

## Net Lease Investment Team

The Restaurant Experts

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Website

Colliers  
INTERNATIONAL

Information is pulled directly from  
the December 13, 2018 Sonic FDD

### Statement of Average Gross Sales for 2017-2018 Traditional & Non-Traditional Drive-Ins (\$ in Thousands)

	Number of Sonic Restaurants in Group	Average Gross Sales	Gross Sales Range (\$)	% / # of Sonic Restaurants that Attained or Surpassed the Average Gross Sales
August 31, 2018				
Company Drive-Ins	176	\$1,181	526 to 2,325	44% / 78
Franchise Drive-Ins	3,319	\$1,261	369 to 4,267	43% / 1,418
Total of Company and Franchise Drive-Ins	3,495	\$1,257	369 to 4,267	43% / 1,504
August 31, 2017				
Company Drive-Ins	223	\$1,156	506 to 2,290	44% / 98
Franchise Drive-Ins	3,227	\$1,259	164 to 4,111	43% / 1,383
<b>Total of Company and Franchise Drive-Ins</b>	<b>3,450</b>	<b>\$1,252</b>	<b>164 to 4,111</b>	<b>43% / 1,475</b>

THE PERFORMANCE RESULTS INCLUDED IN THIS ITEM RELATE TO HISTORICAL RESULTS AND ARE NOT THE ACTUAL OR PROBABLE PERFORMANCE RESULTS THAT YOU SHOULD EXPECT TO ACHIEVE THROUGH THE OPERATION OF YOUR SONIC RESTAURANT. YOU ARE LIKELY TO ACHIEVE RESULTS THAT ARE DIFFERENT, POSSIBLY SIGNIFICANTLY AND ADVERSELY, FROM THE RESULTS SHOWN.

#### Contact Our Team:

**PETER BLOCK**  
Executive Vice President  
peter.block@colliers.com

**JOSEPH AUSTIN**  
Vice President  
joseph.austin@colliers.com

**MARSHALL BURKE**  
Senior Director  
marshall.burke@colliers.com

**CHRISTIAN PERA**  
Associate  
christian.pera@colliers.com

**SETH GILFORD**  
Associate  
seth.gilford@colliers.com

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### Average Gross Sales per Gross Sales Level for Traditional Franchise Drive-Ins (\$ in Thousands)

Gross Sales (\$)	Number of Drive-Ins	Drive-Ins at this Level	Average Gross Sales	% / #of Drive-Ins that Attained or Surpassed the Average Gross Sales
\$2,000 and above	227	7	\$2,326	37% / 83
\$1,750 to \$2,000	234	7	\$1,856	44% / 102
\$1,500 to \$1,750	387	12	\$1,620	48% / 186
\$1,250 to \$1,500	605	18	\$1,363	49% / 299
\$1,000 to \$1,250	808	24	\$1,118	48% / 386
\$750 to \$1,000	748	23	\$885	53% / 397
Below \$750	297	9	\$653	61% / 181
<b>Total</b>	<b>3,306</b>	<b>100</b>	<b>\$1,262</b>	<b>43% / 1,409</b>

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### Average Gross Sales by Geographic Location

Region	Number of Sonic Drive-Ins	Sonic Drive-Ins at this Level (%)	Average Gross Sales	% / # of Drive-Ins that Attained or Surpassed the Average Sales
Midwest	38	17	\$1,084	45% / 17
Northeast	21	10	\$1,697	38% / 8
South	122	56	\$1,233	43% / 53
West	36	17	\$1,398	56% / 20
<b>Total</b>	<b>217</b>	<b>100</b>	<b>\$1,279</b>	<b>44% / 95</b>

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