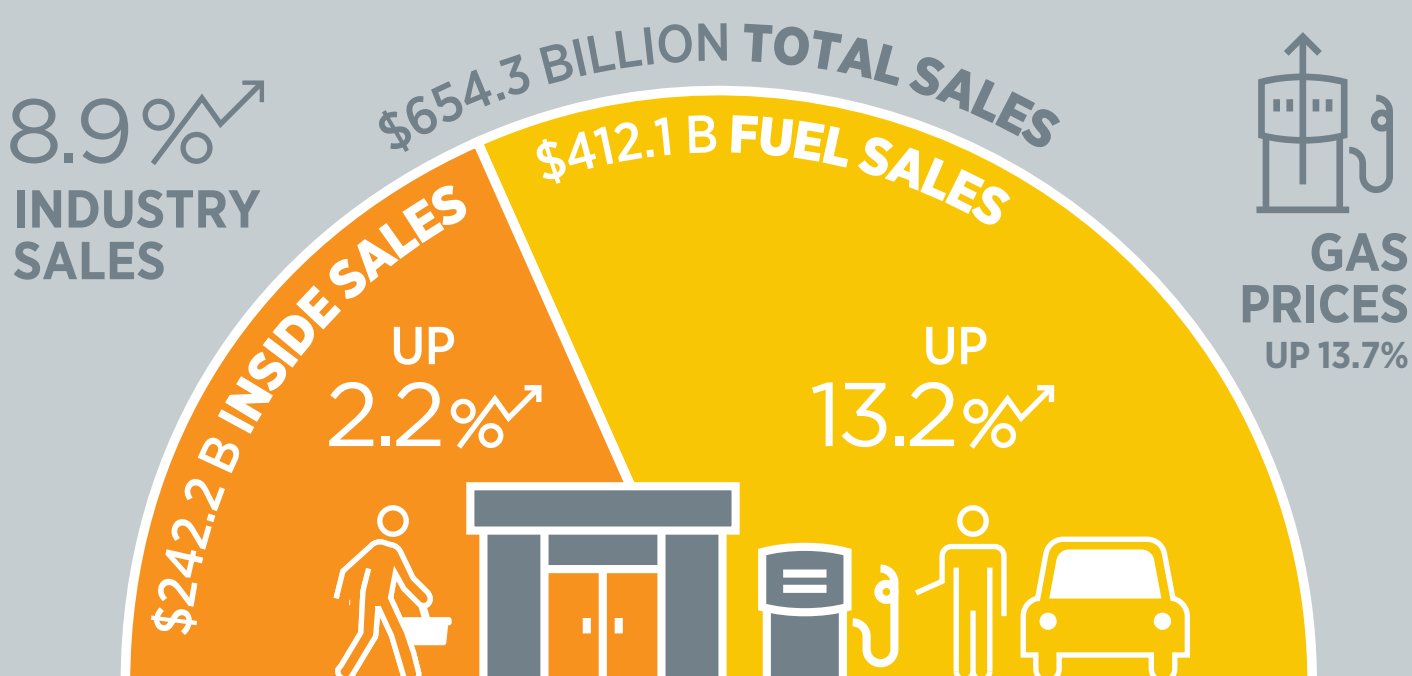


2018 DATA

Strong Sales for Convenience Stores

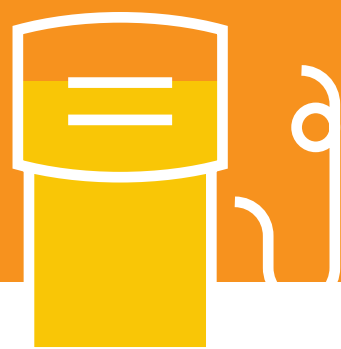
U.S. convenience stores experienced record in-store sales in 2018, per newly released NACS State of the Industry data.



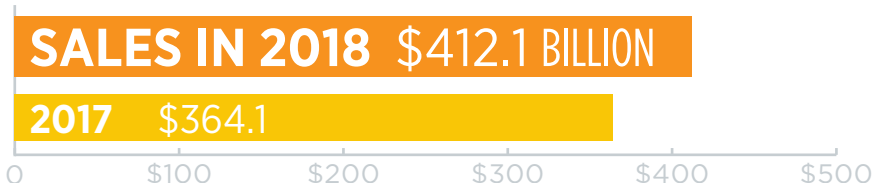
Industry Snapshot

FUEL

Convenience stores sell about 80% of the fuel purchased in the United States



FUEL SALES



FUEL MARGINS



AVERAGE GAS PRICES



FUEL TREND
 Convenience stores reported a **13.2% increase in fuel sales** in 2018.



