Unit-level EBITDA % of Gross sales	(801,7) %1.8-	(4,242) -4,4%	3,010 %E.S	(149,7) 20,8-	(2,320) %1,5-	22,629 77 81	991,6 201,6	147,8 200.0	(887)	(829)	099	(355,1)	150,6	128,4	989,11	17,394	285,05
A&D ISVSHINU	191	PIS'I	98	6Z9.1	58	58	98	Pil	2,163	190	LSE	438	182,7	868.8	6,208	886,8	886,2
Uccupancy charges	6,263	041.9	881.8	581.2	281.2	(515,615)	140'9	120'9	140'5	788,E	788,E	788,€	40,245	46,640	46,640	46,640	46,640
Management compensation	696 81	Z\$9 E1	807.71	767.51	13.861	12,060	8,439	8 720	9166	875,11	874,11	TAE.A1	244,641	148'442	181,521	110,721	869,081
89188 88015 10 %	%1.21	369:24	%S.01	13.0%	%Z'ZI	%/.01	%0.81	18.0%	14.5%	%L'91	%9.71	%E.71	%L'91	%6'9I	%6'Z1	%F.81	%9'81
titore fevel-tinu	13,285	£60,71	22,988	12,869	118,81	20,179	087,81	83-8,71	16,360	14,887	815,81	TEA, TP	205,592	207,834	810,815	228,632	233,66S
Office operating expenses	S4'980	22,018	34,949	30,622	871,72	928'20	016,85	26,689	181,66	899'82	016,85	28,753	343,884	343,250	329,618	981,85£	329,928
Unides	6036	127.8	8.425	8,544	6116	496 8	626'8	8,744	44011	9,828	7,213	886,8	7£0,201	105,159	104,501	105,490	107,523
auppies	3.241	4,208	₹69 £	150,4	3,217	4,923	980.€	956.4	875.4	748.E	748,£	699'7	822,74	899'47	42,603	Z08,Z2	42,802
Kepaira & maintenance	991'1	617	2,428	1,127	1,728	4.088	878.f	2736	2,923	2,121	121,5	1,651	781,25	28,585	800,62	23,008	23'008
Payroll taxes	917,4	9310	866.8	961'9	127.4	2 583	3,707	3,349	3 883	600'7	3,927	4,495	260'99	870,22	582,285	060,88	772,78
nsurance	219.2	2,572	2,720	809.S	2,748	7,931	869 Z	181 €	891 E	2,662	2,662	2,662	33,121	818,66	34,122	168,46	35,154
General expense	1,902	047 1	198 2	6,350	806.r	3 923	208,r	229 1	3 340	2,696	969'Z	07E,E	32,994	32,994	29,695	26,725	26,725
Building & security	116	1,260	9991	161.1	818	663	969	1221	1,444	916	916	SA1,1	12,545	15,545	12,545	12,545	12,545
Unit-level markebig		15	2	-	L	-	•	-	•	0	0	l l	91	SI.	ÞL	£f	El .
Advertising - Marketing Dept	701`L	1.042	128.8	2117	880.£	2,217	S 365	924 r	3.002	887,5	887,2	984,6	32,335	817,0£	919,72	24,882	24,882
% of Gross sales	%1.Eb	%Þ.EÞ	%9'SÞ	%6'EÞ	%0'Sb	43.9%	%8.bh	%E'SÞ	%Z'77	%8'SÞ	%8'S7	%8'SÞ	%4.AA	%9°97	%9 '97	%S'87	%9'97
		LLL'ZV	80,938	169,64	096'EV	591,65	078,14	955,44	118,61	225,63	42,246	061,85	871,918	\$80,188	969,748	552,820	CTA,CBB
rigrafi foti	879,YE								78.4%	%2'SZ	%L'SZ	%L'9Z	%8'SZ	25.8%	%8'SZ	%8 GZ	%8'9Z
Labor Cost %	%Þ.82 37.976	25.6%	24.2%	%L'9Z	%0°52	%E'9Z	%E 9Z	28.0%	AT 50								
Labor Cost per Guest Labor Cost %	26.4%	25.6%	-							176'67	/00°C7	060'07	/20'/10	LIB'OIC	976'616	606,116	SEU,PSE
Labor Cost Labor Cost per Guest Labor Cost %	29.264	52.8%	35,266	56,455	784,42	30816	34.508	4 97 92	29.833	124,421	768,ES	969'SZ	750, TIE	116,816 478,62	976, A16, 826	606,71£	354'032 52'6#
Food Cost % Labor cost Labor Cost per Guest Labor Cost %	29.264 29.264 29.564	%9°5Z %9°5Z	35.266 25.3%	59'422 59'8%	756.437	308.16	54'208 52'08	7 50 65	58 833 58 0%	25.6%	75.6%	25.6%	52.9%	%8'SZ	76'97	%6'9Z	%6'SZ
Labor Cost Labor Cost per Guest Labor Cost %	29.264	52.8%	35,266	56,455	784,42	30816	34.508	4 97 92	29.833				869,71£	288,716 26,882	315,595 25.995	318,563 25.9%	321,122 25,9%
Food cost Food Cost % Labor cost Labor Cost per Guest Labor Cost %	29.264 29.264 29.564	%9°5Z %9°5Z	35.266 25.3%	59'422 59'8%	756.437	208 15 208 15 31 802	809'72 52'804 53'804	987,49 26,994 78,694 78,887	26,982 26,0% 29,382	24,315 24,315 92,290	819'88 23'282 %9'52	878,79 887,25 %8,35	\$05,481,1 898,71£ #9.85	878,881,1 \$88,716 \$9,85	081,831,1 26,531 26,035	\$16,681,1 \$82,816 \$6,35	324,722 324,722 325,9%
Food Cost % Labor cost Labor Cost per Guest Labor Cost %	28.264 27.5% 23.264 24.201	%9'9Z 666'7Z %0'ZZ 91Z'9Z	992'28 %8'32 201'38	59'422 52'989 58'389	14.213) 25.047 25.047 75.443	(4,884) 26,215 842,15 842,15 843,15 8	29.608 29.804 29.804 29.804	26.010) 26.094 26.094 26.455	(977.5) 26.0% 26.0% 26.0%	082,29 816,42 816,42	(807.5) 818,88 883,85 883,85 883,85	(58,5) 878,79 887,25 %8,85	(750,55) 505,481,1 898,71£ #8,85	(£02,21) 878,281,1 282,71£ 449,82	(85,14) (85,16) (1,18,160 (85,295 (96,25)	(26,54) S16,681,1 682,816 %9,85	(121,64) 1,212,230 25,9% 25,9%
Net seles Food Cost % Labor Cost per Guest Labor Cost per Guest	\$\$,440 \$2,25% \$2,264 \$4,200	\$3,35 812,05 812,05 812,05 812,05 812,05 8	992'26 %6'92 202'66	26,455 26,455 26,455 26,455 26,455 26,455	92,656 (4 213) 93,443 740,25 75,047 756,42	121,069 (A.854) 16,215 26,8% 31,802	93,070 (3.086) 25,6% 23,804 24,508	987,796 (3,010) 987,49 26,994 786,85 786,85	28,251 26,056 29,362 29,362 29,363	98,290 (2,793) 92,290 98,850 98,852	755,56 (907,5) 818,68 885,55 %9,25	768,007 (S96,S) 878,76 887,85 #8,85	\$05,481,1 898,71£	878,881,1 \$88,716 \$9,85	081,831,1 26,531 26,035	\$16,681,1 \$82,816 \$6,35	324,722 324,722 325,9%
