



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

Monthly Gross Sales for New Restaurants

| Type of Tenancy | Average Monthly Sales | Median Monthly Sales | Highest Monthly Sales | Lowest Monthly Sales | # / % Restaurants Above Average |
|-----------------------------|-----------------------|----------------------|-----------------------|----------------------|---------------------------------|
| Licensed Free-Standing | \$83,806 | \$86,439 | \$125,907 | \$45,167 | 23 / 56% |
| Licensed Other | \$83,024 | \$81,312 | \$148,171 | \$38,054 | 12 / 50% |
| Licensed Inspire | \$81,672 | \$85,084 | \$125,907 | \$41,253 | 27 / 53% |
| Licensed Travel Plaza | \$112,787 | \$117,181 | \$148,171 | \$64,218 | 5 / 56% |
| Company-Owned Free-Standing | \$109,397 | \$104,231 | \$141,451 | \$80,162 | 2 / 29% |
| Company-Owned Other | \$82,161 | \$96,722 | \$102,416 | \$60,474 | 3 / 50% |
| Company-Owned Inspire | \$96,826 | \$96,722 | \$141,451 | \$60,474 | 6 / 46% |

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