JAMBA, INC.
Form 10-Q
November 10, 2011
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UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

x **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended October 4, 2011

OR

¨ **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from ______ to ______

Jamba, Inc.

(Exact name of registrant as specified in its charter)

Delaware	**001-32552**	**20-2122262**
(State or other jurisdiction of incorporation)	**(Commission File No.)**	**(I.R.S. Employer Identification No.)**

6475 Christie Avenue, Suite 150, Emeryville, California 94608

(Address of principal executive offices)

Registrant s telephone number, including area code: (510) 596-0100

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to the filing requirements for the past 90 days. Yes x No ¨

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes x No ¨

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definition of accelerated filer , large accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act (check one):

Large accelerated filer	¨	Accelerated filer	x
Non-accelerated filer	¨ (Do not check if a smaller reporting company)	Smaller reporting company	¨

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ¨ No x

The number of shares of common stock of Jamba, Inc. issued and outstanding as of November 2, 2011 was 67,093,839

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JAMBA, INC.

QUARTERLY REPORT ON FORM 10-Q

QUARTERLY PERIOD ENDED OCTOBER 4, 2011

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PART I - FINANCIAL INFORMATION

ITEM 1. UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

JAMBA, INC.

CONDENSED CONSOLIDATED BALANCE SHEETS

(Unaudited)

(Dollars in thousands, except share and per share amounts)	October 4, 2011	December 28, 2010
ASSETS		
Current assets:		
Cash and cash equivalents	$ 24,820	$ 29,024
Restricted cash	1,428	1,620
Receivables, net of allowances of $228 and $200	7,786	6,377
Inventories	2,730	2,486
Prepaid rent	2,673	508
Prepaid and refundable taxes	786	539
Prepaid expenses and other current assets	882	5,481
Total current assets	41,105	46,035
Property, fixtures and equipment, net	46,172	49,215
Trademarks and other intangible assets, net	1,153	1,341
Restricted cash		205
Deferred income taxes		40
Other long-term assets	2,671	3,218
Total assets	$ 91,101	$ 100,054
LIABILITIES AND STOCKHOLDERS EQUITY		
Current liabilities:		
Accounts payable	$ 5,646	$ 6,851
Accrued compensation and benefits	5,264	6,161
Workers compensation and health insurance reserves	1,137	1,140
Accrued jambacard liability	24,717	29,756
Other current liabilities	10,675	12,622
Total current liabilities	47,439	56,530
Long-term workers compensation and health insurance reserves		166
Deferred rent and other long-term liabilities	13,861	15,416
Total liabilities	61,300	72,112
Commitments and contingencies (Note 9)		
Series B redeemable preferred stock, $.001 par value, 304,348 shares authorized; 168,389 and 197,485 shares issued and outstanding at October 4, 2011 and December 28, 2010, respectively	17,795	20,554
Stockholders equity:		
Common stock, $.001 par value, 150,000,000 shares authorized; 67,093,839 and 63,734,961 shares issued and outstanding at October 4, 2011 and December 28, 2010, respectively	68	64
Additional paid-in capital	368,894	365,817

Accumulated deficit	(356,956)	(358,493)
Total stockholders equity	12,006	7,388
Total liabilities and stockholders equity	$ 91,101	$ 100,054

See accompanying notes to condensed consolidated financial statements.

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JAMBA, INC.

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited)

(Dollars in thousands, except share and per share amounts)	12 Week Period Ended October 4, 2011	12 Week Period Ended October 5, 2010	40 Week Period Ended October 4, 2011	40 Week Period Ended October 5, 2010
Revenue:				
Company stores	$ 54,102	$ 63,922	$ 173,274	$ 214,642
Franchise and other revenue	2,976	2,167	8,834	5,948
Total revenue	57,078	66,089	182,108	220,590
Costs and operating expenses:				
Cost of sales	11,808	15,042	39,828	51,279
Labor	14,565	19,665	53,139	68,759
Occupancy	6,802	8,564	23,707	30,890
Store operating	8,539	9,461	25,728	30,319
Depreciation and amortization	2,805	3,085	9,621	11,509
General and administrative	7,398	8,087	25,881	28,325
Impairment of long-lived assets	312		1,214	2,293
Other operating, net	924	2,655	1,503	1,081
Total costs and operating expenses	53,153	66,559	180,621	224,455
Income (loss) from operations	3,925	(470)	1,487	(3,865)
Other expense, net:				
Interest income	99	21	126	59
Interest expense	(117)	(145)	(456)	(434)
Total other expense, net	(18)	(124)	(330)	(375)
Income (loss) before income taxes	3,907	(594)	1,157	(4,240)
Income tax benefit (expense)	217	(174)	380	(200)
Net income (loss)	4,124	(768)	1,537	(4,440)
Preferred stock dividends and deemed dividends	(489)	(659)	(1,854)	(3,122)
Net income available (loss attributable) to common stockholders	$ 3,635	$ (1,427)	$ (317)	$ (7,562)
Weighted-average shares used in the computation of earnings (loss) per share:				
Basic	67,042,745	59,632,944	66,024,576	57,367,985
Diluted	85,196,847	59,632,944	66,024,576	57,367,985
Earnings (loss) per share:				
Basic	$ 0.05	$ (0.02)	$ (0.00)	$ (0.13)
Diluted	$ 0.05	$ (0.02)	$ (0.00)	$ (0.13)

See accompanying notes to condensed consolidated financial statements.

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JAMBA, INC.