Net sales deductions Net sales Food Cost % Labor Cost per Guest Labor Cost per Guest	26,4% 23,264 24,201 24,201 25,544 25,440	%8'\$Z 666'7Z %0'ZZ 81Z'9Z 621'E6	992.26 36.936 36.936 36.936	\$6,455 \$2,386 \$2,386 (3,665)	14.213) 25.047 25.047 75.443	(4,884) 26,215 842,15 842,15 843,15 8	25.608 23.604 23.604 23.604 24.508	7.96% 97,796 (010.6) 94,786 26,8% 78,8% 78,8%	26,257 (3,776) 109,056 26,362 26,362 26,363 36,776)	%67,57 580,88 (667,5) 065,58 816,45 %8,65	755,56 755,56 (907,5) 818,88 888,55 888,25	%15.8 768,001 (S86,5) 878,79 887,85 %8,85	655,855,1 (750,84) 505,881,1 #8,85	087,752,1 (EOS,53) 878,881,1 888,716 89,82	860,052,1 (81,936) (81,936) (81,936) (80,936) (80,936)	840, FCS, F (255, SA) STG, 881, F 582, 815 79, 75 79, 79 79	\$65,885,1 (181,6b) (181,5b) (1
Chock Average Gross Sales Met sales deductions Food cost Food cost % Labor cost sales cales Care % Labor cost sales Sale	28.88 471.7 660.68 72.65 72.65 73.75 74.65 74.65	#8.85 #8.85 #9.75 #9.75 #9.75 #9.75 #9.75 #9.75 #9.85 #9.85 #9.85	992 ZE 98 32 98 32 9	86,986 86,932 86,332 86,332 25,886 25,886 26,886 26,886	76,658 76,656 76,656 76,656 76,656 76,656 76,657	88.88 (6.88.6) (6.88.6) (6.88.6) 88.5.15 88.5.15 80.15 80.15	28,000 7,568 93,070 26,688 28,982 28,982 24,508	\$6.82 7.96% 967,79 967,79 60.0.6) 947,86 78,85 78,83 78,83	\$8.88 26.09 26.09 26.09 26.09 26.09 26.09 26.09 26.09 26.09 26.09	88.88 %47.7 c30,8e (697,5) c95,5e d16,45 %9,82	\$8.49 7.57,79 50,7,70 51,50 51	62,68 72,6001 728,001 (586,5) 878,79 887,82 887,82	(750,54) (750,54) (750,54) (750,54) (750,54) (750,54)	\$0.93 087,752,1 (\$05,53) 878,887,1 \$49,82	80,052,1 (859,1b) (859,1b) (86,31f,1 (86,31f,1 (86,31f,1)	\$10,162,1 (255,21) (25,21) 516,631,1 (25,816 99,35	\$62,882,1 (121,04) (121,04) (121,04) (121,04) (121,04) (121,04)
Gross Sales Net sales deductions Net sales Food cost is Labor cost is	28,440 28,649 28,440 26,049 26,440 26,440 26,440	%9'\$Z 10'26 10	25.92 52.92 52.92 52.93 66.501 726.936 52.736 52.736 53.736	87.8\$ 87.8\$ 86.89 86,332 86,333 86,333 86,333	826,01 90,88 80,80 80,50 76,08 76,08 76,08 76,08 76,08	789,61 88.82 88.81 88.81 88.21 88.21 88.21 88.21 89.21 80.21	755,01 25,695 30,000 75,698 80,965 50,598 75,698 75,698 75,698 75,698 75,698 75,698	260,11 26,82 26,82 26,010,6) 387,49 49,85 49,85 724,85	26.92 26.92 26.92 26.92 26.93 26.93 36.93	%67,57 580,88 (667,5) 065,58 816,45 %8,65	28,65 28,45 72,52 20,75 69,616 818,68 23,585 28,585	778,FF 63,82 728,007 728,007 728,007 728,007 878,78 88,82	625,625,1 (720,64) (7	087,752,1 (EOS,53) 878,881,1 888,716 89,82	860,052,1 (81,936) (81,936) (81,936) (80,936) (80,936)	840, FCS, F (255, SA) STG, 881, F 582, 815 79, 75 79, 79 79	\$65,885,1 (181,6b) (181,5b) (1
Glocal Count Chock Average Gross Sales Net sales deductions Net sales Food cost Food cost % Labot cost Labot cost Labot cost %	26.48 27.5% 27.5% 26.00 26.00 26.00 26.00 26.00 26.00 26.00 26.00 26.00 26.00	\$69.52 \$66.97 \$40.42 \$12.97 \$10.76 \$40.67	86.451 626.851 626.851 66.851	92,85 60,85 60,86 60	\$26,01 \$6,01 \$6,01 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,03 \$	208 15 48.85 8	26,01 26,08	260,11 26,03 26,04 26,04 26,04 26,04 72,04 72,04 72,04 72,04	26.05 26.05 26.05 26.05 26.21 49.75 49.15	981,11 91,83 91,83 20,26 (597,5) 095,52 315,45 89,85	\$8.49 7.57,79 50,7,70 51,50 51	62.63 728,001 728,001 (586,5) 878,79 887,85 888,88	(750,54) (750,54) (750,54) (750,54) (750,54) (750,54)	\$0.93 087,752,1 (\$05,53) 878,887,1 \$49,82	80,052,1 (859,1b) (859,1b) (86,31f,1 (86,31f,1 (86,31f,1)	\$10,162,1 (255,21) (25,21) 516,631,1 (25,816 99,35	\$62,882,1 (121,04) (121,04) (121,04) (121,04) (121,04) (121,04)
Chock Average Gross Sales Met sales deductions Food cost Food cost % Labor cost sales cales Care % Labor cost sales Sale	26.4% 27.564 27.564 26.089 26.440 26.089 27.77 27.77 28.440	%6'SZ 666'PZ %0'ZZ 91Z'9Z 6ZE'E6 1899'C) 210'Z6 %06'Z \$400'L1	25.92 52.92 52.92 52.93 66.501 726.936 52.736 52.736 53.736	87.8\$ 87.8\$ 86.89 86,332 86,333 86,333 86,333	826,01 90,88 80,80 80,50 76,08 76,08 76,08 76,08 76,08	789,61 88.82 88.81 88.81 88.21 88.21 88.21 88.21 89.21 80.21	755,01 25,695 30,000 75,698 80,965 50,598 75,698 75,698 75,698 75,698 75,698 75,698	260,11 26,82 26,82 26,010,6) 387,49 49,85 49,85 724,85	20 62 62 92 92 92 92 92 92 92 92 92 92 92 92 92	61-12 64.8 64.9 64.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65	E1-YOV P	£1-29Q \$ \$ \$1.62, ft \$1.62, 62, 62, 62, 63, 76, 76, 60, 60, 60, 60, 60, 60, 60, 60, 60, 6	583,921 18.62 683,621 (750,55) 683,716 883,716	189,251 50,0\$ 087,752,1 (505,2h) 878,881,1 588,716 89,85	890,052,1 (858,15) (858,15) (858,15) 26,316 26,316	\$1.92 \$10,152,1 \$10,152,1 \$10,891,1 \$10,891,1	28,307 28,302,1 (121,25,1 025,212,1 25,936 26,936
Glocal Count Chock Average Gross Sales Net sales deductions Net sales Food cost Food cost % Labot cost Labot cost Labot cost %	26.48 27.5% 27.5% 26.00 26.00 26.00 26.00 26.00 26.00 26.00 26.00 26.00 26.00	\$69.52 \$66.97 \$40.42 \$12.97 \$10.76 \$40.67	86.451 626.951 626.951 66.651 66.651 66.651 66.651	92,85 60,85 60,86 60	\$26,01 \$6,01 \$6,01 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,02 \$6,03 \$	208 15 48.85 8	26,01 26,08	260,11 26,03 26,04 26,04 26,04 26,04 72,04 72,04 72,04 72,04	26.05 26.05 26.05 26.05 26.21 49.75 49.15	981,11 91,83 91,83 20,26 (597,5) 095,52 315,45 89,85	\$6.69 \$6.69 \$7.5,70 \$1.6	2 67.8; 67.8; 775,001 775,001 (586,2) 876,79 887,82	583,921 18.62 683,621 (750,55) 683,716 883,716	\$25,981 \$0.98 \$0.03 \$1.00 \$1.0	890,052,1 (858,15) (858,15) (858,15) 26,316 26,316	\$1.92 \$10,152,1 \$10,152,1 \$10,891,1 \$10,891,1	28,307 28,302,1 (121,25,1 025,212,1 25,936 26,936

