



ITEM 19

FINANCIAL PERFORMANCE REPRESENTATIONS

	2016		2015	
	DOLLARS	PERCENT OF NET SALES	DOLLARS	PERCENT OF NET SALES
Sales	\$1,459,541	100.0%	\$1,376,622	100.0%
Food & Paper	\$403,295	27.6%	\$393,157	28.6%
Labor	\$373,270	25.6%	\$335,191	24.3%
Benefits	\$88,161	6.0%	\$79,558	5.8%
Utilities	\$47,927	3.3%	\$49,026	3.6%
Repairs & Supplies	\$46,377	3.2%	\$44,591	3.2%
Miscellaneous	\$26,183	1.8%	\$23,332	1.7%
Controllable Expenses	\$985,213	67.5%	\$924,855	67.2%
Controllable Profit	\$474,328	32.5%	\$451,767	32.8%
Advertising	\$58,382	4.0%	\$55,065	4.0%
Local Advertising	\$178	0.0%	\$168	0.0%
Insurance	\$4,910	0.3%	\$5,599	0.4%
OPERATING PROFIT BEFORE RENT AND REAL ESTATE TAXES	\$410,858	28.2%	\$390,935	28.4%

The above mentioned amounts represent the average sales and operating figures of all freestanding company-operated Del Taco restaurants for the 53 and 52 weeks ended January 3, 2017 and December 29, 2015, respectively, that we have operated for at least one year. In fiscal year 2016, of the 286 restaurants, 137 restaurants (48%) had sales in excess of the \$1,459,541 average, and 144 restaurants (50%) had operating profit before rent and real estate taxes in excess of the \$410,858 average. The freestanding company-owned Del Taco restaurants operate in Arizona (3), California (239), Georgia (6), Nevada (36) and Oklahoma (2). In fiscal year 2015, of the 281 restaurants, 143 restaurants (51%) had sales in excess of the \$1,376,622 average, and 143 restaurants (51%) had operating profit before rent and real estate taxes in excess of the \$390,935 average. The freestanding Del Taco restaurants operate in Arizona (3), California (237), Georgia (5), Nevada (34) and Oklahoma (2).

At the end of our most recent fiscal year ended January 3, 2017, we had a total of 310 company-owned restaurants. Of those, 300 constitute freestanding restaurants and 286 of which we have operated for more than one year.

We do not intend for you to use the following amounts as a forecast of results or to represent the results that any franchised restaurant may achieve. Your results likely will differ from the amounts listed below. Some of our restaurants have achieved the operating sales listed below. However, we cannot give any assurance that you will do as well. If you rely on the following amounts, you must accept the risk that that you might not do as well. Accordingly, you should review the following information only as reference material for your use with other information described in this Disclosure Document. We will substantiate the data used in preparing the following amounts on your request. We urge you to consult with your financial, tax and legal advisors regarding the information listed below. For complete information, please refer to the May 1, 2017 Franchise Disclosure Document (FDD).