CONDENSED CONSOLIDATED STATEMENTS OF STOCKHOLDERS EQUITY

(Unaudited)

(Dollars in thousands, except share amounts)	Common Stock Shares	Common Stock Amount	Additional Paid-In Capital	Accumulated Deficit	Stockholders Equity
40 week period ended October 5, 2010					
Balance as of December 29, 2009	52,712,528	$ 53	$ 356,320	$ (341,837)	$ 14,536
Share-based compensation expense			1,040		1,040
Issuance of common stock pursuant to stock plans	269,958		138		138
Conversion of preferred stock	7,039,400	7	8,088		8,095
Accretion of Series B preferred shares			(1,269)		(1,269)
Redeemable preferred stock dividends			(1,853)		(1,853)
Net loss				(4,440)	(4,440)
Balance as of October 5, 2010	60,021,886	$ 60	$ 362,464	$ (346,277)	$ 16,247
40 week period ended October 4, 2011					
Balance as of December 28, 2010	63,734,961	$ 64	$ 365,817	$ (358,493)	$ 7,388
Share-based compensation expense			830		830
Issuance of common stock pursuant to stock plans	141,003		145		145
Issuance of common stock pursuant to bonus plans	308,275	1	613		614
Conversion of preferred stock	2,909,600	3	3,343		3,346
Accretion of Series B preferred shares			(587)		(587)
Redeemable preferred stock dividends			(1,267)		(1,267)
Net income				1,537	1,537
Balance as of October 4, 2011	67,093,839	$ 68	$ 368,894	$ (356,956)	$ 12,006

See accompanying notes to condensed consolidated financial statements.

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JAMBA, INC.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited)

(In thousands)	**40 Week Period Ended October 4, 2011**	**October 5, 2010**
Cash provided by operating activities:		
Net income (loss)	$ 1,537	$ (4,440)
Adjustments to reconcile net income (loss) to cash provided by operating activities:		
Depreciation and amortization	9,621	11,509
Impairment of long-lived assets	1,214	2,293
Store closure costs and gain (loss) on disposals	1,242	(772)
Share-based compensation	830	1,040
Jambacard breakage income and amortization, net	(2,804)	(2,279)
Bad debt and inventory reserves	27	402
Deferred rent	(208)	(369)
Deferred income taxes	39	646
Equity earnings from joint ventures	(57)	(64)
Changes in operating assets and liabilities:		
Receivables	(736)	5,505
Inventories	(274)	573
Prepaid rent	(2,166)	(2,535)
Prepaid and refundable taxes	(247)	(289)
Prepaid expenses and other current assets	722	247
Restricted cash from operating activities	397	409
Other long-term assets	605	(265)
Accounts payable	(1,205)	1,507
Accrued compensation and benefits	(283)	(1,313)
Workers compensation and health insurance reserves	(170)	(671)
Accrued jambacard liability	(2,235)	(8,845)
Other accrued expenses	(1,974)	1,465
Deferred rent and other long-term liabilities	(1,245)	1,652
Cash provided by operating activities	2,630	5,406
Cash (used in) provided by investing activities:		
Capital expenditures	(8,789)	(8,234)
Proceeds from sale of stores	3,063	12,463
Trademarks		(240)
Cash (used in) provided by investing activities	(5,726)	3,989
Cash (used in) provided by financing activities:		
Proceeds pursuant to stock plans	145	138
Preferred stock dividends paid	(1,233)	(1,853)
Payment on capital leases	(20)	(222)
Cash used in financing activities	(1,108)	(1,937)
Net (decrease) increase in cash and cash equivalents	(4,204)	7,458
Cash and cash equivalents at beginning of period	29,024	28,757

Cash and cash equivalents at end of period	$ 24,820	$ 36,215
Supplemental cash flow information:		
Cash paid for interest	$ 238	$ 375
Income taxes paid	28	18
Noncash investing and financing activities:		
Property, fixtures and equipment in accounts payable	$ 10	$ (1,062)
Conversion of preferred stock	3,346	8,095
Accretion of preferred stock issuance costs	587	1,269
Dividend accruals	35	2
Note receivable from sale of stores	671	665

See accompanying notes to condensed consolidated financial statements.

JAMBA, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

1. BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES

Jamba, Inc. is a holding company which owns and franchises, on a global basis, Jamba Juice stores through its wholly-owned subsidiary, Jamba Juice Company. Jamba Juice Company is a leading restaurant retailer of better-for-you beverage and food offerings which include great tasting fruit smoothies, fresh juices and teas, hot oatmeal made with organic steel cut oats, fruit and veggie smoothies, Whirl ns Frozen Yogurt, breakfast wraps, salads, sandwiches, California Flatbreads , and a variety of baked goods and snacks. Jamba, Inc. was incorporated in January 2005, and went public through an initial public offering later that year. In November 2006, the Company completed its acquisition of Jamba Juice Company, which first began operations in 1990. As of October 4, 2011, there were 752 locations in the United States consisting of 310 Company-owned and operated stores (Company Stores) and 442 franchise-operated stores (Franchise Stores). In addition, at October 4, 2011 there were 10 international stores.