AGTIBB Ievel Hinu Rod Stone	(12,934)	46C,b	737,7 #5.8	(TÞ6,8) %1.2-	237.2 %2.2	3,951	(981,7) #8.8-	(3,114) %9.S-	(818,1) 195, E.	(058,1)	A75,6	\$28,71 #1 01	4738 4738	20,764	31,402	36,382	37.214
A&D level-ImU	594	994	064	P69	690'1	6701	1711	118	68∠	978	9/8	260'L	188,01	815,01	992'6	456,8	726.8
Occupancy charges	15,625	194.51	157,51	157 51	15.751	12.751	157.51	13 201	15,751	12,826	928,S1	12,826	123,564	123,564	153,564	193,564	153,564
Management compensation	£95 Ot	6633	14,286	207 7	96€.7	P96 P1	15 586	13,014	13 460	10,760	097,01	13,450	138,967	138,967	142,442	146,003	149,653
% of Gross seles	%9°F1	50.9%	24.0%	%0'F1	%Z'61	22.8%	%6.71	35.5%	%Z'91	51.0%	81.65	52.6%	21.1%	21.7%	35 2 %	35.8%	35 8W
Unit-level profit	812,11	818,75	35,625	18,400	23,962	BIT,SC	19,319	23,913	22,455	22,913	TET, TS	48,224	308,127	Cra,esc	338,694	344,306	887,836
Other operating expenses	18,420	988,81	287,82	199'92	26,943	S2'248	22,735	20,264	29,622	22,880	22,566	818,85	288,840	£87,08S	711,08S	AT8, TTS	881,91S
Otheres	7,316	278 8	195 9	1969	8,028	831.8	677.B	€99.5	S40'6	017,8	141,8	9,200	781,18	971,86	609,86	852,78	68,163
gnbbpes	2.584	3 303	697 9	916 4	€60.4	3.206	690 7	3,312	9 344	3,762	3,762	£07,A	116,61	110,81	44,020	44,020	44,020
Repairs & maintenance	18	674	SZF \$	266	3.045	504	157	22	202	968	966	1,244	767,01	898.01	808,8	808,6	808,6
Payroll taxes	3,602	3 438	0915	110.4	779.£	5112	620 Þ	E16.E	597'7	3.812	680,4	5,772	ETO, FR	118.12	52,352	286'29	087,68
insurance	2,362	2,325	2 464	2,362	2,490	2,655	2.353	2882	698'Z	014,5	014,5	014.5	29,890	30,440	30,696	31,360	056,15
General expense	1,538	687.1	182,2	2,583	2,224	2 947	2,364	2,272	2,463	72,S	762,2	2,622	191,12	787,75	25,018	22,516	22,516
Building & security	631	996	158	1011	998	128	930	•	S67	645	248	£08	449, 7	380, 7	100,7	448,T	1,944
Unit-level marketing		15	7	125	Þ	•	•	-	•	20	50	52	208	261	871	081	091
Advertising - Marketing Dept	101.1	1.042	1,525	3110	3,028	714.5	2,490	2,201	607,€	£72,2	£72,S	2,841	£10,85	26,612	139,65	21,556	21,556
% of Gross sales	39.1%	%0'SP	969°19	446.76	%6'lÞ	%Z'07	39.0%	%9'lp	%9.7E	%8'l}	%6'l7	%6'17	%8:0≯	A7.SA	%1.Sh	%1.Sh	%7.SA
nigraM toV	968,06	48,132	115,18	440,14	906'09	58,264	42,054	771,41A	TT0,58	48,793	55,08	74,042	886,868	907,418	011,110	188,158	628,545
Labor Cost per Guest	%9 BZ	71.6%	23.6%	%9'9Z	%E EZ	25.2%	#E.7S	%8'9Z	%1.8S	%9°52	%Þ.25.4%	%Þ'5Z	75.2%	59.2%	52 5%	25.2%	52.2%
Labor cost	21,030	22,127	122.88	28 300	28,286	291.90	58 488	28.473	₹69.4€	117,75	30,451	44,805	867,786	941,875	020,776	EFT,87E	287,E8E
Food Cost %	31.2%	28.0%	%9 6Z	30.6%	%4.6Z	30.2%	29.5%	%L'.LZ	%0"PE	%9'62	%9'6Z	29.6%	%0.0£	30.0%	%0°0£	30.0%	30.0%
Food cost	24,616	59 709	13 480	159.55	190 9€	13.266	31.628	809,62	260,7A	775,SE	OTA, SE	881,55	871,654	528,744	951,021	176,684	458,230
seles tel	183,87	889,79	140,084	889,501	115,253	268,TEP	146,601	102,159	133,663	105,781	116,244	171,035	116'00'1	TTA, TEA, !	140,444,1	\$96'957'1	188,011,1
Met sales deductions	(2,433)	(4,548)	(788 T)	(648.5)	(6.165)	(5,547)	(4,468)	(4 216)	(884.4)	(014,5)	(TAT,E)	(Af 2, 2)	(876,88)	(750,52)	(54,307)	(54,695)	(185,281)
Gross Sales	₩05 & ₹16,87	%10.7 818,501	MS1 01 169,741	716,601	#05.8 T12,121	9.60%	#75.7 858,701	%\Z\T &\E,801	9.46% 138,350	#44.7 121,201	8.21% 119,991	#10.SI 848,811	1,462,290	116,181,1	1,498,954	629,603,1	968,858,1
Check Average	12.02	69.68	81.018	83,018	\$9.92	16.02	\$10.20	05.6\$	TC.02	07.62	07.68	07.02	08.68	96'6\$	10.018	T0.01\$	Tr.018
Guest Count	606,6	10,362	DES'PL	10,526	12,236	864,41	878,01	059,11	14,765	11,253	12,366	16,194	145,274	678,631	149,761	149,682	850,081
Location: RICHG	<u> </u>	हान्वरुद्	S S S S S S S S S S S S S S S S S S S	हा-ख्र	EL-YRM	2 2007	21-105	ST-SUA	ट्टा-वर्ड	ठवनात	EC-YON	टा-उब्रुट	1 <u>19181</u> 52	EA.14	EA.12	EA.18	21.73
1	2	ε	7	9	9	4	8	6	10	11	15	13		7	E	7	ş
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AUTIES level FilmU seles sero No %	(37,566) -44.6%	(811,81) #8.81-	(183) (183)	(118,15) #1 05-	(22,922) -22,5%	(00Y,8) #S.8-	(811,01)	(20,802) -21,3%	(180,AS) (24,081)	(AY0,T1) 247.91-	(128,71) #E.81-	(14,044) 27,51-	(970,555) %) 71-	(249,033) -21,2%	(292,661)	(249,985) %1,52-	(818,085) #0.55-
Untilevel G&A	667	121	044	094	694	111	977	924	121	808	808	600,1	10,062	655.6	£09,8	ZVL'L	SALT
Occupancy charges	978.81	19,426	20,640	30'940	20,640	0F9.0Z	20,640	079 OZ	21,347	20,640	20,640	20,640	245,111	245,111	245,111	111,245	242,111
Management compensation	19701	758.01	13 822	896.01	921 11	795 PL	10,312	687.7	13,231	10,564	10,564	13,205	erz,5er	812,7E1	140,957	165,551	148,093
% of Gross sales	%Z'6-	15.1%	\$2°3%	%8 ′6	%9°6	%L'22	12.6%	%98	%0'6	124%	%6'F1	% 7.81	SC.Ct	12.2%	12.6%	MOE!	*1.C!
