

|                                          |                  |                  |                  |
|------------------------------------------|------------------|------------------|------------------|
| International                            | <u>176,396</u>   | <u>200,933</u>   | <u>217,568</u>   |
| Total revenues                           | <u>1,570,894</u> | <u>1,652,193</u> | <u>1,678,439</u> |
| <b>COST OF SALES:</b>                    |                  |                  |                  |
| Domestic company-owned stores            | 278,297          | 267,066          | 247,391          |
| Domestic supply chain                    | 778,510          | 831,665          | 843,329          |
| International                            | <u>75,498</u>    | <u>82,946</u>    | <u>86,381</u>    |
| Total cost of sales                      | <u>1,132,305</u> | <u>1,181,677</u> | <u>1,177,101</u> |
| OPERATING MARGIN                         | 438,589          | 470,516          | 501,338          |
| GENERAL AND ADMINISTRATIVE               | <u>210,887</u>   | <u>211,371</u>   | <u>219,007</u>   |
| INCOME FROM OPERATIONS                   | 227,702          | 259,145          | 282,331          |
| INTEREST INCOME                          | 244              | 296              | 304              |
| INTEREST EXPENSE                         | (96,810)         | (91,635)         | (101,448)        |
| OTHER                                    | <u>7,809</u>     | =                | =                |
| INCOME BEFORE PROVISION FOR INCOME TAXES | 138,945          | 167,806          | 181,187          |
| PROVISION FOR INCOME TAXES               | <u>51,028</u>    | <u>62,445</u>    | <u>68,795</u>    |
| NET INCOME                               | \$ 87,917        | \$ 105,361       | \$ 112,392       |