



Information is compiled directly from the March 30, 2018 Arby's FDD

Average Unit Volume (AUV) for Licensed Mature Restaurants

Type of Restaurant	Number of U.S. Restaurants	Average	Median	Highest	Lowest	#/% of Restaurants Above Average
Freestanding						
Inspire	349	\$ 1,172,028	\$ 1,130,272	\$ 2,195,563	\$ 492,230	155 / 44%
Pinnacle/PM	1,110	1,107,671	1,059,773	2,923,026	321,105	482 / 43%
Others - Free-Standing	276	987,589	931,709	2,396,107	316,678	112 / 41%
Non-Freestanding						
Travel Plaza	108	1,441,582	1,414,978	2,312,227	411,114	51 / 47%
End Cap/In Line/Store Front	30	895,965	864,247	1,483,126	399,622	10 / 33%
Mall	20	515,725	472,711	829,190	229,311	8 / 40%
Airport	4	1,181,592	979,342	2,373,160	394,524	2 / 50%
C-Store	89	870,545	843,586	1,747,873	268,157	38 / 43%
Others - Non-Freestanding	29	669,551	551,577	2,209,971	347,676	10 / 34%

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Average Unit Volume (AUV) for Company-Owned Mature Restaurants

Type of Restaurant	Number of U.S. Restaurants	Average	Median	Highest	Lowest	#/% of Restaurants Above Average
Freestanding						
Inspire	315	\$ 1,185,046	\$ 1,137,962	\$ 2,390,028	\$ 612,136	136 / 43%
Pinnacle/PM	555	1,234,272	1,215,161	2,952,695	441,988	256 / 46%
Others - Free-Standing	129	1,171,697	1,102,246	2,060,220	576,152	57 / 44%
Non-Freestanding						
Travel Plaza	2	913,746	913,746	934,026	893,466	0 / 0%
End Cap/In Line/Store Front	16	962,749	977,557	1,723,073	532,361	6 / 38%
Mall	1	669,771	669,771	669,771	669,771	0 / 0%
C-Store	3	887,859	899,425	1,209,385	554,768	2 / 67%
Others - Non-Freestanding	2	677,303	677,303	873,518	481,087	1 / 50%

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