



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

Company Sales ⁽¹⁾⁽³⁾						Franchise and Other Revenues ⁽²⁾⁽³⁾					
Chili's						Royalties					
	Q1	Q2	Q3	Q4	Total		Q1	Q2	Q3	Q4	Total
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	\$640.6	\$709.8	\$701.9	\$2,692.6	F'19	\$12.9	\$13.2	\$13.5	\$13.4	\$53.0
F'20	\$677.5	\$728.4	\$748.7		\$2,154.6	F'20	\$11.9	\$9.9	\$9.5		\$31.3
Maggiano's						Franchise Fees and Other Revenues					
	Q1	Q2	Q3	Q4	Total		Q1	Q2	Q3	Q4	Total
F'17	\$88.8	\$116.6	\$101.0	\$103.0	\$409.4	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	\$120.9	\$101.8	\$102.9	\$413.6	F'19 (ASC 606)	\$12.6	\$16.0	\$14.2	\$15.9	\$58.7
F'20	\$86.4	\$119.1	\$91.7		\$297.2	F'20 (ASC 606)	\$10.2	\$11.9	\$10.1		\$32.2
Total Company Sales						Total Franchise and Other Revenues					
	Q1	Q2	Q3	Q4	Total		Q1	Q2	Q3	Q4	Total
F'17	\$737.4	\$748.7	\$790.6	\$785.9	\$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	\$761.5	\$811.6	\$804.8	\$3,106.2	F'19 (ASC 606)	\$25.5	\$29.2	\$27.7	\$29.3	\$111.7
F'20	\$763.9	\$847.5	\$840.4		\$2,451.8	F'20 (ASC 606)	\$22.1	\$21.8	\$19.6		\$63.5

⁽¹⁾ Company Sales include revenues generated by the operation of Company-owned restaurants including gift card redemptions. Beginning Q1 F'20 Company sales include the acquisition of 116 Chili's restaurants from a franchisee from September 5, 2019 forward.

⁽²⁾ Franchise and Other Revenues include royalties, advertising fees (effective Q1 F'19), Maggiano's banquet service charge income, gift card breakage, gift card discount costs from third-party gift card sales, digital entertainment revenue, delivery fee income, franchise fees, development fees, and retail royalty revenues. During Q1 F'20 Franchise and Other Revenues include royalty-related revenues from the previous franchise partner through the September 5, 2019 acquisition of 116 Chili's restaurants. 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 "Franchise Fees and 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). Periods prior to F'19 continue to be reflected under the previous revenue standards. Please refer to our F'19 10-K for further details.

⁽³⁾ Company Sales, Franchise and Other Revenues and Total Revenues for Q3 and Total F'20 included the impact from COVID-19 related traffic declines and temporary closures. Please refer to our Q3 F'20 10-Q for further details.

Total Revenues ⁽³⁾					
	Q1	Q2	Q3	Q4	Total
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	\$790.7	\$839.3	\$834.1	\$3,217.9
F'20 (ASC 606)	\$786.0	\$869.3	\$860.0		\$2,515.3