



ITEM 19

FINANCIAL PERFORMANCE REPRESENTATIONS

	2017(1)		2016(1)	
	DOLLARS	PERCENT OF NET SALES	DOLLARS	PERCENT OF NET SALES
Sales	\$1,497,155	100.0%	\$1,459,541	100.0%
Food & Paper (5)	\$414,574	27.7%	\$403,295	28.6%
Labor (6)	\$394,198	26.3%	\$373,270	24.3%
Benefits (7)	\$91,200	6.1%	\$88,161	5.8%
Utilities (8)	\$46,476	3.1%	\$47,927	3.6%
Repairs & Supplies	\$50,395	3.4%	\$46,377	3.2%
Miscellaneous (9)	\$27,808	1.9%	\$26,183	1.7%
Controllable Expenses	\$1,024,651	68.4%	\$985,213	67.2%
Controllable Profit (10)	\$472,504	31.6%	\$474,328	32.8%
Advertising (11)	\$59,886	4.0%	\$58,382	4.0%
Local Advertising	\$260	0.0%	\$178	0.0%
Insurance (12)	\$5,167	0.3%	\$4,910	0.4%
Operating Profit Before Rent and Real Estate Taxes (13)	\$407,191	27.2%	\$410,858	28.4%
Imputed Royalty (5%)	\$74,858		\$72,977	

The above mentioned amounts represent the average sales and operating figures of all freestanding company-operated Del Taco restaurants for the 52 and 53 weeks ended January 2, 2018 and January 3, 2017 respectively, that we have operated for at least one year. In fiscal year 2017, of the 290 restaurants, 139 restaurants (48%) had sales in excess of the \$1,497,155 average and 145 restaurants (50%) had operating profit before rent and real estate taxes in excess of the \$407,191 average. The company-owned Del Taco restaurants operate in Arizona (3), California (241), Georgia (5), Nevada (38) and Oklahoma (3). In fiscal year 2016, of the 286 restaurants, 137 (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.

At the end of our most recent fiscal year ended January 2, 2018, we had a total of 312 company-owned restaurants. Of those, 303 constitute freestanding restaurants and 290 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.