Unaudited Interim Financial Information The condensed consolidated balance sheet as of October 4, 2011, the condensed consolidated statements of operations for each of the 12 and 40 week periods ended October 4, 2011 and October 5, 2010 and the condensed statements of stockholders equity and cash flows for the 40 week periods ended October 4, 2011 and October 5, 2010 have been prepared by the Company, without audit, and have been prepared on the same basis as the Company s audited consolidated financial statements. In the opinion of management, such statements include all adjustments (which include only normal recurring adjustments) considered necessary to present fairly the financial position as of October 4, 2011 and the results of operations and cash flows for the 12 and 40 week periods ended October 4, 2011 and October 5, 2010. The condensed consolidated balance sheet as of December 28, 2010 has been derived from the Company s audited consolidated financial statements. Operating results for the 12 and 40 week periods ended October 4, 2011 are not necessarily indicative of the results that may be expected for the 53 week fiscal year ending January 3, 2012. The Company reports its results of operations on a 52-week or 53-week fiscal year, which is comprised of thirteen 4-week periods or twelve 4-week periods and one 5-week period. The first fiscal quarter is 16 weeks, the second and third fiscal quarters each are 12 weeks, and the fourth quarter is 12 or 13 weeks. The fourth quarter in fiscal year 2011 is 13 weeks.

Certain information and disclosures normally included in the notes to annual financial statements prepared in accordance with accounting principles generally accepted in the United States of America (GAAP) have been omitted from these interim financial statements pursuant to the rules and regulations of the Securities and Exchange Commission (the SEC). Accordingly, these interim financial statements should be read in conjunction with the Company s annual consolidated financial statements and notes thereto in the Company s Annual Report on Form 10-K for the year ended December 28, 2010. (2010 Annual Report).

Advertising Fund The Company participates with its franchisees in an advertising fund, established in fiscal 2010, to collect and administer funds contributed for use in advertising and promotional programs which are designed to increase sales and enhance the reputation of the Company and its franchise owners. Contributions to the advertising fund are required for Company Stores and traditional Franchise Stores and are generally based on a percent of store sales. The Company has control of the advertising fund. The fund is consolidated and the Company reports all assets and liabilities of the fund that it consolidates.

The advertising fund assets, consisting primarily of cash received from the Company and franchisees and accounts receivable from franchisees, can only be used for selected purposes and are considered restricted. The advertising fund liabilities represent the corresponding obligation arising from the receipts of the marketing program. In accordance with ASC Topic 952-605-25, the receipts from the franchisees are recorded as a liability against which specified advertising costs are charged. The Company does not reflect franchisee contributions to the fund in its Condensed Consolidated Statements of Operations or Condensed Consolidated Statements of Cash Flows. Advertising fund assets representing receivables from franchisees of $1.1 million and $0.6 million were recorded in accounts receivable on the consolidated balance sheet as of October 4, 2011 and December 28, 2010, respectively. Advertising fund liabilities of $0.8 million and $0.9 million were recorded in accounts payable on the consolidated balance sheet as of October 4, 2011 and December 28, 2010, respectively.

Comprehensive Income Comprehensive income is defined as the change in equity during a period from transactions and other events, excluding changes resulting from investments from owners and distributions to owners. Comprehensive income (loss) equals net income (loss) for all periods presented.

Earnings (Loss) Per Share Earning (loss) per share is computed in accordance with Accounting Standards Codification (ASC) 260. Basic earnings (loss) per share is computed based on the weighted-average of common shares outstanding during the period. Diluted earnings (loss) per share is computed based on the weighted-average number of common shares and potentially dilutive securities, which includes outstanding warrants and outstanding options and restricted stock awards granted under the Company s stock option plans.

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Anti-dilutive shares have been excluded from the calculation of diluted weighted-average shares outstanding. Anti-dilutive shares of 2.9 million and 30.2 million have been excluded from the calculation of diluted weighted-average shares outstanding in the 12 week periods ended October 4, 2011 and October 5, 2010, respectively. Anti-dilutive shares of 24.3 million and 32.4 million have been excluded from the calculation of diluted weighted-average shares outstanding in the 40 week periods ended October 4, 2011 and October 5, 2010, respectively.

For purposes of determining the net income available (loss attributable) to common stockholders used in the computation of earnings (loss) per share, the amount of the income (loss) is increased (decreased) by the preferred stock dividends and deemed dividends. The deemed dividend represents the accretion of the issuance costs and beneficial conversion feature of the Company s preferred stock. For the 12 week period ended October 4, 2011, the convertible preferred shares are dilutive, therefore the dividends and deemed dividends related to the preferred stock have been added back to the net income available to common stockholders and the number of preferred shares have been included in the diluted earnings per share calculation. For the 40 week period ended October 4, 2011 and the 12 and 40 week periods ended October 5, 2010, the convertible preferred shares are anti-dilutive and the dividends and deemed dividends related to the preferred stock have not been added back to the net income available to common stockholders. Also the number of preferred shares has not been included in the diluted earnings per share calculation.

The number of incremental shares from the assumed exercise of restricted stock awards, warrants and options was calculated by applying the treasury stock method. The if converted method was used for the conversion of preferred stock. A reconciliation of the numerators and denominators of the basic and diluted earnings per share calculations is as follows (in thousands, except shares):

	12 Week Period Ended		40 Week Period Ended	
	October 4, 2011	October 5, 2010	October 4, 2011	October 5, 2010
Net income available (loss attributable) to common stockholders (numerator for basic earnings (loss) per share)	$ 3,635	$ (1,427)	$ (317)	$ (7,562)
Preferred stock dividends and deemed dividends	489			
Numerator for diluted earnings (loss) per share	$ 4,124	(1,427)	$ (317)	$ (7,562)
Basic weighted-average shares outstanding	67,042,745	59,632,944	66,024,576	57,367,985
Incremental shares from assumed conversion of Series B preferred shares	16,844,852			
Incremental shares from assumed exercise of restricted stock awards, warrants and options	1,309,250			
Diluted weighted-average shares outstanding	85,196,847	59,632,944	66,024,576	57,367,985

Restricted Cash The Company held $1.4 million in restricted cash at October 4, 2011 and was classified as a current asset. The Company held $1.8 million in restricted cash at December 28, 2010, of which $1.6 million was classified as a current asset and $0.2 million was classified as a long-term asset. Restricted cash represents cash held in money market accounts or certificates of deposits to collateralize the Company s letters of credit.

