



Attention: Applicant

Thank you for your inquiry into *Tim Hortons*. Should you wish to proceed, please return the completed questionnaire to the attention of the Franchising department. This information will assist us in establishing a match to our profile used in the selection of a new franchisee.

Please note, the submission and acceptance of a questionnaire *should not* be construed as an approval or a future guarantee of becoming a *Tim Hortons* franchisee. To become an 'approved' franchisee, there is a formal approval/meeting process that is undertaken with applicants who have been short-listed for a particular opportunity. We do not rank our applicants in numerical order nor base consideration on the length of time an application has been on file. At the time of conducting a search for a new franchisee, we select the most qualified applicant from the current applications on file, and the best match to our business concept. Therefore, a 'waiting list' is *not* maintained and it is impossible to estimate the length of time to become either short-listed or ultimately approved as a franchisee, or any assurances such will happen.

Please be advised that at the present time, we are not actively recruiting for new franchisees in any province other than Quebec. By submitting a qualified questionnaire it is with the full understanding that your questionnaire will be maintained on file for future consideration (a response letter will be sent within 30 days of receipt).

Please note that a full franchise package (including a Projected Earnings statement) is provided *only* when a candidate has been short-listed for a particular opportunity. Projections are not available prior to a candidate being short-listed.

We caution applicants that choosing locations where you have not previously resided or where you currently do not have a strong connection to the community through family and friends will not accelerate the process.

Due to the volume of questionnaires on file and incoming, when there is an opening suitable for a new franchisee, we can identify the strongest candidate very quickly (usually already residing in the market). Therefore, there is no 'list' or inventory of available opportunities.

We do not make it a practice of divulging what markets we are presently recruiting for; therefore, we cannot accept calls requesting such information.

Note: Indicating "anything available" or an entire province as a location preference is not acceptable. Incomplete questionnaires will be returned.

Thank you for your interest in *Tim Hortons*.

Regards,

THE TDL GROUP CORP.

Victoria Lynch
Franchise Department

(Updated October 2007)



FRANCHISE QUESTIONNAIRE
(This application does not obligate either party in any manner)

Please print clearly

Mr. Mrs. Ms. First Name: _____ Last Name: _____

Address: _____ Apt. #: _____

City: _____ Province: _____ Postal Code: _____

Home Phone: _____ Business Phone: _____

Date of Birth (month/day/year): _____

Single Married Spouse's First Name: _____ Last Name: _____

Spouse's Date of Birth(m/d/y): _____ Spouse's Occupation: _____

Name of Dependents: _____ D.O.B.: _____
_____ D.O.B.: _____
_____ D.O.B.: _____

WORK EXPERIENCE

Present Employer _____ City/Province _____
Nature of Business _____ Start Date _____
Position _____ Salary _____
Name of Supervisor _____ Title _____

Previous Employer _____ City/Province _____
Nature of Business _____ Start/End Date _____
Position _____ Salary _____
Name of Supervisor _____ Title _____

LOCATION PREFERENCES (list cities or towns only, "anywhere" or an entire province is not acceptable)

1. _____ 2. _____ 3. _____ 4. _____

Will you devote full-time to the business?
 Yes No, part-time - please explain _____

Will you have a partner (eg. spouse, friend etc.)? No Yes If yes, please indicate:

Partners Involvement: full-time part-time investment only

Partners First Name: _____ Last Name: _____

Partners Relationship to you: _____

What level of income do you expect/require to draw from the business per year (salary and profit)? _____

FINANCIAL STATEMENT:

Please **do not** combine (if applicable) non-spousal partner’s financial information.

ASSETS		LIABILITIES	
Cash on hand	\$	Mortgages - home	\$
Securities (mutual funds, stocks, etc.)		Mortgages - other	
Home (market value)		Notes Payable	
Other Real Estate		Credit Cards	
Personal Property		Operating Line	
Business Interests		Other Liabilities	
Other Assets			
Total Assets	\$	Total Liabilities	\$

NET WORTH (total assets – total liabilities): \$ _____

Please itemize below, the assets which you would convert to cash, if necessary, to meet the initial cash requirement (\$194,000). Unencumbered equity refers to assets without liabilities against them. This does not include funds that are borrowed such as a line of credit, investors or loans. If applicable, provide specifics regarding securities.

ACKNOWLEDGEMENT AND CONSENT

The undersigned acknowledges that the statements and information made in the attached Franchise Questionnaire fully and truthfully set forth the true and accurate personal information and financial conditions of the applicants as of the date hereof.

The undersigned further acknowledges that for the purposes of determining whether or not the undersigned would be a suitable Tim Hortons franchisee, an investigation may be made with respect to the information above, as well as further information with respect to the undersigned’s financial status, litigation history, criminal record history, educational credentials, employment history, driving record, character and general reputation, personal characteristics and mode of living. The undersigned hereby consents to The TDL Group Corp. or its agents collecting and retaining such information and conducting further investigations with respect to such information. The undersigned further consents to the updating of this information from time to time, as necessary.

Dated the _____ day of _____ year _____

Signature of Applicant: _____ Print Name: _____

Signature of Spouse (if applicable): _____ Print Name: _____

Signature of Witness: _____ Print Name: _____

- Please allow approximately 30 days for a written response.
- Faxes of questionnaires are not acceptable.
- Incomplete questionnaires will be returned.
- Please forward the original questionnaire to the following:

Franchising Department
 The TDL Group Corp.
 874 Sinclair Rd., Oakville, Ontario
 L6K 2Y1