**  
**Irvine, CA 92618; Email to [Sarahi.Montiel@yum.com](mailto:Sarahi.Montiel@yum.com)**

**RECEIPT**

This disclosure document summarizes certain provisions of the license agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If Taco Bell offers you a license, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to Taco Bell or an affiliate in connection with the proposed license sale. New York requires that we give you this disclosure document at the earlier of the first personal meeting or 10 business days before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship. Michigan requires that we give you this disclosure document at least 10 business days before the execution of any binding franchise or other agreement or the payment of any consideration, whichever occurs first. If Taco Bell does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, DC 20580 and the state agency listed on Exhibit A.

The franchise seller for this offering is \_\_\_\_\_ at Franchisor’s contact info below.  
(insert name)

The franchisor is Taco Bell Franchisor, LLC, 1 Glen Bell Way, Irvine, CA 92618. Telephone number is (949) 863-4500.

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| B-3   | Amendment to License Agreement/KT Successor License Agreement  | K | Relationship Agreement, Letter of Credit, and Guaranty                                |
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| F     | Information Regarding Taco Bell Licensees  | O | State Effective Dates   |
|       |  | P | Receipt   |

DATE: \_\_\_\_\_

(Insert License Entity)

\_\_\_\_\_  
Signature of Shareholder/Member

By: \_\_\_\_\_

\_\_\_\_\_  
Signature of Shareholder/Member

Title: \_\_\_\_\_

**PLEASE RETURN A COPY TO:**  
**Taco Bell Franchisor, LLC**  
**Attn: Law Dept/Franchise MD 518**  
**1 Glen Bell Way**  
**Irvine, CA 92618**  
**Email to [Sarahi.Montiel@yum.com](mailto:Sarahi.Montiel@yum.com)**