Recent Accounting Pronouncements

Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRSs (ASU No. 2011-04)

(Included in ASC 820 Fair Value Measurement)

ASU No. 2011-04 amends existing guidance to provide common fair value measurements and related disclosure requirements between GAAP and International Financial Reporting Standards (IFRS). Additional disclosure requirements in the amendment include: (1) for Level 3 fair value measurements, a description of the valuation processes used by the entity and a discussion of the sensitivity of the fair value measurements to changes in unobservable inputs; (2) discussion of the use of a nonfinancial asset that differs from the asset s highest and best use; and (3) the level of the fair value hierarchy of financial instruments for items that are not measured at fair value but disclosure of fair value is required. ASU No. 2011-04 is effective for interim and annual periods beginning after December 15, 2011 with early adoption not permitted. The Company will adopt ASU No. 2011-04 in fiscal 2012 and does not anticipate any material impact on the Company s consolidated financial statements.

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Presentation of Comprehensive Income (ASU No. 2011-05)

(Included in ASC 220 Comprehensive Income)

ASU No. 2011-05 amends existing guidance to allow only two options for presenting the components of net income and other comprehensive income: (1) in a single continuous statement of comprehensive income or (2) in two separate but consecutive financial statements consisting of an income statement followed by a statement of other comprehensive income. ASU No. 2011-05 requires retrospective application, and it is effective for fiscal years, and interim periods within those years, beginning after December 15, 2011 with early adoption permitted. The Company will adopt ASU No. 2011-05 in fiscal 2012 and does not anticipate any material impact on the Company s consolidated financial statements.

2. ASSETS HELD FOR SALE

Assets held for sale consists of Company Stores that the Company expects to refranchise. Such assets are recorded at the lower of the carrying amount or fair value less cost to sell. Fair value is determined based on the purchase price in the asset purchase agreement. Assets are no longer depreciated once classified as held for sale. Assets held for sale of $0.0 million and $3.9 million as of October 4, 2011 and December 28, 2010, respectively, include property, fixtures and equipment and are included in prepaid expenses and other current assets on the Company s balance sheet.

3. REDEEMABLE PREFERRED STOCK

During the second quarter of fiscal 2009, the Company issued (i) 170,000 shares of its Series B-1 Convertible Preferred Stock, par value $0.001, (the Series B-1 Preferred) to affiliates of Mistral Equity Partners at a price of $115 per share, for an aggregate purchase price of approximately $19.6 million, and (ii) 134,348 shares of its Series B-2 Convertible Preferred Stock, par value $0.001, (the Series B-2 Preferred) to CanBa Investments, LLC at a price of $115 per share, for an aggregate purchase price of approximately $15.4 million. The issuance of shares of the Series B-1 and B-2 Preferred Stock (together the Series B Preferred Stock or Preferred Stock) for $35 million, less approximately $3.1 million in total transaction costs, which includes $2.2 million in transaction fees and $885,000 paid to investors, was completed through a private placement to the purchasers as accredited investors and pursuant to the exemptions from the registration requirements of the Securities Act of 1933, as amended (the Securities Act). The shares of Preferred Stock and the shares of the Company s Common Stock issuable upon conversion of the Preferred Stock include legends restricting transfer other than pursuant to an effective registration statement under the Securities Act or in accordance with an exemption from registration. The holders of the Series B Preferred Stock have the right to require the Company to redeem all or a portion of the shares of the Preferred Stock on or after seven years from the date of issuance of the Preferred Stock.

The shares of Preferred Stock are convertible at the election of the holders, at any time, into shares of Common Stock at an initial conversion price of $1.15 per share. The conversion price for the Preferred Stock is subject to customary anti-dilution adjustments for stock splits, dividends or certain other equity restructurings. After a two year period from the original date of issuance, the Company will have the right to require that the shares of Preferred Stock be converted into shares of Common Stock if (i) the Common Stock trading volume averages 150,000 shares per trading day over a 30 trading day period and (ii) the daily volume weighted average price per share of the Common Stock exceeds the product of 2.5 times the then-applicable conversion price for any 20 of the preceding 30 trading days at any time these conditions continue to be satisfied and for a period of 10 trading days thereafter. Upon exercise of this right, the Preferred Stock will be converted at the then-applicable conversion rate and the Company will be obligated to pay any then-existing dividend arrearages in cash. The Shares of Preferred Stock are entitled to an 8% dividend, payable quarterly in cash.

During the 12 week period ended October 4, 2011, holders converted 5,000 shares of outstanding Series B-2 Preferred Stock to an aggregate of 500,000 shares of common stock at the initial conversion price of $1.15 per share. During the 40 week period ended October 4, 2011, holders converted 18,400 shares of outstanding Series B-1 Preferred Stock and 10,696 shares of outstanding Series B-2 Preferred Stock to an aggregate of 2,909,600 shares of common stock at the initial conversion price of $1.15 per share. During the 12 and 40 week period ended October 4, 2011, the Company paid cash dividends on the Series B Preferred Stock totaling $0.4 million and $1.2 million, respectively. Accretion related to the Series B Preferred Stock for the 12 and 40 week periods ended October 4, 2011 was $0.1 million and $0.6 million, respectively.