Unit-level profit	(685,5)	C88,11	34,815	10,392	999'6	29,282	619,SI	8,353	11,219	TEO, Þ.F	14,388	018,0S	Ero,ovr	981,641	018,151	147,350	680,081
Other operating expenses	25,123	181,65	999'SZ	788,S.C	30,988	25,930	767,85	187,85	22,499	718,AS	889,85	99.1.9Z	345,499	322,535	313,616	309,911	311,952
Offices	920 8	672.8	951.5	906 6	071.6	3 833	9166	552 OI	874 6	188,8	IPS'Z	3'409	PS9'68	£17,58	Z82,87	995,67	80,395
enblues	3.814	252.5	3 205	199 7	4 729	7 654	ELZE	85E E	1977	397,E	997,£	807,4	782,68	7A2,58	68,193	C61.63	183
Repairs & maintenance	2 176	3 230	3,058	957 t	3.848	5 666	659.1	96€ €	2.859	796.S	789,2	AET,E	925,75	816,76	34,126	34,126	34,126
Payroll taxes	169.5	3 220	4,452	069 €	899 €	90C r	185 €	3.042	901 7	3,198	3'358	3,930	44,522	42,040	841,11	1,624	42,265
เนรเนรมต	778.S	£833	Z66°Z	898 2	3 023	3,223	288.2	98₹€	787 E	5 858	5'858	5'858	36,442	989,86	AA2,76	701,8£	878.8E
General expense	498.1	2010	2.213	9461	5 130	2 003	2112	688 t	2 056	1,988	888,1	2,485	25,317	71E,2S	867,SS	702,0S	708,0S
nauguð e secnus	021 1	5,398	2,297	\$16.1	676 1	1 223	1 224	5171	794.1	069,1	069,1	2,113	812,15	21,516	815,15	812,15	arz,rs
Dutainem lavel-neu	217	338	48 9	₽0 9	PLV	149	787	SEP	678	485	482	409	6,129	228,8	5,240	817.A	817.2
Adventaing - Marketing Dept	100	1 045	928 L	3 110	9 0 5 9	2172	2 490	2,201	907 €	E7S,S	£72,2	188,5	28,013	26,612	158,ES ·	955,1S	955,15
्रिश वा Gross sales	50.6%	45.0%	W8.Eh	%6'0>	39.8%	45.8%	%1'17	39.1%	%7.7E	45'6%	45.9%	45.9%	%1.05	40.14	%9'lb	%9°L7	169'17
Met Margin	EEE,Tr	780,13	102,08	916,64	40,653	98,211	9/1/17	761,8E	111,83	29,015	115,12	999'17	512,512	168,872	455,625	457,260	462,020
Labor Cost %	34 34	%9 EZ	21.6%	%) EZ	%E'SZ	%8 EZ	%1.2S.	20.9%	%9'ZZ	24.2%	24.2%	34 34	24 5%	34.5%	34.5%	%9°PZ	34.5%
Labor Cost per Guest					758.25	108.0€	£41 92	622 92	ES1.45	22,044	875,55	24.6S	313,609	288,452	276,285	912,11 2	280,163
Labor cost	966'07	22,986	199 62	24.474		%8'6Z	%0'0E	30.2%	31.3%	%4.0C	%4.0E	30.7%	32.2%	32.2%	32.2%	32.2%	%2 ZE
Food Cost %	%6'ZS	31.4%	%6'0€	32.0%	31.15	38 488		787 GZ	699.85	806,7 <u>S</u>	782.85	24,025	692,514	881,876	363,203	802,148E	105,885
Food cost	762.AA	30 692	45,492	996,66	807.1E	887 85	764.05	287 02	DAS AF	800 22	209 OC	3CU VL	050 017	00,020		003 100	
zolsz foli	82,928	84,725	132,454	608,101	791,88	154,499	907'88	93,648	118,740	889,88	84,352	881,801	1,238,390	1,143,341	£11,880,1	£10,000,1	1979'15)
anototobeb salas favi	(1.311)	(3115)	(8148)	(472.4)	(388.5)	(155.4)	(3.240)	(\$59.6)	(4,267)	(280'Z)	(802,2)	(2,538)	(40,293)	(011,55)	(885,15)	(31,500)	
Gross Sales	94°540	258,79 058,79	209,7£1	200,800 280,801	7.98% 580,501	10,09%	260.7 260,101	#£8.7 £02.76	#07.8 TS0.4S1	870,12 81,018	#88.7 688,88	#69 8 \$00,111	£88,815,1	111,871,1	1,126,500	1,130,543	1,142,312
Check Average	\$8.23	86.98	29.62	£9.6\$	69.68	\$9.6\$	29.42	85.98	07'6\$	23.62	\$9.6\$	23.62	TA.08	88.68	89.68	\$9.6\$	78.82
			14,303	11,229	10,539	07E,Ef	10,785	ELP,C1	781,E1	9,639	10,223	11,762	135,016	123,008	868,711	858,711	110,126
Guest Count	721,8	10,429	10171	000 11	002 07												
	· ·	,	ç	,	Wey-13	2 760-13	द्यम्	€(-84)	टू हा-ठड्ड	ठवनात	ET-YON	हा-ठस्त	1 <u>9481</u> 52	P.14	£1.12	61'Y4	71.73
Location: RICH2 Guest Count	2 EL-mat 721,8				,	S								EV14	\$1.AJ	A174	5 ۲۱۲۶

Unit-level EBITDA % of Gross seles	(\$88,7) %7.9-	151,7 82.5	876,81 %8.51	4,182	2,073 2,2%	£78 #8.0	(811,8) 25.5-	(518,C) %1,5-	868,1 868,1	(168) #8.0-	2,036	818,01 #8.8	26,749 25,5	21,914	20,530 20 S	26,632	83-8,85 96.5
A&D lavel find	927	165	960	383	391	96E	700	066	58€	957	957	078	8>9'5	996,2	628'>	976'7	826,5
Occupancy changes	94Z'01	942.01	272.01	942.01	522.01	942.01	499 ZI	12 188	942 01	879,01	979,01	879.01	109,621	129,607	129,601	129,607	129,657
Management compensation	960.8	ZZ8.7	9.352	SS0 2	1 208	£91,21	9.315	007 9	450,01	168.8	169,8	10,864	217,011	SIT,OII	E81,E11	116,320	8SS.011
% of Gross sales	13.4%	36.1%	58.0%	35.2%	\$1.1%	22.6%	260.01	4C.01	22.0%	22.0%	%1.£5	S0 6%	35.6%	#1.55	23.3%	X1.cs	23.6%
Unit-level profit	££6,01	32,909	36,401	21,905	876'61	26,406	£61,61	887,71	22,613	19,592	33,169	32,926	Brt.sts	267,602	271,249	901,TTS	283,129
Served seguing expenses	23,160	21,423	185,85	24,385	25,213	160,8S	870,55	197,85	22,282	23,354	788,55	56,639	269,632	287,134	TOB.ATS	ESO,ETS	008,87S
\$90,00	1998	1618	9 460	967 8	108	8 224	105.8	992.8	498 5	180,8	261,7	869,7	85,833	EE1,140	878,58	155,58	84,845
sayddng	3 159	3 403	168.4	660 €	165 E	\$49 €	391€	016.4	TET.E	3'25'E	3,525	605,5	44,328	44,328	39,685	39,685	39,895
Repairs & maintenance	999 .	1 624	5 0 46	2 894	120'5	1.850	P22	1841	€96 €	LZZZ	722,5	2,784	26,958	£8£,7S	24,626	24,626	24,626
Sayroll taxes	799,€	962 €	6 22 r	291 €	3116	4 281	010 €	5 656	3.288	710.E	3,120	090,4	081,11	035,03	Z6E '01	40,902	888,11
nsurance	5 286	699'Z	202 2	5 2 2 2 2	2 735	216.5	589 2	591 E	3,152	2,649	2,649	2,649	35,962	33,456	829.EE	897 PE	34,985
General expense	845,1	1337	1 254	650 1	1,232	081.E	094 (689 7	AET, f	627.1	627,f	2,199	21,472	21,172	19,325	17,392	17,392
gnitang & security	343	*	926	218.1		189	866	343	€69	089	089	028	288,7	299.T	200,7	299,7	288,7
Unit-level marketing	192	662	538	172	212	385	697	242	669	333	322	¥05	4,421	4,200	087,€	3,402	3,402
Advertising - Marketing Dept	160,1	1101	1 374	1 323	1 298	168	850 1	SSE I	£87.1	PL1'L	PLL'1	1,392	EIT, AI	879.E1	12,580	11,322	ZZE'II
