

Net Lease Investment Team

The Restaurant Experts

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INTERNATIONAL

Information is pulled directly from the
February 20, 2018 Jack in the Box FDD

Average Sales for the 12-Month Period Ended September 30, 2017

	Below \$1,000,000	\$1,000,000 to \$1,250,000	\$1,250,000 to \$1,500,000	\$1,500,000 to \$1,750,000	\$1,750,000 and above	Total/ Average
Number of Restaurants	254 15%	294 17%	406 24%	292 17%	440 26%	1,683 100%
Average Sales	\$836,044 100.00%	\$1,130,572 100.00%	\$1,376,470 100.00%	\$1,617,093 100.00%	\$2,078,614 100.00%	\$1,476,369 100.00%
Cost of Sales	\$241,151 28.8%	\$315,129 27.9%	\$377,712 27.4%	\$439,697 27.2%	\$562,010 27.0%	\$404,898 27.4%
Total Labor Costs	\$284,668 34.0%	\$352,486 31.2%	\$403,344 29.3%	\$464,332 28.7%	\$561,268 27.0%	\$428,179 29.0%
Gross Profit	\$310,225 37.1%	\$462,957 40.9%	\$595,413 43.3%	\$713,064 44.1%	\$955,336 46.0%	\$643,292 43.6%
Total Operating Costs	\$322,132 38.5%	\$391,094 34.6%	\$447,544 32.5%	\$503,264 31.1%	\$621,521 29.9%	\$473,635 32.1%
Operating Margin	\$-11,908 -1.4%	\$71,863 6.4%	\$147,869 10.7%	\$209,800 13.0%	\$333,815 16.1%	\$169,657 11.5%
# and % of Restaurants in Sales Range that Met or Exceeded Operating Margin	135 53%	151 51%	203 50%	152 52%	208 47%	848 50%

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