During the 12 week period ended October 5, 2010, holders converted 3,509 shares of outstanding Series B-1 Preferred Stock and 0 shares of outstanding Series B-2 Preferred Stock to an aggregate 350,900 shares of common stock at the initial conversion price of $1.15 per share. During the 40 week period ended October 5, 2010, holders converted 24,460 shares of outstanding Series B-1 Preferred Stock and 45,934 shares of outstanding Series B-2 Preferred Stock to an aggregate 7,039,400 shares of common stock at the initial conversion price of $1.15 per share. During the 12 and 40 week periods ended October 5, 2010, the Company paid cash dividends on the Series B Preferred Stock totaling $0.5 million and $1.9 million, respectively. Accretion related to the Series B Preferred Stock for the 12 and 40 week periods ended October 4, 2010 was $0.2 million and $1.3 million, respectively.

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4. SHARE-BASED COMPENSATION

The Company maintains three share-based compensation plans (collectively, the Plans). The Company s Amended and Restated 2006 Employee, Director and Consultant Stock Plan, as amended (the 2006 Plan) was approved by the Company s stockholders on November 28, 2006, and provides for the granting of up to eight million shares of common stock in the form of nonqualified and incentive stock options, stock grants or other share-based awards to employees, nonemployee directors and consultants. The amendment and restatement of the 2006 Plan was approved by stockholders on May 20, 2010. In connection with the merger of Jamba, Inc. with Jamba Juice Company on November 28, 2006, the Company assumed the outstanding options under the Jamba Juice Company 1994 Stock Incentive Plan (the 1994 Plan) and the Jamba Juice Company 2001 Equity Incentive Plan (the 2001 Plan), both of which provided for the granting of nonqualified and incentive stock options to employees, nonemployee directors and consultants. No additional grants are available under the 2001 Plan and the 1994 Plan. As of October 4, 2011, there remained 2,930,016 shares available for grant under the Company s 2006 Plan. In December 2008, the Company also granted an option covering an aggregate of 1,500,000 shares of common stock under an inducement grant made outside of the Company s existing equity plans. A summary of stock option activity under the Plans as of October 4, 2011, and changes during the 40 week period then ended is presented below:

	Number of Options (in thousands)	Weighted-Average Exercise Price (per share)	Aggregate Intrinsic Value (in thousands)
Options outstanding at December 28, 2010	5,818	$ 2.60	
Options granted	590	2.04	
Options exercised	(100)	0.91	
Options cancelled	(653)	4.15	
Options outstanding at October 4, 2011	5,655	$ 2.40	$ 1,374
Options vested or expected to vest at October 4, 2011	5,005	$ 2.47	$ 1,307
Options exercisable at October 4, 2011	2,913	$ 3.15	$ 717

The fair value of options granted was estimated at the date of grant using a Black-Scholes option-pricing model. Option valuation models, including Black-Scholes, require the input of highly subjective assumptions, and changes in the assumptions used can materially affect the grant date fair value of an award. These assumptions include the risk-free rate of interest, expected dividend yield, expected volatility, and the expected life of the award. The risk-free interest rate is based on the yield of the treasury security at grant date with a maturity closest to the expected term of the award. Expected dividends are zero based on a history of not paying cash dividends on the Company s common stock and as the Company does not intend to pay dividends in the future. Expected volatility is based on a 75/25 blend of historic, daily stock price observations of the Company s common stock since its inception and historic, daily stock price observations of the Company s peers during the period immediately preceding the share-based award grant that is equal in length to the award s expected term. Estimated forfeitures are also included as a part of the grant date estimate. The Company used historical data to estimate expected employee behaviors related to option exercises and forfeitures. Currently there is no market-based mechanism or other practical application to verify the reliability and accuracy of the estimates stemming from these valuation models or assumptions, nor is there a means to compare and adjust the estimates to actual values, except for annual adjustments to reflect actual forfeitures.

Share-based compensation expense, which is included in general and administrative expense, was $0.3 million and $0.4 million for the 12 week periods ended October 4, 2011 and October 5, 2010, respectively. Share-based compensation expense was $0.8 million and $1.0 million for the 40 week periods ended October 4, 2011 and October 5, 2010, respectively. At October 4, 2011, non-vested share-based compensation for stock options and restricted stock awards, net of forfeitures totaled $1.1 million. This expense will be recognized over the remaining weighted average vesting period. There was no income tax benefit related to share-based compensation expense during the 12 and 40 week periods ended October 4, 2011 and October 5, 2010.

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The following are the weighted-average assumptions used to value option grants for the 12 and 40 week periods ended October 4, 2011, and October 5, 2010:

	12 Week Period Ended		40 Week Period Ended	
	October 4, 2011	October 5, 2010	October 4, 2011	October 5, 2010
Weighted-average risk-free interest rate	0.90%		1.77%	2.08%
Expected life of options (years)	6.25		6.25	6.22
Expected stock volatility	63.8%		63.9%	65.4%
Expected dividend yield	0%		0%	0%

The estimated fair value per share of stock options granted during the 12 week period ended October 4, 2011 was $1.06. No stock options were granted during the 12 week period ended October 5, 2010. The estimated fair value per share of stock options granted during the 40 week periods ended October 4, 2011 and October 5, 2010, was $1.38 and $1.45, respectively.

5. FAIR VALUE MEASUREMENT

The carrying value of the Company s cash and cash equivalents, accounts receivable and accounts payable approximate fair value because of their short-term nature. Fair value is an exit price, representing the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants. As such, fair value is a market-based measurement that should be determined based on assumptions that market participants would use in pricing an asset or a liability. A three-tier fair value hierarchy is established as a basis for considering such assumptions and for inputs used in the valuation methodologies in measuring fair value:

Level 1: Quoted prices are available in active markets for identical assets or liabilities.