165 MILLION CUSTOMERS

go to a convenience store every day



153,237 STORES



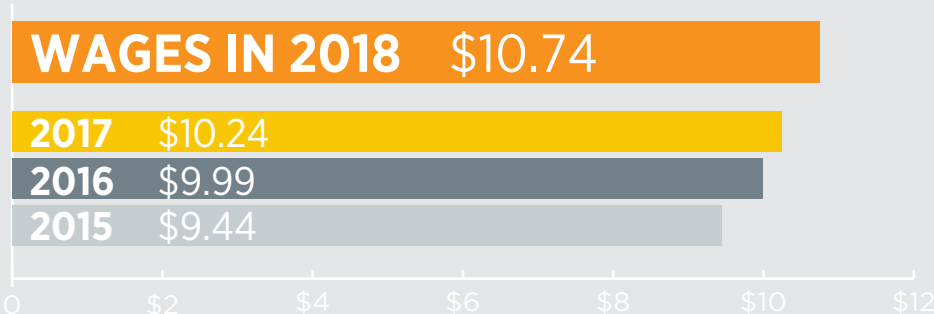
97,643 SINGLE-STORE OPERATORS

LABOR

Convenience stores employed 2.36 million people in 2018



AVERAGE HOURLY WAGE: STORE ASSOCIATE



4.4% WAGES UP

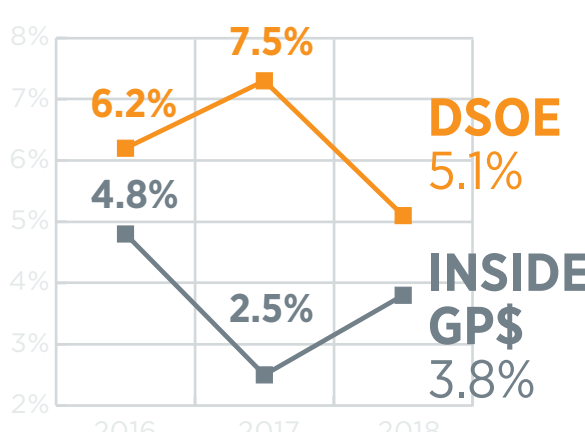
TURNOVER
 for store associates was 118%, down from 121% in 2017.

Source: NACS Compensation Report® of 2018 Data

DIRECT STORE OPERATING EXPENSES



Labor > Healthcare, Wages, Payroll Taxes

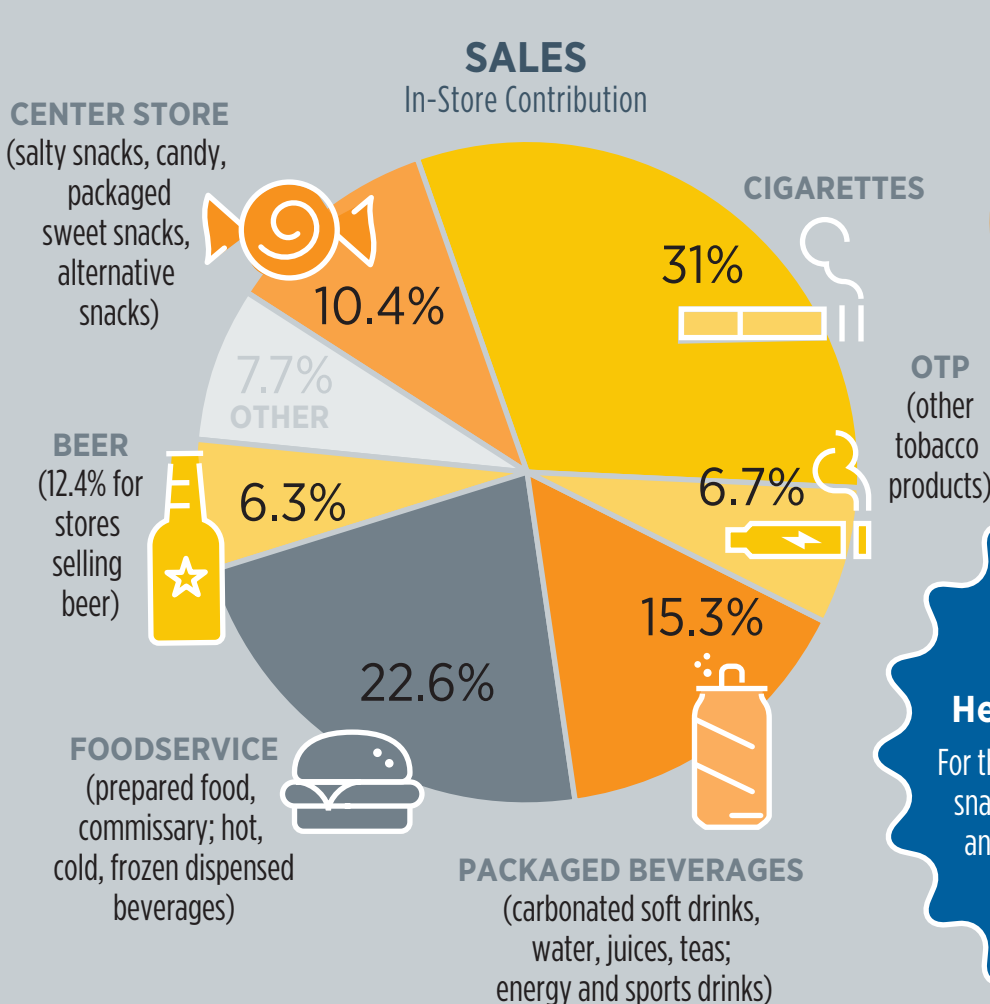


Comparing inside GP\$ and DSOE



KEY CATEGORIES

In-store categories in 2018



80%
Top 10 in-store categories comprise 80% of all in-store sales

Healthy Snacking Trend
 For the 4th consecutive year, alternative snacks, a category driven by protein- and energy-rich items, reached the top 10 in-store merchandise categories.



Sources: NACS State of the Industry Compensation Report® of 2018 Data; NACS State of the Industry Report® of 2018 Data; 2019 NACS/Nielsen Convenience Industry Store Count