

Historical Company Sales & Franchise & Other Revenues

Company Sales					
Chili's					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'14	\$581.6	\$576.7	\$645.8	\$639.8	\$2,443.9
F'15	\$600.1	\$602.0	\$662.9	\$638.2	\$2,503.2
F'16	\$653.1	\$651.0	\$703.5	\$747.3	\$2,754.9
F'17	\$648.6	\$632.1	\$689.6	\$682.9	\$2,653.2
Maggiano's					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'14	\$82.9	\$107.7	\$93.4	\$95.2	\$379.2
F'15	\$86.8	\$115.8	\$98.8	\$100.2	\$401.6
F'16	\$87.4	\$114.7	\$101.6	\$108.1	\$411.8
F'17	\$88.8	\$116.6	\$101.0	\$102.9	\$409.3
Total Company Sales					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'14	\$664.5	\$684.4	\$739.2	\$735.0	\$2,823.1
F'15	\$686.9	\$717.8	\$761.7	\$738.4	\$2,904.8
F'16	\$740.5	\$765.7	\$805.1	\$855.4	\$3,166.7
F'17	\$737.4	\$748.7	\$790.6	\$785.8	\$3,062.6

Franchise and Other Revenues ⁽¹⁾					
Royalties					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'14	\$15.8	\$16.1	\$17.1	\$17.6	\$66.6
F'15 ⁽²⁾	\$16.4	\$16.9	\$17.5	\$17.7	\$68.6
F'16 ⁽²⁾	\$13.7	\$14.0	\$14.3	\$14.0	\$55.9
F'17	\$13.6	\$13.1	\$13.5	\$13.6	\$53.8
Other Revenues					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'14	\$4.4	\$5.2	\$3.0	\$7.3	\$19.9
F'15 ⁽²⁾	\$7.7	\$8.2	\$5.0	\$8.1	\$29.0
F'16 ⁽²⁾	\$8.4	\$8.9	\$5.2	\$12.3	\$34.9
F'17	\$7.5	\$9.2	\$6.5	\$11.2	\$34.4
Total Franchise and Other Revenues					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'14	\$20.2	\$21.3	\$20.1	\$24.9	\$86.5
F'15	\$24.1	\$25.1	\$22.5	\$25.8	\$97.5
F'16	\$22.1	\$22.9	\$19.5	\$26.3	\$90.8
F'17	\$21.1	\$22.3	\$20.0	\$24.8	\$88.2

Total Revenues					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'14	\$684.7	\$705.7	\$759.3	\$759.9	\$2,909.5
F'15	\$711.0	\$742.9	\$784.2	\$764.2	\$3,002.3
F'16	\$762.6	\$788.6	\$824.6	\$881.7	\$3,257.5
F'17	\$758.5	\$771.0	\$810.6	\$810.7	\$3,150.8

(1) Franchise and other revenues primarily includes royalties and other revenues related to development fees and franchise fees, banquet service charge income, gift card activity (breakage and discounts), tabletop device revenue, Chili's retail food product royalties and delivery fee income. Beginning in fiscal 2015, income primarily related to Maggiano's delivery is included in Franchise and other revenues on the consolidated statement of comprehensive income. This income was previously included in Restaurant expenses. The prior year consolidated statement of comprehensive income has been adjusted to conform to the fiscal 2015 presentation. This adjustment has no effect on net income previously reported.

(2) Reclassifications have been made between royalties and other revenues in each quarter of fiscal 2015, as well as the first quarter of fiscal 2016, to conform with the current classification.