Level 2: Inputs are other than quoted prices in active markets included in Level 1, which are either directly or indirectly observable.

Level 3: Unobservable inputs that are supported by little or no market activity, therefore requiring an entity to develop its own assumptions that market participants would use in pricing.

The following table presents the Company s financial assets that were accounted for at fair value, using level 1 inputs, on a recurring basis as of October 4, 2011 and December 28, 2010 within the fair value hierarchy (in thousands):

	Level 1	Level 2	Level 3
October 4, 2011			
Assets:			
Cash invested in money market fund(1)	$ 1,428	$	$
December 28, 2010			
Assets:			
Cash invested in money market fund(2)	$ 1,825	$	$

(1) $1.4 million included in restricted cash on the consolidated balance sheet at October 4, 2011.
(2) $1.8 million included in restricted cash on the consolidated balance sheet at December 28, 2010.

The following table presents the Company s assets that were accounted for at fair value, using level 3 inputs, on a non-recurring basis and remaining on our Condensed Consolidated Balance Sheets as of October 4, 2011 and December 28, 2010. Total losses include losses recognized from all non-recurring fair value measurements for the 12 and 40 week periods ended October 4, 2011 and October 5, 2010 (in thousands):

	Level 1	Level 2	Level 3
October 4, 2011			
Assets:			

Long-lived assets[2]	$ 5,674
Total losses recognized for all non-recurring fair value measures for the 12 week period ended October 4, 2011	312
Total losses recognized for all non-recurring fair value measures for the 40 week period ended October 4, 2011	1,214
December 28, 2010	
Assets:	
Assets held for sale[1]	$ 3,877
Long-lived assets[2]	6,531
Total losses recognized for all non-recurring fair value measures for the 12 week period ended October 5, 2010	
Total losses recognized for all non-recurring fair value measures for the 40 week period ended October 5, 2010	2,293

(1) Included in prepaid expenses and other current assets on the consolidated balance sheet.

(2) Included in property, fixtures and equipment, net on the consolidated balance sheet.

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For assets that are measured using quoted prices in active markets, fair value is the published market price per unit multiplied by the number of units held without consideration of transaction costs. The Company had cash invested in money market funds and active exchange funds of $1.4 million and $1.8 million as of October 4, 2011 and December 28, 2010, respectively.

Assets held for sale consists of Company Stores that the Company expects to refranchise. Such assets are recorded at the lower of the carrying amount or fair value less cost to sell. Fair value is determined based on the purchase price in the asset purchase agreement.

6. IMPAIRMENT OF LONG LIVED ASSETS AND STORE LEASE TERMINATION AND CLOSURE COSTS

Impairment of long-lived assets

The Company reviews its entire portfolio on a regular basis. The review includes an analysis of each store s past and present operating performance combined with projected future results. Impairment charges include the write-down of long-lived assets at stores that were assessed for impairment because of management s intention to close the store or because of changes in circumstances that indicate the carrying value of an asset may not be recoverable. The Company recorded impairment charges of $0.3 million and $0 million for the 12 week periods ended October 4, 2011 and October 5, 2010, respectively. Impairment charges of $1.2 million and $2.3 million were recorded for the 40 week periods ended October 4, 2011 and October 5, 2010, respectively.

Store lease termination and closure costs

Lease termination costs consist primarily of the costs of future obligations related to closed store locations. Discounted liabilities for future lease costs and the fair value of related subleases of closed locations are recorded when the stores are closed. All other costs related to closed units are expensed as incurred. In assessing the discounted liabilities for future costs of obligations related to closed stores, the Company makes assumptions regarding amounts of future subleases. If these assumptions or their related estimates change in the future, the Company may be required to record additional exit costs or reduce exit costs previously recorded. Exit costs recorded for each of the periods presented include the effect of such changes in estimates. Lease obligations are payable through 2021, less sublease amounts. The charges are noted below.

	12 Week Period Ended		40 week Period Ended	
(In thousands)	**October 4, 2011**	**October 5, 2010**	**October 4, 2011**	**October 5, 2010**
Store lease termination and closure costs	$ 90	$ 1,072	$ 316	$ 1,793

A reconciliation of the beginning and ending store lease termination and closure accrual is as follows:

	12 Week Period Ended		40 week Period Ended	
(In thousands)	**October 4, 2011**	**October 5, 2010**	**October 4, 2011**	**October 5, 2010**
Balance, beginning of period	$ 1,144	$ 1,730	$ 3,016	$ 2,333
Provisions and Adjustments	90	1,072	316	1,793
Payments	(566)	(348)	(2,664)	(1,672)
Balance, end of period	$ 668	$ 2,454	$ 668	$ 2,454

7. INCOME TAXES

At the end of each interim period, the Company calculates an estimated annual effective tax rate based on the Company s best estimate of the tax expense (benefit) that will be provided for the full year. The income tax expense (benefit) for the period is a result of applying the estimated annual effective tax rate to the period s actual pre-tax income (loss) and adjusting for discrete tax items.

A valuation allowance is recognized if, based on the weight of available evidence, it is more-likely-than-not that some portion, or all, of the deferred tax assets will not be realized. After consideration of all the evidence, both positive and negative, management has concluded that it is not more likely than not that the deferred tax assets will be realized and a full valuation allowance has been maintained against the Company s net deferred tax assets.

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During the 12 and 40 week periods ended October 4, 2011, stock options related to certain former employees were cancelled. Once the requisite service has been provided, the prior book expense is not reversed. However, because a tax deduction will no longer be realized, there is no longer a temporary difference. The deferred income tax asset and related valuation allowance for these stock options at December 28, 2010 were adjusted during the 12 and 40 week periods ended October 4, 2011.

