73 - HISTORICAL TRENDS

See State Section 1. 1	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	Q2 2024
Companies Comp		omestic (1 Yr)																										
Part Control																												
Same Store Sales Growth - Domestic Relations Control Sales (Same Sales Same Store Sales (Same Sales Sa																												
Part	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%	21.6%	28.7%
Part	9	Same Store Sal	es Growt	h - Domes	tic																							
Restaurant Court Free Part Court Free Part Court Court Free Part		■ Franchised	■ Compa	any-owned																								
Restaurant Court Free Part Court Free Part Court Court Free Part																	ļ					ļ						
Restaurant Court Free Part Court Free Part Court Court Free Part				Ш	ld			ı	H	H		Ы			1-1				1.1				Ш	ш	H			I
Restaurant Court Free Part Court Free Part Court Court Free Part																												
Demostric Franchise 1,112 1,139 1,169 1,200 1,221 1,200 1,221 1,240 1,271 1,327		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		Q3 2022	Q4 2022	2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023	Q1 2024	Q2 2024
Demostric Franchise 1,112 1,139 1,169 1,200 1,221 1,200 1,221 1,240 1,271 1,327	Restaurant Count																											
Company-counts Comp																												
Transition 1,141 1,168 1,199 1,231 1	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	1,924	1,988
Franchised 132	Company-Owned	29	29		31	31	32					33																
Francised Franci	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	1,974	2,040
System-wide Restaurant Count System-wide Sales Growth S System-wide Sales Size Size Size Size Size Size Size Size	International																											
System-wide Sales Growth System-wide Sales Growth Output Display 15.8% 21.9% 21.6% 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% 36.8% 45.2% 27.1% 36.8% 45.2% 27.1% 36.8% 45.2% 27.1% 28.9% 16.8% 30.4% 27.7% 26.5% 24.5% 27.1% 36.8% 45.2% 27.1% 28.9% 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% 36.8% 45.2% 27.1% 28.9% 16.8% 30.4% 27.7% 26.5% 24.5% 27.1% 36.8% 45.2% 28																												
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% 36.8% 45.2%	Systemwide Restaurant Coun	t 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	2,279	2,352
System-wide Sales Growth Ol 2019 O2 2019 O3 2019 O4 2019 2019 O1 2020 O2 2020 O3 2020 O4 2020 O2 2020 O4 2021 O2 2022	System-wide Sales Growth %	<u> </u>																										
Company-comed Cost of Sales (% of Sales) Company-comed Cost of Sales (%	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%	36.8%	45.2%
Company-owned Cost of Sales (** of Sales) COGS 35.6% 37.5% 37.5% 36.6%	S	ystem-wide Sa	les Grow	th																								
Company-owned Cost of Sales (** of Sales) COGS 35.6% 37.5% 37.5% 36.6%																												-
Company-owned Cost of Sales (** of Sales) COGS 35.6% 37.5% 37.5% 36.6%																												
Company-owned Cost of Sales (** of Sales) COGS 35.6% 37.5% 37.5% 36.6%							İ										ļ				į	ļ I			_			
Company-owned Cost of Sales (** of Sales) COGS 35.6% 37.5% 37.5% 36.6%																	ļ											
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COGS 35.6% 37.5% 37.0% 36.4% 36.6% 36.0% 32.5% 36.0% 32.5% 36.9% 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% 34.7% 35.8% 1abor 22.4% 23.0% 22.2% 23.0% 22.2% 23.1% 25.6% 25.4% 22.9% 24.3% 24.1% 20.6% 24.6% 24.9% 22.8% 23.0% 24.0% 23.0% 24.0% 23.0% 24.0% 23.0% 24.0% 23.0% 24.0% 2		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	Q2 2024
COGS 35.6% 37.5% 37.0% 36.4% 36.6% 36.0% 32.5% 36.0% 32.5% 36.9% 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% 34.7% 35.8% 1abor 22.4% 23.0% 22.2% 23.0% 22.2% 23.1% 25.6% 25.4% 22.9% 24.3% 24.1% 20.6% 24.6% 24.9% 22.8% 23.0% 24.0% 23.0% 24.0% 23.0% 24.0% 23.0% 24.0% 23.0% 24.0% 2																												
Labor 22.4% 23.0% 22.2% 23.2% 23.2% 23.2% 23.2% 23.2% 25.3% 25.3% 24.3% 25.6% 25.4% 25.8% 24.5% 25.8%			27.50/	27.00/	26.40/	25.50/	26.00/	22.50/	26.40/	20.40/	25.00/	44.60/	42.00/	40.40/	45.00/	44.00/	42.00/	20.20/	27.20/	24.50/	20.20/	22.40/	22.20/	22.00/	24.50/	22.40/	24.70/	25.00/
Operating Expense 16.8% 18.4% 17.6% 17.8% 16.9% 16.9% 16.9% 16.9% 16.9% 16.7% 16.9% 16.7% 16.7% 16.7% 16.7% 16.7% 16.7% 15.0% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1% 17.7% 16.3% 17.1%																												
Vendor rebates (2.9%) (2.7%) (2.7%) (3.1%) (2.9%) (2.6%) (1.9%) (2.0%) (1.9%) (2.0%) (1.9%) (2.2%) (2.2%) (2.2%) (2.2%) (2.2%) (2.2%) (2.2%) (2.2%) (2.3%) (2.3%) (2.3%) (2.3%) (2.4%) (2.4%) (2.5%) (2.5%) (2.5%) (2.5%)																												
	Total Cost of Sales	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%	74.5%	75.9%