

73 - HISTORICAL TRENDS

Selected Store Data	Q1 2019	Q2 2019	Q3 2019	Q4 2019	2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023		
Same Store Sales Growth - Domestic (1 Yr)																											
Franchised	7.2%	12.8%	12.3%	12.4%	11.1%	10.0%	32.2%	25.8%	18.5%	21.6%	21.0%	2.3%	4.0%	7.5%	8.1%	1.1%	-3.3%	6.9%	8.9%	3.5%	20.4%	17.2%	15.6%	21.5%	18.7%		
Company-owned	4.7%	13.8%	11.9%	8.9%	9.8%	6.2%	24.7%	15.2%	10.4%	14.2%	13.4%	-3.1%	-0.2%	5.3%	3.4%	2.1%	-4.9%	4.3%	2.6%	1.0%	10.3%	5.7%	6.0%	10.8%	8.2%		
Domestic System-wide	7.1%	12.8%	12.3%	12.2%	11.1%	9.9%	31.9%	25.4%	18.2%	21.4%	20.7%	2.1%	3.9%	7.5%	8.0%	1.2%	-3.3%	6.9%	8.7%	3.4%	20.1%	16.8%	15.3%	21.2%	18.3%		
<p>Same Store Sales Growth - Domestic</p>																											
Restaurant Count																											
<i>Domestic</i>																											
Franchised	1,112	1,139	1,169	1,200	1,200	1,221	1,244	1,277	1,327	1,327	1,371	1,415	1,461	1,498	1,498	1,551	1,600	1,631	1,678	1,678	1,710	1,749	1,791	1,877	1,877		
Company-Owned	29	29	30	31	31	32	30	31	32	32	33	34	32	36	36	37	39	42	43	43	43	45	46	49	49		
Total	1,141	1,168	1,199	1,231	1,231	1,253	1,274	1,308	1,359	1,359	1,404	1,449	1,493	1,534	1,534	1,588	1,639	1,673	1,721	1,721	1,753	1,794	1,837	1,926	1,926		
<i>International</i>																											
Franchised	132	135	141	154	154	160	162	171	179	179	175	175	180	197	197	203	219	225	238	238	243	252	262	288	288		
Systemwide Restaurant Count	1,273	1,303	1,340	1,385	1,385	1,413	1,436	1,479	1,538	1,538	1,579	1,624	1,673	1,731	1,731	1,791	1,858	1,898	1,959	1,959	1,996	2,046	2,099	2,214	2,214		
System-wide Sales Growth %																											
System-wide Sales	15.8%	21.9%	21.6%	21.2%	20.1%	18.6%	37.0%	32.8%	26.5%	28.8%	30.0%	15.8%	16.7%	19.8%	20.2%	12.7%	7.5%	17.7%	28.9%	16.8%	30.4%	27.7%	26.5%	24.5%	27.1%		
<p>System-wide Sales Growth</p>																											
Company-owned Cost of Sales (% of Sales)																											
COGS	35.6%	37.5%	37.0%	36.4%	36.6%	36.0%	32.5%	36.4%	39.1%	35.9%	41.6%	43.9%	48.1%	45.8%	44.8%	42.8%	39.3%	37.2%	34.5%	38.3%	32.4%	32.2%	33.0%	34.5%	33.1%		
Labor	22.4%	23.0%	22.2%	23.2%	22.7%	23.1%	25.6%	25.4%	22.9%	24.3%	21.2%	20.6%	24.6%	24.9%	22.8%	25.8%	23.1%	23.1%	24.3%	24.1%	23.9%	24.4%	23.6%	23.9%	24.0%		
Operating Expense	16.8%	18.4%	17.6%	17.8%	17.7%	16.9%	16.8%	16.2%	16.7%	16.6%	15.0%	15.4%	17.1%	17.7%	16.3%	17.8%	19.2%	19.9%	19.9%	19.3%	18.3%	19.5%	19.4%	19.2%	19.1%		
Vendor rebates	(2.9%)	(2.7%)	(2.7%)	(3.1%)	(2.9%)	(2.6%)	(1.9%)	(2.0%)	(1.9%)	(2.1%)	(2.2%)	(2.2%)	(2.3%)	(2.2%)	(2.2%)	(2.2%)	(2.2%)	(2.2%)	(2.4%)	(2.3%)	(2.3%)	(2.4%)	(2.4%)	(2.5%)	(2.4%)		
Total COS	72.0%	76.1%	74.2%	74.2%	74.1%	73.4%	73.1%	76.0%	76.7%	74.7%	75.6%	77.7%	87.5%	86.3%	81.7%	84.3%	79.5%	78.0%	76.4%	79.3%	72.4%	73.7%	73.6%	75.1%	73.7%		