For the 12 and 40 week periods ended October 4, 2011, the Company recorded income tax benefit of 5.6% and 32.8%, respectively. The effective tax rates were affected by pretax income or loss, a change in the valuation allowance related to deductible temporary differences originating during the current year, the release of certain unrecognized tax benefits related to deductions, state tax credits and related interest as the statutes have expired, and the foreign withholding taxes in connection with foreign franchise revenue.

As of October 4, 2011, the Company s uncertain tax positions were reduced by approximately $229,000 in the 12 week period ended October 4, 2011 as compared with the uncertain tax positions disclosure as provided in Note 15 in the Notes to the Financial Statements in the Company s Annual Report on Form 10-K for the year ended December 28, 2010. The change was due to the expiration of the statutes of limitations and a decrease in prior year unrecognized tax benefits.

8. OTHER OPERATING, NET

Other operating, net includes gains or losses recognized in connection with the refranchise of certain Company Stores. During the 12 and 40 week periods ended October 4, 2011, the Company recognized a net loss on sale of fixed assets of refranchised stores of $0 and $0.3 million, respectively. During the 12 and 40 week period ended October 5, 2010, the Company recognized a loss on the sale of fixed assets of refranchised stores of $1.4 million and a gain of $1.8 million, respectively.

During the first fiscal quarter of 2011, the Company completed its refranchising initiative with the sale of 42 stores in the Chicago/Minnesota and Lake Tahoe markets.

9. COMMITMENTS AND CONTINGENCIES

The Company is a defendant in litigation arising in the normal course of business. Although there can be no assurance as to the ultimate disposition of these matters, it is the opinion of the Company s management, based upon the information available at this time, that the expected outcome of these matters, individually or in the aggregate, will not have a material adverse effect on the results of operations, liquidity or financial condition of the Company.

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ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

You should read the following discussion and analysis in conjunction with our financial statements and related notes included elsewhere in this report. Except for historical information, the discussion in this report contains certain forward-looking statements that involve risks and uncertainties. We have based these forward-looking statements on our current expectations and assumptions about future events. In some cases, you can identify forward-looking statements by terminology, such as may, should, could, predict, potential, continue, expect, anticipate, future, intend, plan, believe, estimate, forecast and similar expressions (or the negative of such expressions.) Forward-looking statements include, but are not limited to, statements concerning projected new store openings, 2011 revenue growth rates, and capital expenditures. Forward-looking statements are based on our beliefs as well as assumptions based on information currently available to us, including financial and operational information, the volatility of our stock price, and current competitive conditions. As a result, these statements are subject to various risks and uncertainties. For a discussion of material risks and uncertainties that the Company faces, see the discussion titled Risk Factors in our Annual Report on Form 10-K for the year ended December 28, 2010.

JAMBA, INC. OVERVIEW

Jamba, Inc. is a holding company which owns and franchises, on a global basis, Jamba Juice stores through its wholly-owned subsidiary, Jamba Juice Company. Jamba Juice Company is a leading restaurant retailer of better-for-you beverage and food offerings which include great tasting fruit smoothies, fresh juices and teas, hot oatmeal made with organic steel cut oats, fruit and veggie smoothies, Whirl ns Frozen Yogurt, breakfast wraps, salads, sandwiches, California Flatbreads , and a variety of baked goods and snacks. Jamba, Inc. was incorporated in January 2005, and went public through an initial public offering later that year. In November 2006, Jamba, Inc. completed its acquisition of Jamba Juice Company, which first began operations in 1990. As of October 4, 2011, there were 752 locations in the United States consisting of 310 Company-owned and operated stores (Company Stores) and 442 franchise-operated stores (Franchise Stores). In addition, at October 4, 2011 there were 10 international stores.

EXECUTIVE OVERVIEW

Key Overall Strategies

The BLEND Plan represents our multi-year strategic plan to transform Jamba Juice from a made-to-order smoothie company to a healthy, active lifestyle brand. The key strategic priorities of the BLEND Plan include:

- Continue to build a customer first operationally focused service culture;
- Continue to expand our beverage and food menu offerings across all four day parts (breakfast, lunch, afternoon, and dinner);
- Continue to accelerate the development of franchise and non-traditional stores;
- Continue to build a consumer products growth platform; and
- Continue to implement a disciplined expense management plan.

2011 Third Quarter Financial Highlights

- Net income was $4.1 million for the 12 weeks ended October 4, 2011 compared to net loss of $(0.8) million for the prior year period. The increase in net income represents a $4.9 million improvement and was driven primarily by:
  - A decrease in company store expenses as a percent of company store revenue, of approximately 540 basis points;

An increase in franchise and license revenue of $0.8 million; and

Decrease in general and administrative and other expenses.

Diluted earnings per share was $0.05 for the 12 weeks ended October 4, 2011, compared to loss per share of $(0.02) for the prior year period.

System-wide comparable store sales increased by 3.7% for the 12 weeks ended October 4, 2011, reflecting growth of 3.3% for Company Stores and growth of 4.2% for Franchise Stores. System-wide comparable store sales, a non-GAAP financial measure, represent the change in year-over-year sales for all Company and Franchise Stores opened for at least 13 full fiscal periods.

Total revenue decreased to $57.1 million for the 12 weeks ended October 4, 2011, compared to $66.1 million for the prior year period, primarily due to the reduction in the number of Company Stores as a result of our refranchising initiative.

11 new Franchise Stores and two new Company Stores were opened in the U.S. during the 12 weeks ended October 4, 2011.

