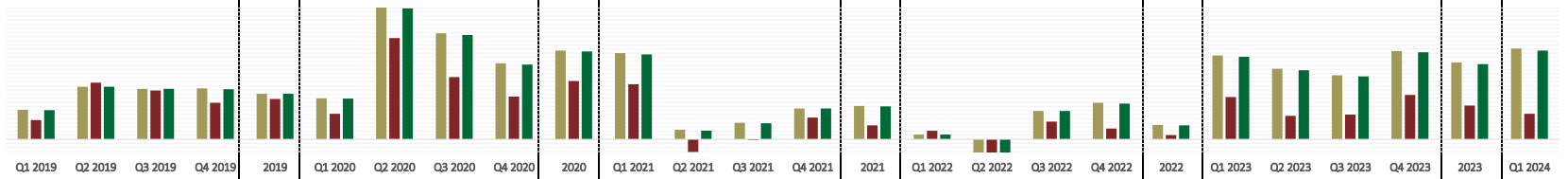


# 73 - HISTORICAL TRENDS

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	Q1 2024	
<b>Same Store Sales Growth - Domestic (1 Yr)</b>																											
Franchised	7.2%	12.8%	12.3%	12.4%	<b>11.1%</b>	10.0%	32.2%	25.8%	18.5%	<b>21.6%</b>	21.0%	2.3%	4.0%	7.5%	<b>8.1%</b>	1.1%	-3.3%	6.9%	8.9%	<b>3.5%</b>	20.4%	17.2%	15.6%	21.5%	<b>18.7%</b>	22.1%	
Company-owned	4.7%	13.8%	11.9%	8.9%	<b>9.8%</b>	6.2%	24.7%	15.2%	10.4%	<b>14.2%</b>	13.4%	-3.1%	-0.2%	5.3%	<b>3.4%</b>	2.1%	-4.9%	4.3%	2.6%	<b>1.0%</b>	10.3%	5.7%	6.0%	10.8%	<b>8.2%</b>	6.2%	
Domestic System-wide	7.1%	12.8%	12.3%	12.2%	<b>11.1%</b>	9.9%	31.9%	25.4%	18.2%	<b>21.4%</b>	20.7%	2.1%	3.9%	7.5%	<b>8.0%</b>	1.2%	-3.3%	6.9%	8.7%	<b>3.4%</b>	20.1%	16.8%	15.3%	21.2%	<b>18.3%</b>	21.6%	

