



## Convenience & Gas

Growing and consolidating retail sector continues to evolve with increasingly sophisticated retail operations

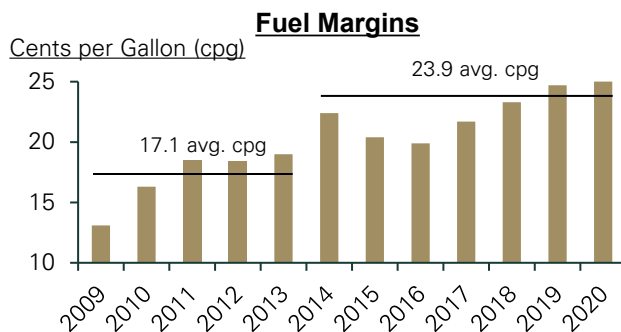
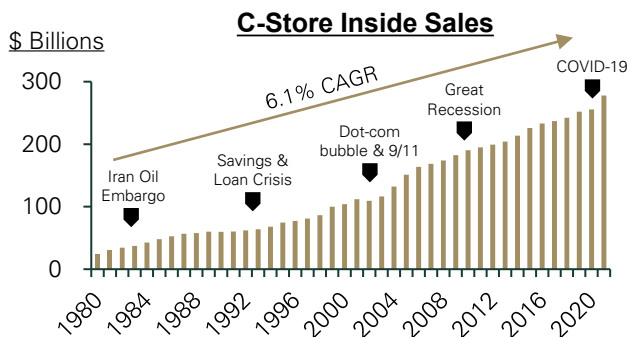
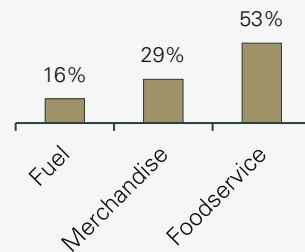
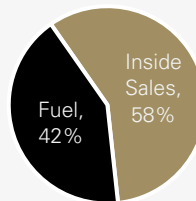
**74.4%**  
OF TOTAL ABR  
(as of March 31, 2022)

- 1) Modern c-store blurring the lines between convenience, drug, dollar, grocery, liquor and QSR
- 2) Improving profitability through expanded foodservice and higher margin product offerings, new rewards programs and loyalty apps, and increased fuel margins buoyed by dynamic pricing
- 3) New store growth and continued sector consolidation driving real estate investment opportunities for Getty

### C-Store Profits

Gross Profit Contribution

Gross Profit Margins



Note: All data and charts sourced from the NACS State of the Industry Report of 2020 data, except 2021 C-Store Inside Sales sourced from NACS press release "U.S. Convenience Store Sales, Performance at Pre-Pandemic Levels" dated April 13, 2022.