Jamba s Korean master developer opened an additional four Jamba Juice stores in South Korea during the 12 weeks ended October 4, 2011.

2011 Third Quarter Business Highlights

Store Sales

Sales at system-wide Jamba Juice Stores opened more than thirteen full fiscal periods increased 3.7% in the quarter, reflecting increases of 3.3% for Company Stores and 4.2% for Franchise Stores compared to the prior year period. For Company Stores, this increase reflects our fourth consecutive quarter of positive Company Store comparable stores sales growth and eight out of ten quarters of sequential improvement in Company Store comparable store sales. The increase in Company Store comparable sales in the third quarter was largely attributable to an average ticket increase related to a price increase applied in the previous quarter and to more efficient marketing and promotional initiatives.

We continue to focus on expanding our beverage and food offerings with the goal of driving sales by increasing average check, traffic, and attachment rates. During the quarter, we expanded our Whirl ns Frozen Yogurt line into an additional 27 stores. Whirl ns is now available in 157 of our Company Stores in California. We focused on the better-for-you attributes of our products and reinforcing our position as a leading healthy, active lifestyle brand by highlighting our portfolio of more than 22 smoothies under 250 calories. We believe our focus on (1) optimizing media and digital marketing platforms and (2) value offerings and relevant price promotions contributed to our success in increasing sales across all day-parts.

At the start of 2011, we launched a new customer engagement program that provides us with real-time customer feedback. During the quarter, we posted our best performance to date in overall guest satisfaction and have improved our metrics each quarter since the program launched. Despite the continued macro-economic challenges, we believe our strategy to transform the Company will continue to drive sales improvement across the system.

Franchising

During the third quarter, we opened 11 new domestic Franchise Stores, consisting of two traditional venues and nine non-traditional venues. Our system has approximately 60% Franchise Stores and approximately 40% Company Stores at the end of the third quarter.

We believe a more heavily franchised business model requires less capital investment and reduces the volatility of cash flow performance over time. We expect our franchising effort to result in lower total revenue for fiscal 2011 as we trade retail sales at Company Stores for royalties and franchise fees to be received from our franchisees globally.

During the quarter, we began testing a new growth concept called JambaGo , which provides a limited menu of our most popular smoothies and allows Jamba to expand brand availability through multi-unit locations in K-12 schools, colleges and universities, and other non-traditional venues. We are currently testing JambaGo in 15 locations.

Our Korean master developer opened four new Jamba Juice locations in South Korea, bringing their total number of stores to nine. We continue to actively pursue international development opportunities. Subsequent to the end of the quarter, our partners in Canada opened their first store in Toronto.

As of October 4, 2011, we have a total of 777 Jamba Juice locations, on a global basis, including the 15 JambaGo test locations. We expect to have opened at least 80 locations, globally, during fiscal year 2011.

Store-level Margins

During the third quarter, our Company Store-level margins increased as compared to the prior year period primarily due to our continued diligent focus on labor and store operating expense initiatives, leverage in our fixed costs as a result of our increased comparable store sales, and improved cost of sales. While we have locked in pricing for several major commodity contracts for the remainder of 2011, we expect price pressure on our cost of sales to continue in areas such as dairy, fuel and other commodities. We continue to focus on cost savings initiatives to help mitigate cost increases.

Consumer Products

During the third quarter, we continued to make progress gaining additional points of distribution for our existing product lines. We signed a new licensing agreement with Bare Fruit LLC to produce three varieties of bake-dried, all-natural fruit chip snacks, which we anticipate will be in distribution by year end. With over 30 individual Jamba products on shelves in retail outlets across all 50 states, totaling approximately 28,000 points of retail distribution, we are generating increasing levels of royalty revenue as well as increasing consumer brand awareness. We believe the Jamba consumer products licensing program represents a strategic growth opportunity for us, and we intend to actively pursue additional licensing opportunities.

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RESULTS OF OPERATIONS 12 WEEK PERIOD ENDED OCTOBER 4, 2011 AS COMPARED TO 12 WEEK PERIOD ENDED OCTOBER 5, 2010 (UNAUDITED)

	12 Week Period Ended			
(In thousands)	**October 4, 2011**	**% (1)**	**October 5, 2010**	**% (1)**
Revenue:				
Company stores	$ 54,102	94.8%	$ 63,922	96.7%
Franchise and other revenue	2,976	5.2%	2,167	3.3%
Total revenue	57,078	100.0%	66,089	100.0%
Costs and operating expenses:				
Cost of sales	11,808	21.8%	15,042	23.5%
Labor	14,565	26.9%	19,665	30.8%
Occupancy	6,802	12.6%	8,564	13.4%
Store operating	8,539	15.8%	9,461	14.8%
Depreciation and amortization	2,805	4.9%	3,085	4.7%
General and administrative	7,398	13.0%	8,087	12.2%
Impairment of long-lived assets	312	0.5%		0.0%
Other operating, net	924	1.6%	2,655	4.0%
Total costs and operating expenses	53,153	93.1%	66,559	100.7%
Income from operations	3,925	6.9%	(470)	(0.7)%
Other expense, net:				
Interest income	99	0.2%	21	0.0%
Interest expense	(117)	(0.2)%	(145)	(0.2)%
Total other expense, net	(18)	0.0%	(124)	(0.2)%
Income (loss) before income taxes	3,907	6.9%	(594)	(0.9)%
Income tax benefit (expense)	217	0.4%	(174)	(0.3)%
Net income (loss)	4,124	7.3%	(768)	(1.2)%
Preferred stock dividends and deemed dividends	(489)	(0.9)%	(659)	(1.0)%