

Information is pulled directly from
the April 27, 2018 Burger King FDD

Percentage of Restaurants at Sales Level

Annual Sales Level Range	Traditional		Non-Traditional	
	Consolidated	BKC-Owned	Franchisee-Owned	Franchisee-Owned
Above \$1.7M	19.7%	30.4%	19.6%	13.0%
\$1.5M-\$1.7M	14.5%	23.9%	14.4%	8.0%
\$1.3M-\$1.5M	19.2%	19.6%	19.2%	8.5%
\$1.1M-\$1.3M	20.5%	17.4%	20.6%	13.4%
\$0.9M-\$1.1M	16.5%	4.3%	16.5%	17.5%
\$0.7M-\$0.9M	7.8%	2.2%	7.8%	13.2%
Below \$0.7M	1.8%	2.2%	1.8%	26.6%
Total	6,066	46	6,020	779
Mean Average Sales	\$1,387,806	\$1,524,513	\$1,386,762	\$1,136,549
Median Sales	\$1,331,483	\$1,530,743	\$1,329,570	\$1,016,816
High Annual Sales		\$2,229,404	\$4,227,860	\$5,981,074
Low Annual Sales		\$693,567	\$149,884	\$206,730

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Annual Sales Level Range	Full Size		Large	
	Number of franchised restaurants	Percentage of Total Sales	Number of franchised restaurants	Percentage of Total Sales
Above \$1.7M	4	4%	8	6.3%
\$1.5M-\$1.7M	9	8.9%	14	11.1%
\$1.3M-\$1.5M	13	12.9%	13	10.3%
\$1.1M-\$1.3M	23	22.8%	25	19.8%
\$0.9M-\$1.1M	28	27.7%	32	25.4%
\$0.7M-\$0.9M	7.8%	2.2%	7.8%	13.2%
Below \$0.7M	5	5%	14	11.1%
Total	101	100%	126	100%
Mean Average Sales	\$1,129,102		\$1,134,512	
Median Sales	\$1,078,213		\$1,078,956	
High Annual Sales	\$2,025,991		\$2,315,537	
Low Annual Sales	\$500,794		\$478,449	

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Annual Sales Level Range	Small		Kiosk	
	Number of franchised restaurants	Percentage of Total Sales	Number of franchised restaurants	Percentage of Total Sales
Above \$1.7M	4	16.7%	0	0%
\$1.5M-\$1.7M	2	8.3%	2	9.5%
\$1.3M-\$1.5M	1	4.2%	6	28.6%
\$1.1M-\$1.3M	2	8.3%	2	9.5%
\$0.9M-\$1.1M	6	25%	4	19%
\$0.7M-\$0.9M	7	29.2%	4	19%
Below \$0.7M	2	8.3%	3	14.3%
Total	24	100%	21	100%
Mean Average Sales	\$1,139,283		\$1,080,888	
Median Sales	\$992,907		\$1,068,405	
High Annual Sales	\$2,041,752		\$1,664,697	
Low Annual Sales	\$575,894		\$457,605	

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