



**BRINKER INTERNATIONAL, INC.**  
**Historical Company Sales & Franchise and Other Revenues**  
(In millions)

Company Sales						Franchise and Other Revenues <sup>(1)</sup>					
Chili's						Royalties					
	Q1	Q2	Q3	Q4	Total		Q1	Q2	Q3	Q4	Total
F'16	\$653.1	\$651.0	\$703.5	\$747.3	\$2,754.9	F'16 <sup>(2)</sup>	\$13.7	\$14.0	\$14.3	\$14.0	\$55.9
F'17	\$648.6	\$632.1	\$689.6	\$682.9	\$2,653.2	F'17	\$13.6	\$13.1	\$13.5	\$13.6	\$53.8
F'18	\$627.6	\$623.6	\$688.9	\$688.2	\$2,628.3	F'18	\$13.0	\$13.4	\$13.5	\$13.5	\$53.4
F'19	\$640.3				\$640.3	F'19	\$12.9				\$12.9
Maggiano's						Other Revenues					
	Q1	Q2	Q3	Q4	Total		Q1	Q2	Q3	Q4	Total
F'16	\$87.4	\$114.7	\$101.6	\$108.1	\$411.8	F'16 <sup>(2)</sup>	\$8.4	\$8.9	\$5.2	\$12.3	\$34.9
F'17	\$88.8	\$116.6	\$101.0	\$102.9	\$409.3	F'17	\$7.5	\$9.2	\$6.5	\$11.2	\$34.4
F'18	\$89.3	\$119.1	\$101.6	\$103.2	\$413.2	F'18	\$9.4	\$10.3	\$8.5	\$12.2	\$40.4
F'19	\$88.0				\$88.0	F'19 (ASC 606)	\$12.6				\$12.6
Total Company Sales						Total Franchise and Other Revenues					
	Q1	Q2	Q3	Q4	Total		Q1	Q2	Q3	Q4	Total
F'16	\$740.5	\$765.7	\$805.1	\$855.4	\$3,166.7	F'16	\$22.1	\$22.9	\$19.5	\$26.3	\$90.8
F'17	\$737.4	\$748.7	\$790.6	\$785.8	\$3,062.6	F'17	\$21.1	\$22.3	\$20.0	\$24.8	\$88.2
F'18	\$716.9	\$742.7	\$790.5	\$791.4	\$3,041.5	F'18	\$22.4	\$23.7	\$22.0	\$25.7	\$93.8
F'19	\$728.3				\$728.3	F'19 (ASC 606)	\$25.5				\$25.5

<sup>(1)</sup> Franchise and other revenues includes royalties, advertising fees (effective Q1 F'19), development fees, franchise fees, Maggiano's banquet service charge income, gift card breakage, service fees and discount costs from third-party gift card sales, digital entertainment revenue, delivery fee income, and retail royalty revenues. Effective Q1 F'19, we adopted the new accounting revenue standard, ASU 2014-09, Revenue from Contracts with Customers (Topic 606), that impacted certain items within the "Other Revenues" category including the timing of revenue recognition for development and franchise fees and gift card breakage, as well as now recognizing advertising fees from franchisees gross within this caption (previously presented net of related advertising expenses within Restaurant expenses). Prior periods continue to be reflected under the previous revenue standards. Please refer to our Q1 F'19 10-Q for further details.

<sup>(2)</sup> Reclassifications have been made between Royalties and Other Revenues in the first quarter of fiscal 2016, to conform with the current classifications.

Total Revenues					
	Q1	Q2	Q3	Q4	Total
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
F'18	\$739.3	\$766.4	\$812.5	\$817.1	\$3,135.3
F'19 (ASC 606)	\$753.8				\$753.8