% of Gross sales	%6'17	%£'29	%Z'87	%6'97	%L'14	42.2%	148.11	45.Th	497.Eh	48.2%	48.2%	48.2%	%9°97	%9'87	%9'87	%9'87	%9'87
Margin	34,094	47,532	587,58	46,290	191'97	62,436	38,211	43,525	103,11	42,946	45,045	295,93	582,288	654,736	871'979	820'158	528,929
Labor Cost %	24.3%	%E 0Z	20.8%	21.1%	WC 22	%9 EZ	24 2%	WT.CS.	%0°52	22.5%	22.5%	35.5%	%1.55	#1.55	%/.SS	#1.52	%L'72
Labor Cost	928 61	50 151	ES1 12	50 810	21,102	9v2 LZ	088 OZ	21813	52,725	Z90'0Z	\$60,FS	£88.7Z	273,67S	669,78 <u>S</u>	PSS'E9Z	871,285	£27,68S
2000 COSI %	%4'1E	%6'4Z	%E'9Z	%P'12	50'4%	27.3%	%0'/Z	24.8%	%9°4Z	76 6W	%9 9Z	%9'9Z	%L 1Z	%1.7S	%1 'ZZ	%1.7 <u>5</u>	%1'ZZ
1300 poo-	944 S Z	619 72	34 543	£00,72	55,008	669 15	23 016	22 884	961.82	23,672	24,830	32,833	877,8SE	EDB.GTE	569, 16	886,81€	355,059
· , -														a colonic to	1,124,392	1,132,594	117,081,1
zolaz toli	79,685	\$5,072	154,148	84,103	175,19	111,382	82,106	55,88	818,88	007,88	(2,560)	(3,385)	(85,62,705	(312,8E) 870,2h1,1	(MS8,7E)	(898,75)	(38,504)
Met sales deductions	(ZEZ'L)	(4.084)	(6 083)	(195 1)	(134.61)	(109 7)	(3 104)	(996 £)	(3,952)	(2,440)			148,805,1 (859.54)	120,293 (215,85)	810,581,1 (ASB 56)	283,071,1	215,631,1
sals2 sect0	%57.8 ECA,18	99,156 99,156	062,061	7881.8 788.86	#28.7 \$67,48	#18.9 #18.933	7.06% 012,28	881.56	#55.8 887,501	191'68 %6E'Z	#27.7 #21.60	%65 01 123,635	1306.641	105 081 1	810 581 1	207 021 1	310 031 1
Среск Алегада	\$8.26	19.88	49.82	19.88	67.82	55.55	18.82	26.62	69795	09.83	69.86	09.82	89.88	\$8.6\$	68.82	86.8\$	80.68
Guest Count	088.6	612,11	15,022	11,386	£88,01	880,E1	078,8	10,420	11,563	016,01	178,01	14,383	138,991	133,362	130,661	130,651	erc,rer
	,	,	S		,	S	,	•	S		-	S	29				
WOOD I WATER				हर ने तथ	FE-KUM	रह-सहरू	टानहरू	21.554	टा-वरू	70.05	CCA5U	£1:584	ख्या	11.1.1	EA.42	81.V4	21. 1.4
Location: TUSUM	न्हण्ना उ	् हान्वेब्य	CL-18M	CE-1GA	May-13	EE-Unf	हानतर १	€£-84A	Gr 61-998	ा टानञ्ठ	St-voli St	E1-20G	[SQT	71.14 Z	31.73	\$1.Y3	21.A3

Unit-level EBITDA % of Gross sales	Management compensation Occupancy charges Unit-level G&A	Unit-level profit % of Gross soles	Other operating expenses	Ublities	Supplies	Repairs & maintenance	Payroll taxes	insurance	General expense	Building & security	Unit-level marketing	Advertising - Marketing Dept	% of Gross sales	Net Margin	Labor Cost %	Labor Cost per Guest	Labor cost	Food Cost %	Food cost	Net sales	Net sales deductions	Gross Sales		Check Average	Guest Count	Location: ALEX	
6,811 4.4%	13.525 10.465 808	31,610 20.4%	28,424	5,834	5,992	2,863	5.795	3 265	1.991	1 372	208	-	38.8%	60,034	26.7%		11 228	33 04	50 801	152,083	(2,528)	154,592	6.87%	\$7.79	19,835	4an-13	N -
28,728 14.8%	15,020 10,465 1,155	83,368 29.5%	27,797	6.517	5,078	1,863	5.791	3.215	2.346	1,752	214	1021	44.9%	81,164	23.0%		41 550	20.58	£3 373	178,104	(4 642)	180,745	8.03%	\$7.73	23,368	Feb-13	ω -
59,708 24.3%	10,601 10,485 553	81,327 33.1%	34,577	5 5 1 1	7 702	4.529	6 494	3 389	2 670	1 383	205	2603	47.2%	115,904	21.9%	00.700	57.758	200	69 776	238,438	(7.139)	245,577	10.91%	\$8.07	30,433	Mar-13	. -
33,104 17.5%	11,536 10,465 581	55,886 29.4%	28,511	5,862	6,069	1 788	5.651	3 249	2 268	185	224	3 246	44.5%	84,197	23.9%	į.	46.00	30.00	52 026	183,278	(5,986)	189,264	8.41%	\$7.78	24,319	Apri-13	on ⊸
33,528 18 <i>0</i> %	11,689 10,465 682	88,388 30.3%	28,883	5.681	5,364	2,751	5.301	3 424	2 632	1263	232	3 3 3 5	45.8%	85,248	23.6%	40,920	1200	37.04	64 740	180,883	(5, 177)	188,060	6.26%	\$8.20	22.691	Wax-13	3 > →
33,884 16.2%	14.265 10.465 481	59,096 28.2%	32,008	5,892	6.718	3,546	6138	3 651	2303	1 883	265		43.5%	91,104	25.4%	25,400	27.00	30,044		202,856	(6,709)	209,565	931%	\$8,78	23.856	ւար <u>-13</u> 5	7 1
20,934 12,8%	12,701 10,465 477	44,577 27.3%	25,669	6 346	5.493	991	4 800	3 2 2 2	2 278	185	242	3	43.1%	70.245	25.8%		20.03	10 134		158,551	(4.593)	163.144	7.25%	\$8.62	18.927	4H-13	» ¬
34,813 20.1%	13 111 (1.854) 548	48,618 26.9%	29,266	6.244	6610	2 138	4 858	2 0 0	307	560	209	3	43.8%	75.884	25.1%	43,330	20.0%	39.3/		168,805	(4,437)	173.241	7 70%	\$8.28	20.964	Aug-13	o
20,391 9.5%	13.860 19.020 543	53,813 25.0%	36,071	9.288	9 174	2021	5.110 6.110	3 046	2 426	9.50	236	3	41.7%	59.884	26.0%	30,103	30.07	04.080		210,669	(5,001)	215.670	288	\$7.85	27.450	Sep-13	ŝ -
27,809 16.5%	11,370 8,412 511	48,102 28.6%	28,132	7.271	5.839	200	4814	2,230	3 2	2 !	2175	ì	45.9%	77.234	24.1%	40,051	20.2%	47,300		165,231	(3.033)	68.264	7.67%	\$8.03	20 947	<u>• 61-13</u>	:
28,492 17.4%	11,370 8,412 511	48,785 29.6%	26,329	4.572	5 839	242	4711	2,230	3 2	3 ;	2175	,	45.9%	75.114	24.1%	010'85	28.2%	40,000		180,696	(2.950)	183.645	7779	\$8.03	20,322	Nov-13	3 -
38,297 19.0%	14,212 8,412 639	61,680 30.6%	30,902	4.805	7 299	3,07	5,518	2,780	3 -, 536	200	2,719		45.9%	92.482	24.1%	48,542	28.2%	96,/06		197,810	(3.631)	201.442	7850 0	\$6.03	25,077	- EE	: -
354,496 16.2%	153,259 115,861 7,491	640,906 28.5%	357,588	73 623	77 178	30,00	41,294	20,000	, , , ,	1 2	25,570		44.4%	999 475	24.4%	949,448	%8.8%	647,461		2,195,384	(55 826)	2 251 210		\$60.83	378 378	2 <u>[</u>	
331,010 15.4%	153,259 115,661 7,116	607,048 28.2%	351,912	70.556	77 178	30,030	41,913	28,383	303.00	1,000	24,291		45.6%	200 000	24.4%	525,604	28.8%	619,363		2,103,925	(49 589)	2 153 514		\$7.62	202 607	FY'14	, -
319,711 15.3%	157,091 115,681 6,405	598,587 28.6%	333,188	68 576	80.41	37,000	42,542	25/20	1,048	1,330	21,862		45.6%	13000	24.4%	510,857	28.8%	601,986		2,044,897				\$7.38	303 606	PY15	,
