PAPI'S
CUBAN GRILL

THE SIMPLE STEPS TO BECOMING A PAPI'S FRANCHISEE

1. Submit the completed franchise application questionnaire by saving and attaching to an email toPapi's. Documentation will be required to support the following:
   - Candidate must have a minimum of $250,000 liquid assets for working capital, in addition,
   - Candidate must have $700,000 investment capability.

2. Papi's reviews the application and schedules a conference call.

3. Franchise Disclosure Document (FDD) mailed to candidate. (Acknowledgement of receipt page must be returned before proceeding to the next step).

4. Papi's contacts candidate to discuss FDD and schedules face-to-face meeting.

5. Candidate observes operating systems ina Papi's location and meets with Management.

6. Candidate completes and returns their Business Plan to Papi's.

7. The Approval Committee reviews the candidate's file for the appropriate market. Candidate is invited to the Orientation for the following:
   - Signing of the Franchise Agreement
   - Payment of the $40,000 fee per location
   - Discussion of pre-opening timeline
   - Set-up initial training

PAPI'S
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FRANCHISE APPLICANT QUESTIONNAIRE

Salutation: ______________________________

First Name: ______________________________

Last Name: ______________________________

Street Address: ______________________________

City: ______________________________

State/Province: ____________________ Zip Code: ______________

Email: ______________________________

Home Phone: ______________________________

Work Phone: ______________________________

Mobile Phone: ______________________________

Fax: ______________________________

Best Number to Call: ____________________ Best Time to Call: ______________

Current Occupation: ______________________________

When would you like to start your business?: ______________________________

____

Do you have previous restaurant/food service experience?: ❑ Yes ❑ No

If yes, please explain: ______________________________

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FRANCHISE APPLICANT QUESTIONNAIRE

Do you have previous multi-unit restaurant experience?: ❑ Yes ❑ No

If yes, please explain: ______________________________

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Do you plan to operate the business yourself, or will you have operating partners?

____

City of interest: ______________ State of interest: ______________

How many units do you initially want to develop? ______________

Do you own specific property that you want to develop?: ❑ Yes ❑ No

When would you like to open a Papi's restaurant? ______________

What amount of liquid assets do you have for investing? ______________

Where do you have your liquid assets?
(Check all that apply): ❑ Bank ❑ Cash ❑ Stocks ❑ Bonds

Total liabilities (homes, mortgages): ______________

Other liabilities: ______________

How will you finance this venture?
(Check all that apply): ❑ Bank ❑ Cash ❑ Stocks ❑ Bonds

Do you have an equity partner? ______________

Do you have an operational partner? ______________

Will you devote full-time to this business? ______________

Will family members be directly involved with daily operations? ❑ Yes ❑ No

PAPI'S CUBAN GRILL

At present, weare not exploring franchise opportunities outside of the U.S. and Canada, and there are currently no plans to expand into international markets. This may change in the future, and if it does, information will be added to our website.

If you would like to be logged into our database should we elect to expand outside of North America, please fill out the country or countries you would be interested in developing.

***NOTE:** This is not a franchise offering. A franchise offering can be made by us only in a state if we are first registered, excluded, exempted or otherwise qualified to offer franchises in that state, and only if we provide you with an appropriate franchise offering circular. Follow-up or individualized responses to you that involve either affecting or attempting to affect the sale of a franchise will be made only if we are first in compliance with state registration requirements, or are covered by an applicable state exclusion or exemption.*