



**BRINKER INTERNATIONAL, INC.**  
**Company-Owned Comparable Restaurant Sales <sup>(1)</sup>**  
*(percentage)*

	2016					2017				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>Brinker International</b>	(1.6)	(2.6)	(3.6)	(1.8)	(2.4)	(1.3)	(2.9)	(2.2)	(1.8)	(2.1)
<b>Chili's Company-Owned</b>										
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 <sup>(2)</sup>	1.4	0.8	1.1	1.0	1.0	1.2	1.8	2.9	2.9	1.8
Mix-Shift <sup>(2)</sup>	(1.6)	0.4	(0.3)	1.3	0.1	1.5	1.4	1.0	1.4	1.7
Traffic <sup>(2)</sup>	(1.4)	(4.0)	(4.9)	(4.1)	(3.7)	(4.1)	(6.5)	(6.2)	(6.5)	(5.8)
<b>Maggiano's</b>										
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 <sup>(2)</sup>	2.8	2.3	1.5	1.8	1.9	2.3	2.6	2.4	1.0	2.1
Mix-Shift <sup>(2)</sup>	(0.9)	(1.2)	(2.4)	(2.5)	(1.6)	(1.3)	(0.9)	1.4	1.6	0.3
Traffic <sup>(2)</sup>	(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
<b>Brinker International</b>	(3.3)	(1.0)	(0.3)	0.6	(1.0)	1.8	2.7	2.6	1.2	2.1
<b>Chili's Company-Owned</b>										
Comparable Restaurant Sales	(3.4)	(1.5)	(0.4)	0.6	(1.1)	2.0	2.9	2.9	1.5	2.3
Pricing Impact	2.8	2.3	1.1	(1.0)	1.3	0.0	0.9	1.6	3.9	1.7
Mix-Shift	2.5	0.6	0.6	0.8	1.2	(2.0)	(0.9)	(1.7)	(1.9)	(1.7)
Traffic	(8.7)	(4.4)	(2.1)	0.8	(3.6)	4.0	2.9	3.0	(0.5)	2.3
<b>Maggiano's</b>										
Comparable Restaurant Sales	(2.6)	1.8	0.5	0.3	0.1	0.0	1.8	0.4	(0.2)	0.6
Pricing Impact	0.1	1.1	1.3	1.7	1.1	2.3	1.2	0.8	1.6	1.5
Mix-Shift <sup>(3)</sup>	0.5	1.1	0.6	0.2	0.6	(0.2)	(0.7)	(0.4)	(0.5)	(0.5)
Traffic <sup>(3)</sup>	(3.2)	(0.4)	(1.4)	(1.6)	(1.6)	(2.1)	1.3	0.0	(1.3)	(0.4)

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

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

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