



Information is pulled directly from the April 3, 2018 Dunkin' Donuts FDD

Average Cost of Goods Sold and Labor Costs					
Regions	Total # of Restaurants in Sample	Average Cost of Goods Sold	% Restaurants with Cost of Goods Sold at or Below the Average Shown	Average Labor Cost	% Restaurants with Labor at or Below the Average Shown
<b>Single Branded Restaurants for 11/1/2016 to 10/31/2017</b>					
Northeast	3,917	25.7%	54.8%	27.7%	55.6%
Midwest	555	29.5%	54.1%	27.2%	52.4%
South	1,054	29.4%	53.5%	27.1%	56.7%
West	119	29.7%	56.3%	30.6%	58.8%
<b>Total U.S.</b>	<b>5,645</b>	<b>26.8%</b>	<b>56.4%</b>	<b>27.6%</b>	<b>55.5%</b>
<b>Dunkin Donuts/Baskin Robbins Combo Restaurants for 11/1/2016 to 10/31/2017</b>					
Northeast	444	26.3%	55.2%	27.3%	57.9%
Midwest	301	29.5%	58.1%	25.9%	51.8%
South	361	29.7%	52.9%	27.3%	59.6%
West	N/A	N/A	N/A	N/A	N/A
<b>Total U.S.</b>	<b>1,114</b>	<b>28.3%</b>	<b>53.1%</b>	<b>27.0%</b>	<b>57.5%</b>

The sales figures are compiled by using historical sales that are reported to us by franchisees. We have not audited or verified the reports. We provide you sales data that includes average sales and the percentage of Restaurants reporting who have actually attained or surpassed the stated average.

**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