323,498 15,4%	161,018 115,681 5,784	505,941 28.8%	329,645	25	80.484	77,724	43,180	23,154	1,949	2,097	19,676		45.6%	262 940	24.4%	512,794	28.8%	604,268		2.052.049	(48.380)	3 404 030		\$7.33		FY'18	
331,320 15.5%	165,044 115,661 5,764	817,788 28.9%	332,518	60,00	60 /64	126	43,828	23,154	21.949	180,7	19,676		45.6%	200	24.4%	520,867	28.8%	613,781		2.084.984	(40 142)	343446		200,231		FY:17	

Supplies estimate constraints of the constraints of	200° 9	(262) 822,11 825,11	38.0% 38.0% 38.0% 4.352 4.352	20.3% 20.3% 20.701 326.4	258.01 236.4 278	206 236, b 771, 21	778.7 285.4 287.5	895 4 325 10 240	4.352 1 418	252.A 271.1	271,1	599'1	728.Ar	pit'pi	12,703	264,11	SEP.II
Supplies estimate constraints of the constraints of	759,81 883,11 %1,71 325,11 526,4	822'11 822'11	38.08 535.4	207.01 S.S.S.A.	25.2% 689 O1 535.4	771,21 528,4	773.7			4,352	200'-						
the first separate constraints of the constraints o	45,931 883,11 25,11	%E'0-	36.0%	20.70r	21.2%			10.240				4,352	25,225	22'2S	25'252	62,225	52,225
c and a maintenance of geographic constraints and a maintenance of the constraints of the	729,81 888,11 #1,71	%E'O-	38.0%	%E'0Z		%F GZ			961.71	111,01	rrr,or	12,639	138,174	138,174	141,628	691,241	887,8 A f
Repairs & maintenance 1, Supplies 2. Ubibles 6. Gibbles 6. Other operating expenses 18,0	726,81	(282)	DTD,ED	R//'GL			%E'0Z	\$1.2%	%8°12	23.9%	24.1%	%0.1 <u>s</u>	22.3%	22,388 22,7%	241,663 23,3%	23,785 23.6%	262,903
Repairs & maintenance 1 Supplies 2.				UNIX UV	SE8,71	26,735	16,074	19,196	21,344	175,81	18,560	28,482	861,862	RRE. RES	543 145	281 288	1 500 595
Repairs & maintenance 1 Supplies 2.		38'032	067,11	20,880	21,630	22,429	078,81	24,568	21,586	196'61	976'81	20,422	711,685	258,479	248,128	\$40,7AS	780,18S
Repairs & maintenance 1, 2.		986 1	6,293	2169	NAO.7	6,585	1,201	944.7	£10.7	IZL'L	708,8	078,2	317,77	095'LL	924,87	£67,77	80,229
Repairs & maintenance	2.359	1,626	1 306	2,888	1921	2,941	2,548	Z69 9	5071	€80,€	5,083	3,853	32,444	32,444	668,1E	31,699	968,1£
	861 1	289	1,229	127 r	5.296	3,363	1.482	1011	184.5	1,726	1,726	821,S	21,192	DIE, IS	65C,61	19 328	62E,91
Payroll taxes 3.0	3,056	3,658	3,948	3,121	2 926	3,409	7.437	199.5	178.E	277,5	2,695	3,324	₽8 2, 7£	TIA, TE	SIA, TE	ST1.8E	39,276
	2 262	2.227	2 362	2 264	2,386	2,545	2,255	Z91 Z	2,750	5,309	2,309	5,309	28,740	171,62	809,62	30,052	50,503
General expense	Z69° i	9001	1.902	1,682	1491	2,271	1,522	ESIL	187,1	585,1	1,565	956,1	278,91	278,61	807,71	766,21	768,81
Building & security	498	1,041	2,742	9#6	2,156	683	1.350	5 122	928	£12,1	E12,1	168,1	284,71	282,71	284,71	281,71	284,71
Unit-level markeling	•	Þl	2	-	ı	ı	SIL	6	•	50	50	52	502	961	92L	128	128
Advertising - Marketing Dept 1,	1,090	25,748	(10.994)	1,322	614.1	168	820.1	1.355	£67.1	(011)	(011)	(686)	610,1S	20.025	18,023	155,81	rSS,81
% of Gross sales 44	%p'pp	44.3%	%E'87	%L'S7	%E.7A	%L'97	%9'S7	%P'87	%0'PP	%4.8v	%4.85	%4.Bb	%8'97	%S'87	%\$'8 >	49.5%	%9'8 7
,06 nigraM feV.	30,812	EET,TE	22'584	888,76	39,261	£81,6A	36,044	487,EA	45,930	39,215	903,YE	108,21	495,255	788,86A	118,681	498,362	079,612
	%9°2%	22.8%	20.6%	23.6%	%Z.EZ	23.2%	74.2%	22.2%	26.2%	22.7%	22.7%	%L'72	%E EZ	%5.EZ	23.3%	WE.ES	%E'EZ
Labor Cost per Guest					592.61	744.AZ	561 61	20.090	999'92	18,300	£03,71	21,422	246,654	244,950	140,145	Z45,687	188,883
	886.81	144.61	23,596	19,454			201 OI	%0'9Z	%9'9Z	%S'9Z	%9'9Z	%9'9Z	%9°5°	%8'9Z	%9'9Z	%8'9Z	%8'9Z
	28.0%	%C 6Z	%8'9Z	56.5%	%8'9 Z 52'12	£78.72 %6.8 %	795.15	23,525	696'SZ	21,351	20,421	24,993	281,185	282,223	212,872	240,685	291,938
.et tsoo boo?	114.61	24.989	30.642	21,895	953 15	£28 2C	209 15	363 66	030 30	136 16	VCV 0C	20072	007700		5.5 525		
Net sales 68,	809,59	191,28	508,601	100,81	990'09	683,101	8£8,8T	616,18	877'78	999,87	75,430	92,319	1,026,095	1,024,040	1,009,498	1,027,122	1'029'589
	(124)	(5,999)	(p103)	(784 E)	(0,940)	(3 825)	(2,434)	(3.136)	(380,E)	(EST,1)	(829,1)	(710,5)	(\$10,EE)	(E87,7S)	(826,72)	(858,75)	(807,85)
	%99'9 866'69	89,162 85,162	818,brr 818,brr	%87.7 474,58	7.84% 82,995	%\$6.9 105,309	%85.7 485.67	#35.6 \$15.08	%12.6 97.530	#18.7 688,08	#85.7 870,11	8.91% 94,338	601,630,1	£67,120,1	T28,850,1	1,054,958	766,780,f
	19'95	88.88	28'14	\$9.02	\$1.02	61.92	\$0.62	S1.63	\$9.12	78.82	78.83	T8.82	10.68	\$9.43	19'6\$	07.68	96'6\$
	611,6	882,6	268,S1	8118	810,8	724,ff	011,8	888,6	169'01	160'6	869,8	199,01	117,589	111,582	108,732	\$67,80f	109,276
<u> </u>	F	7	S	7	,	2 75U-13	† 70-13	£1-20A	2 E[-dag	ठद <u>न्</u> य	MOV-13	ड हान्डब्र	52 28	51.74	51.73	81.Y4	21.13
Location: AM Hand	न्हण्यतु ह	हान्वभ्य	Met-13	<u>Et-19A</u>	EE-YAM	Er-mul	Eriol	front	Or Et-coal	11	SI	13	Inter T	71.23	33	4	2000
	۶	E	7	•	9	4	,	ŭ	*	;*		;*		, ~	, -	, '	

Unit-level EBITDA % of Gross seles	868,01 %2 &	709,83 #8.91	89,449 25,6%	49,462 20,0%	185,05 185,02	121,68 52,6%	978,8S #8 £1	158,85 25,81	097,8E	24,901 3.5.5%	261,0S %2,11	EY9,TS #E.E.I	997,833 %7,81	423,853	210,515 #9.21	181,654	020,054
Unit-tevel G&A	242,1	2151	796 l	926'1	ZE2 +	299 L	509.1	1 255	126'1	685'1	685,1	986,1	20,220	18,209	682,71	095,21	095'51
Occupancy charges	18 394	999,61	448 91	778,81	448.91	778.81	248.91	448 9t	386,71	776,81	778,81	778,81	203'242	203'242	203,542	203,542	203,542
Management compensation	061 81	184,41	956.81	12.508	15 699	024.21	13,036	118 61	14.332	12,700	12,700	278,21	851,171	171,128	175,406	197,971	184,286
