



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

	2016					2017				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Brinker International	(1.6)	(2.6)	(3.6)	(1.8)	(2.4)	(1.3)	(2.9)	(2.2)	(1.8)	(2.1)
Chili's Company-Owned										
Comparable Restaurant Sales	(1.6)	(2.8)	(4.1)	(1.8)	(2.6)	(1.4)	(3.3)	(2.3)	(2.2)	(2.3)
Pricing Impact ⁽²⁾	1.4	0.8	1.1	1.0	1.0	1.2	1.8	2.9	2.9	1.8
Mix-Shift ⁽²⁾	(1.6)	0.4	(0.3)	1.3	0.1	1.5	1.4	1.0	1.4	1.7
Traffic ⁽²⁾	(1.4)	(4.0)	(4.9)	(4.1)	(3.7)	(4.1)	(6.5)	(6.2)	(6.5)	(5.8)
Maggiano's										
Comparable Restaurant Sales	(1.7)	(1.8)	0.2	(1.7)	(1.3)	(0.6)	(0.8)	(1.6)	0.5	(0.6)
Pricing Impact ⁽²⁾	2.8	2.3	1.5	1.8	1.9	2.3	2.6	2.4	1.0	2.1
Mix-Shift ⁽²⁾	(0.9)	(1.2)	(2.4)	(2.5)	(1.6)	(1.3)	(0.9)	1.4	1.6	0.3
Traffic ⁽²⁾	(3.6)	(2.9)	1.1	(1.0)	(1.6)	(1.6)	(2.5)	(5.4)	(2.1)	(3.0)
	2018					2019				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Brinker International	(3.3)	(1.0)	(0.3)	0.6	(1.0)	1.8	2.7	2.6		2.3
Chili's Company-Owned										
Comparable Restaurant Sales	(3.4)	(1.5)	(0.4)	0.6	(1.1)	2.0	2.9	2.9		2.6
Pricing Impact	2.8	2.3	1.1	(1.0)	1.3	0.0	0.9	1.6		1.3
Mix-Shift	2.5	0.6	0.6	0.8	1.2	(2.0)	(0.9)	(1.7)		(2.0)
Traffic	(8.7)	(4.4)	(2.1)	0.8	(3.6)	4.0	2.9	3.0		3.3
Maggiano's										
Comparable Restaurant Sales	(2.6)	1.8	0.5	0.3	0.1	0.0	1.8	0.4		0.8
Pricing Impact	0.1	1.1	1.3	1.7	1.1	2.3	1.2	0.8		1.4
Mix-Shift ⁽³⁾	0.5	1.1	0.6	0.2	0.6	(0.2)	(0.7)	(0.4)		(0.5)
Traffic ⁽³⁾	(3.2)	(0.4)	(1.4)	(1.6)	(1.6)	(2.1)	1.3	0.0		(0.1)

⁽¹⁾ Amounts are calculated based on comparable 13 weeks in each fiscal quarter.

⁽²⁾ Reclassifications were made between pricing impact, mix-shift and traffic for Q1 16 to conform with the current classification.

⁽³⁾ Reclassification were made between mix-shift and traffic for Q1 18 to conform with the current classification.