



BRINKER INTERNATIONAL, INC.
Company-Owned Comparable Restaurant Sales⁽¹⁾
(percentages)

	2017					2018				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Brinker International	(1.3)	(2.9)	(2.2)	(1.8)	(2.1)	(3.3)	(1.0)	(0.3)	0.6	(1.0)
Chili's Company-Owned										
Comparable Restaurant Sales	(1.4)	(3.3)	(2.3)	(2.2)	(2.3)	(3.4)	(1.5)	(0.4)	0.6	(1.1)
Price Impact	1.2	1.8	2.9	2.9	1.8	2.8	2.3	1.1	(1.0)	1.3
Mix-Shift	1.5	1.4	1.0	1.4	1.7	2.5	0.6	0.6	0.8	1.2
Traffic	(4.1)	(6.5)	(6.2)	(6.5)	(5.8)	(8.7)	(4.4)	(2.1)	0.8	(3.6)
Maggiano's Company-Owned										
Comparable Restaurant Sales	(0.6)	(0.8)	(1.6)	0.5	(0.6)	(2.6)	1.8	0.5	0.3	0.1
Price Impact	2.3	2.6	2.4	1.0	2.1	0.1	1.1	1.3	1.7	1.1
Mix-Shift ⁽²⁾	(1.3)	(0.9)	1.4	1.6	0.3	0.5	1.1	0.6	0.2	0.6
Traffic ⁽²⁾	(1.6)	(2.5)	(5.4)	(2.1)	(3.0)	(3.2)	(0.4)	(1.4)	(1.6)	(1.6)

	2019					2020				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Brinker International	1.8	2.7	2.6	1.2	2.1	2.3	1.5			1.9
Chili's Company-Owned										
Comparable Restaurant Sales	2.0	2.9	2.9	1.5	2.3	2.9	2.0			2.4
Price Impact	0.0	0.9	1.6	3.9	1.7	2.3	1.4			1.8
Mix-Shift	(2.0)	(0.9)	(1.7)	(1.9)	(1.7)	0.6	0.5			0.5
Traffic	4.0	2.9	3.0	(0.5)	2.3	0.0	0.1			0.1
Maggiano's Company-Owned										
Comparable Restaurant Sales	0.0	1.8	0.4	(0.2)	0.6	(1.8)	(1.4)			(1.6)
Price Impact	2.3	1.2	0.8	1.6	1.5	1.2	1.4			1.3
Mix-Shift	(0.2)	(0.7)	(0.4)	(0.5)	(0.5)	0.0	0.0			0.0
Traffic	(2.1)	1.3	0.0	(1.3)	(0.4)	(3.0)	(2.8)			(2.9)

⁽¹⁾ Comparable Restaurant Sales include all new Company-owned restaurants that have been owned and operated for more than 18 months, and acquired Company-owned restaurants for more than 12 months. The 116 Chili's restaurants acquired in the first quarter of fiscal 2020 will be included after being owned and operated for 12 months. Amounts are calculated based on comparable current period versus same period a year ago.

⁽²⁾ Reclassifications were made between mix-shift and traffic for Q1 2018 to conform with the current classification.