% of Gross sales	24.7%	33.2%	%) 9C	35.9%	%9'0C	%L'1E	39 4%	35.6%	\$6.6%	%2'8Z	%E'6Z	20 0%	%8'0E	%9'0C	₩0.1€	31.1%	₩8.1€
Unit-level profit	49,025	018,81	888,811	arr,er	£07,15	100,72	¥85,08	MC8, Y8	73,648	190,88	885,18	117,58	666,688	\$68,718	182,018	\$22,054	TEE, MEB
Other operating expenses	42,312	676'07	959'09	079,64	ES8,74	41,218	018,54	091'97	856,928	199'19	38'048	42,926	118,118	633,313	884,708	519,108	204,423
Usklos	961 6	808.8	<i>LL</i> 0 6	906 6	10 395	11 020	12,159	069'01	11 382	610,01	509,7	966'4	£83,611	692,511	087,011	111,242	172,527
Supplies	9619	6.023	11 828	209 Z	170.8	1 205	698 Z	700,6	16,729	SE0,7	7,032	067,8	747,70	TAT. TQ	E79, 78	£79,78	£10,78
Pepeirs & maintenance	£27 f	6₽9 €	3.243	3 469	906.8	131.5	016.5	3 521	870.A	3,292	3,292	SII, A	21,545	42,168	156,75	126,75	126,75
Payroll taxes	ZS1 2	0999	7108	096.9	996'9	Z\$0'±	SPP'S	49Z'S	994.9	5.033	657.4	087,2	74,244	ret,rt	718,07	561,17	582,51
Insurance	3 589	3,239	212€	3.272	3 446	878 €	3 260	166 €	3.975	3,344	AAE,E	3,344	862,11	42,222	42,855	883,64	021,55
General expense	€88.€	2 850	861.2	2,932	551 :	600 ₽	3.249	440 €	3 919	3,320	3,320	021.A	S20,EA	43,052	747,8£	34,872	ST8.AE
Building & security	9.231	C58.8	8118	796 S	667.8	7.026	929 5	P87 2	7,022	\$78,8	S78.2	060,7	611,87	914.67	811.8T	CIA.67	011,8T
Unit-level marketing	1.7	Z1	∠€		ı	•	•		•	9	9	L	OPL	133	611	201	701
Advertising - Matheting Dept	1,331	5 829	718.E	1977	752,4	190°F	2 242	780 'S	411.8	EST.E	EST.E	6,653	109,81	E75,44	39,846	39,862	39,862
% of Gross sales	%1'97	%9'09	95.2%	%0'19	%9'0S	%p'6p	%9°87	%6'67	%L'87	%9'19	%9°15	%9'LS	%Z'09	%P'15	%9'1G	%F'15	21 130
nigraM feV	81 333	618,611	505,881	123,745	119,326	138,219	103,206	113,684	873,CC!	809,19	803,02	TE8,801	784,804,r	1,351,146	957,716,1	1,323,469	187,856,1
Labor Cost %	35.2%	46.91	%Þ 81	%\$ 61	%0°0Z	%9°02	%Z 1 Z	20 4%	20 8 %	%6'61	%6'61	#8.61	20.1%	%i 0Z	20.1%	20.1%	%1 OZ
Labor Cost per Guest																	
Labor cost	690 77	45,662	£19.85	071.74	240,74	869,78	45 038	784.84	521 12	TEB,TE	788,AE	659,14	563,332	578,658	921,858	527,442	958,658
Food Cost %	30.2%	%P'82	26.9%	26.8%	%1.8Z	%Z.7Z	%0 8Z	WS.72	28 2%	%1 /Z	%1.7S	%1 /Z	%9 /Z	%9 <i>L</i> Z	%9'ZZ	%9.7 <u>S</u>	%9 <u>/</u> Z
Food cost	188.62	£81 78	878 28	786,148	109.59	4 70.87	609.69	999'29	272,77	51,293	822,5A	761,72	256,177	OT8,TET	929,617	22,755	801,1ET
entes toli	195,260	232,384	267,01C	235,882	276,855	271,990	837,705	707,SSS	976,T8S	188,438	172,862	817,705	257,047,S	783,758,S	2,562,524	888,ET8,S	2,603,403
Net sales deductions	(2,803)	(EDE D)	(996 2)	(065 9)	(2,860)	(388.7)	(610'5)	(602'5)	(6,422)	(2,524)	(2,340)	(2,612)	(29,484)	(49,138)	(£59,7A)	(FET,83)	(48,687)
Gross Sales	280,88f	707,85 £	087,81E	242,472	254,835	TT8.9TS	797,512	227,916	866,475	£86,881	175,202	068,01S	981,003,S	858,878,5	2,610,447	707,158,5	2,652,091
	%10. T	%\$7.8	11.38%	%99 '8	%6E'B	%86 ⁻ 6	%09.7	%P1.8	%08 '6	%9 <u>7</u> '9	6,26%	%Z9'4					
Guest Count Check Average	22,865 \$8,66	128,82 88.82	108,AC A1,92	26,68 \$6.93	\$9.08	881,1E 19.82	29,859 \$8.92	686,82 88.88	591,05 \$9.10	156,15 88.88	20,232 \$8.66	S1C,52 \$8.66	878,41£ 08.88	346,765 00.88	\$81,685 \$9.03	A21,685 T0.02	\$90,600
Giver's Course	*****	*	S	707,10	7	9	7	7	S	-	7	S	25				
Location: BRFM	790-13	टा-वब्र	St-18M	<u>€1-19A</u>	SI-YAM	750-13	crine	ST-QUA	हु-देवह	ठवनाउ	EL-YON	CI-200	<u>ब्स्टा</u>	F1.14	F1.12	FX.18	41.43
1	2	3	7	ç	9	L	8	6	10	11	ZI	Er		ζ	E	7	ş

Natices Occupancy charges M of Cross sales M	969 6 926 8 926 9 936 9	211 696,8 711 11	647 51 088.8 167	929 926 9 928 11	068 826'8	118	416	718									
Other operating expenses Met Gross sales Menagement compensation Occupancy crisinges	48.01 859 8 859 8	717 11 286.8	089.3	926 9					657 1	ш	Ш	146	£27,01	10,215	161,6	\$72,8	172.8
Sther operating expenses K of Gross sales K of Gross sales	11 534	21211				826 8	8 928	870.8	921 6	117.8	FFA.B	119.8	102,424	102,424	102,424	102,424	102,424
esensque gallissago sadif Historg (avel-fini)		*****			59P S1	096'E1	954'4	10 626	14 230	718,11	418,11	PTTAI	152,697	162,697	212,821	150.427	864,481
esensque gnitistado tedifo	956,51	21.3%	25.5%	%8.71	XC.81	%1.61	%6.81	%F'Z1	₩C.81	%8.61	%9 F1	NE 11	36.71	16.2%	%F'91	%8.81	%0 L1
	*****	826,1C	\$50,68	26,613	819,7S	33,986	855,15	23,914	28,065	876,61	166,81	871,01	196.ATE	STS,08S	251,432	800,185	264,282
\$20,000	155,15	25 421	155,14	158,85	821,75	990,64	32,238	710,0C	42'403	34,230	23,483	897,03	781,834	438,207	413,156	188,704	605,013
	569 9	204 9	06€ ∠	110.5	1169	272,8	661.9	7 265	9108	ZLL'9	7£2,8	\$87,8	Z\$6'¥8	286,77	ES8,E7	CS8,E7	AEB, AT
eaptions	621.5	96€ \$	€69 01	655.8	9169	155 8	1185	150'5	7.752	688.8	888,8	086,8	784,E8	783,E8	851,27	861,87	8£1,27
eonsnehism & enisqe?	076 :	485°I	€9€ €	₹ ₽9 €	090′€	2,640	199	2C1 1	3 892	2,216	2,216	011,5	29,026	191,65	26,515	26,515	S15,85
Sayroll taxes	655.2	ese s	2179	ELL'S	F61 9	1909	4 425	796 T	6.423	061,4	650,4	E78,2	697,08	269'9 9	55,192	882,22	56,586
บรณตบตล	3118	020 €	3 238	3 101	112€	3,488	3 065	\$84 t	1.4.4 €	171,6	171,6	171,6	39,450	110,01	S29,03	41,252	078,14
Seneral expense	808 r	r96 i	1672	806 Z	1 52 1	145 5	2.212	2.240	2 240	2,294	2,294	2,888	207,82	S07,8S	25,632	23,248	812.CS
Suitang & security	496 S	SEE 5	121.7	7.332	989 7	017 7	6 £9 S	107 9	€69.7	6,830	5,830	882,T	750,87	750,87	120.81	720.87	TS0.87
Unit-level marketing		15	ζ	•	l .		•	•		0	0	ı	91	SI	PL	Er	£r .