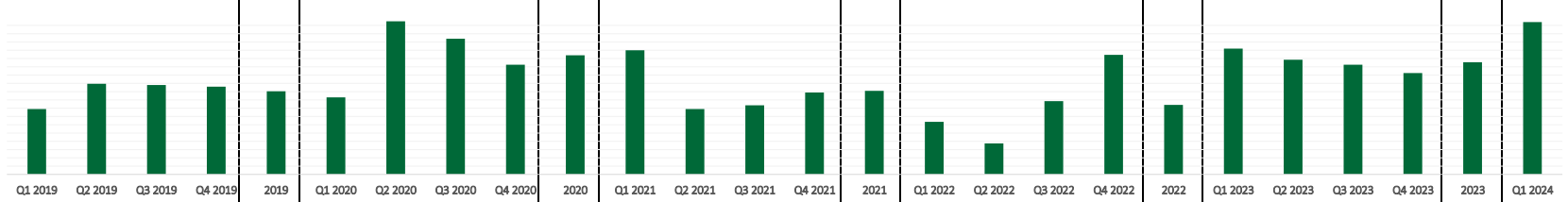
Same Store Sales Growth - Domestic

■ Franchised ■ Company-owned



Restaurant Count	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	Q1 2024	
<b>Domestic</b>																											
Franchised	1,112	1,139	1,169	1,200	<b>1,200</b>	1,221	1,244	1,277	1,327	<b>1,327</b>	1,371	1,415	1,461	1,498	<b>1,498</b>	1,551	1,600	1,631	1,678	<b>1,678</b>	1,710	1,749	1,791	1,877	<b>1,877</b>	1,924	
Company-Owned	29	29	30	31	<b>31</b>	32	30	31	32	<b>32</b>	33	34	32	36	<b>36</b>	37	39	42	43	<b>43</b>	43	45	46	49	<b>49</b>	50	
Total	1,141	1,168	1,199	1,231	<b>1,231</b>	1,253	1,274	1,308	1,359	<b>1,359</b>	1,404	1,449	1,493	1,534	<b>1,534</b>	1,588	1,639	1,673	1,721	<b>1,721</b>	1,753	1,794	1,837	1,926	<b>1,926</b>	1,974	
<b>International</b>																											
Franchised	132	135	141	154	<b>154</b>	160	162	171	179	<b>179</b>	175	175	180	197	<b>197</b>	203	219	225	238	<b>238</b>	243	252	262	288	<b>288</b>	305	
Systemwide Restaurant Count	1,273	1,303	1,340	1,385	<b>1,385</b>	1,413	1,436	1,479	1,538	<b>1,538</b>	1,579	1,624	1,673	1,731	<b>1,731</b>	1,791	1,858	1,898	1,959	<b>1,959</b>	1,996	2,046	2,099	2,214	<b>2,214</b>	2,279	
<b>System-wide Sales Growth %</b>																											
System-wide Sales	15.8%	21.9%	21.6%	21.2%	<b>20.1%</b>	18.6%	37.0%	32.8%	26.5%	<b>28.8%</b>	30.0%	15.8%	16.7%	19.8%	<b>20.2%</b>	12.7%	7.5%	17.7%	28.9%	<b>16.8%</b>	30.4%	27.7%	26.5%	24.5%	<b>27.1%</b>	36.8%	

System-wide Sales Growth



Company-owned Cost of Sales (% of Sales)

COGS	35.6%	37.5%	37.0%	36.4%	<b>36.6%</b>	36.0%	32.5%	36.4%	39.1%	<b>35.9%</b>	41.6%	43.9%	48.1%	45.8%	<b>44.8%</b>	42.8%	39.3%	37.2%	34.5%	<b>38.3%</b>	32.4%	32.2%	33.0%	34.5%	<b>33.1%</b>	34.7%
Labor	22.4%	23.0%	22.2%	23.2%	<b>22.7%</b>	23.1%	25.6%	25.4%	22.9%	<b>24.3%</b>	21.2%	20.6%	24.6%	24.9%	<b>22.8%</b>	25.8%	23.1%	23.1%	24.3%	<b>24.1%</b>	23.9%	24.4%	23.6%	23.9%	<b>24.0%</b>	23.4%
Operating Expense	16.8%	18.4%	17.6%	17.8%	<b>17.7%</b>	16.9%	16.8%	16.2%	16.7%	<b>16.6%</b>	15.0%	15.4%	17.1%	17.7%	<b>16.3%</b>	17.8%	19.2%	19.9%	19.9%	<b>19.3%</b>	18.3%	19.5%	19.4%	19.2%	<b>19.1%</b>	19.0%
Vendor rebates	(2.9%)	(2.7%)	(2.7%)	(3.1%)	<b>(2.9%)</b>	(2.6%)	(1.9%)	(2.0%)	(1.9%)	<b>(2.1%)</b>	(2.2%)	(2.2%)	(2.3%)	(2.2%)	<b>(2.2%)</b>	(2.2%)	(2.2%)	(2.2%)	(2.4%)	<b>(2.3%)</b>	(2.3%)	(2.4%)	(2.4%)	(2.5%)	<b>(2.4%)</b>	(2.5%)
Total COS	72.0%	76.1%	74.2%	74.2%	<b>74.1%</b>	73.4%	73.1%	76.0%	76.7%	<b>74.7%</b>	75.6%	77.7%	87.5%	86.3%	<b>81.7%</b>	84.3%	79.5%	78.0%	76.4%	<b>79.3%</b>	72.4%	73.7%	73.6%	75.1%	<b>73.7%</b>	74.5%