Advertising - Marketing Dept	1 331	600 €	718 €	1977	758.A	290 F	2 242	480.2	711.8	EST, E	EST,E	658.4	#ST.84	815,55	₹26°6€	779,2£	778,2E
% of Gross sales	32.9%	43.0%	%0'ZÞ	%7'77	43.0%	43.3%	MS'IP	%9°Z7	42.7%	%9°F7	%9'77	%9'77	13.2X	%S 77	%S'PP	%S'77	%S.54
migraM tel	728,AA	645,379	888,79	11/09	64,743	280,TT	878,68	168,88	807,67	TO1,68	191,08	59,943	784,154	673,868	688,466	686,488	165,578
Lebor Cost per Guest Lebor Cost %	28 1%	%7 ES	21.0%	24.2%	24.8%	59 3%	28 6%	38 94	50 5#	25.1%	25.1%	%I 'SZ	25.3%	%E 52	%E'SZ	WE SE	32.3%
Epot cost	291 58	999 SE	162 PF	36.489	966.7E	181 97	986 9€	37.045	866 PP	29.916	28,260	TOT.EE	680,744	128,802	388,223	388,223	384,065
% 1507 poo-	33 0%	30 34°	20 120	%6'ZZ	59 8 %	28.2%	%9°4Z	28.2%	29.4%	28 2 <i>%</i>	28.2%	%Z'8Z	%1.8Z	%L'8Z	%L'8Z	%7.82	%1.8S
7200 boo	921 17	158.35	26 7 89	42,017	155.54	90 590	999 SE	169.9€	A78.64	182,EE	SST, 1E	₽06, 7€	07£,708	807,184	440,567	188,024	661,544
Net sales	281,151	145,265	₽18,00S	145,251	145,633	£80,5\f	911,851	194,467	165,781	208,811	83-1,011	131,614	C10,817,r	860,888,1	976,683,1	876,68A,1	158,818,1
Vet sales deductions	(3,746)	(\$85.5)	(256.9)	(\$ 221)	(916.4)	(006 €)	1960 €)	(83€ €)	(4,604)	(788,5)	(2,444)	(2,921)	(48,400)	(42,947)	(188,02)	(196'07)	(41,597)
salas azonū	176 PZ1	#85 B 178.951	#87.11 858.705	%28.8 %28.08.1	609'091	#10 O! £86,111	7.31%	#08.7 EE8.7E1	256,171	%94.8 %84.811	#16 8 685,511	ACTO Y	EIO, TOT, I	886,708,1	62C,AC2,1	626,A62,1	189,788,1
Check Average	11.88	16.68	28.52	C3.62	19'9\$	£8.82	\$8.24	61.83	86.88	88.26	88.26	88.26	96.88	88.26	88.20	58.20	\$8.29
Guest Count	12,408	218.Tr	24,406	219,71 ·	17,692	21,126	778,81	CS8,81	20,511	14,423	13,624	6TS,81	211,499	154,727	800,781	800,781	159,781
	780-13	रा-वञ्ज स	S S	हर ग्वर	EL-YEM	5 740-13	EL-107	€1-DAY	ट्टान्टब्ह	ठवना	EL-YON	ट्टा-ठब्स	10:ei	P1.1d	51.73	FY.16	دا.لغ
rocenou; na																	
r Pocetion: DV	z .,	£	,	S	9	L	8	6	01	11	ıs	EI		ζ	£	,	s

Unit-level EBITDA % of Gross sales	26,309	158,03	74,942	Z81,83	397,66	ACC,68	818,56	189,15	609'77	876,13	085,85	45.359	719,158	669,108	699,008	229,006	BIT, Yaa
Unit-level G&A	212'1	691 1	281.1	1,228	962 1	188	1 583	1,284	SEZ"I	860,1	960'1	516,1	618,51	840.Þ1	078,51	11,403	605,11
Occupancy crasiges	21,074	298.61	740'12	21.074	71 074	71 074	\$1 074	740 LZ	287,15	A10.15	21,074	A10,15	252,384	252,384	252,384	722,384	252,384
Management compensation	877 71	15,483	20,360	SAT T1	LLZPI	214.81	16.864	164.81	915.81	S89.21	289.21	879,01	879,E0S	879,E0S	209,075	214,302	219,660
% of Gross sales	XE.7S	30.4%	No be	35.3%	%2'6Z	%9°06	39.3%	X7.7S	38 OW	31.5%	X9.1E	31.2%	%9 oc	%/ OC	31.2%	%7.1€	35.0%
Unit-level profit	63,043	8£0,1T	888,411	86,206	188,81	816,66	974,14	££6,98	116,88	\$61,08	AEA,87	£87,78	992,656	821,878	669,178	280,700,r	1,050,562
Other operating expenses	C86,55	518,54	666,88	42,985	199'67	\$60,03	44,524	84,338	207'55	182,83	45,926	189'95	601,262	258,863	261,888	157,688	996'01S
894340	209 6	2618	818.8	922 6	856 01	10 895	11 953	260 11	46111	10,352	9,259	867,8	120,090	118,239	115,829	117,926	EET, ISI
sayddng	292.8	797 G	11915	€06 ∠	496'9	12.831	785.7	666.0:	809 6	811.9	8:1:8	20E,11	EOI,EII	E01,E11	101,793	E87,101	667,101
Pepairs & maintenance	898 1	4 843	3.882	3 186	Z 384	1111	2612	876 h	969 €	818.E	818,6	ETT.A	926,74	860,81	43,232	43,232	ZEZ,EA
Paytoll taxes	996 /	569.7	Z61 6	075,7	918 9	9 280	9 354	261.9	£67.7	S88.8	6,421	109,7	221,88	288.88	200,88	£07,78	186,08
insurance	3 939	9.44 €	926 €	018 €	910 2	282 r	967 €	979 7	4628	268.C	269.E	268 C	P\$9'87	181,65	616,61	789,02	754,12
General expense	522€	801 €	4 806	4,002	995 7	4 343	112 E	595 €	261 4	818.E	818,6	4,772	£67,83	68,793	43,914	39,522	39,522
ရွက္ခထူပစီ မွာ စစင္သေးဖြဲ့	909 9	1699	1298	646 P	687.8	A17 8	611.8	929.7	207.1	6.284	182.8	228.T	885,18	892,18	292,18	282,18	81,265
Unit-level marketing	085	609	219	765	152	01/2	087	067	009	172	127	689	861,8	778,8	682'9	097,1	097,4
Advertizing - Marketing Dept	1.331	5 826	₹18 €	999 7	€68 Þ	261 2	78E S	061 9	6 223	M8.C	3,844	\$00.≯	168,73	967'57	7 9 6,03	38,852	36,652
% of Gross sales	%Z'SV	960 89	%9°0\$	%9'67	%8 87	%8 87	%9°21	%E'67	#8.Th	%S 0S	%S'0S	%S 0S	960 69	90 SW	20.2%	90.2%	%Z 05
Margin	105,626	907,151	172,691	132,191	126,529	601,681	116,270	171,451	608,151	128,392	122,360	145,264	810,568,1	166'749'1	1,542,891	818,078,1	1,621,528
Labor Cost %	33.8%	746'12	% 6 €1	%E 0Z	21.0%	50.9%	%1 ZZ	21.2%	22.6%	20.8%	30.6%	%9 OZ	21.3%	21.3%	31.3%	21.3%	31.3%
Labor Cost per Guest														700'0 40	960'999	ZE1,178	666,693
Labor cost	892 55	ipp SS	968 29	690 79	211.22	S75.88	251 45	208 ES	PSE 19	52,895	011,08	018.88	740,568	550,878	%9'4Z	%9'1Z	#8.75 500 608
Food Cost %	% > 6 Z	%8.72	%8'9Z	%Z.7S	%E.7S	%9 1Z	%¥ 8Z	%Z 1Z	%L'12	%Þ 1Z	27.4%	%7 LZ	%9'ZZ	%9 ⁻ /Z		SE1,878	Z87'906
Food cost	196,18	048 07	116 16	658,57	909 0∠	297 06	286 69	121.83	92 428	110.60	115,88	261,77	171,168	881,088	152,588	CEL STR	C07 900
Ref sales	298,655	181,1AS	ACT,SCC	258,783	281,309	169,816	239,805	348,094	381'981	206,085	239,114	278,009	033,681,6	3,134,389	108,010,6	3,126,080	5,227,003
Net sales deductions	(2,121)	(916.5)	(001.6)	(7.827)	(7.233)	(857.8)	(848 b)	(P62'S)	(816,8)	(811,5)	(2,971)	(3,455)	(528,78)	(160,35)	(178,68)	(54,948)	(157,82)
Gross Sales	230,983	A07,685	ACB, FAC	018,885	256,542	TOS.TSE	244,653	251,888	298,106	224,019	242,085	£81,185	3,251,095	5,189,483	STA, ASP,C	850,181,6	AST, C. 65, C.
	%01.7	#08.T	%15'01	8 20%	%96°Z	#60.01	₩£ \$.7	% \$2.7	%/1/6	%19.7	%S7'/	#00 B					
Check Average	\$8.23	\$9.60	\$8.65	19.62	T0.82	\$8.65	09.88	A7.62	87.88	87.88	87.88	87.82	20.82	361,932 39.08	\$16,03E	838,03E 36.98	282,235 89,68
Guest Count	28,053	29,488	39,512	31,229	29,608	858,75	199,85	28,835	33,851	29'045	818,1 <u>5</u>	32,180	25	660 134	0/9 0/2	079 076	Cacare
			2	•	,	8	•	_ •	<u> </u>		<u>, , , , , , , , , , , , , , , , , , , </u>	<u> </u>					41.43
FARMING EGGEN	******			हरन्त्रक	CL-XEM	₹ С- U##	et-nr	₹ 1-5 6₩	248-13	टानञ्ड	CI-VON	हा-ठब्त	MOI	11.14	51.13	67.18	21.03
Location: ESSEN	- et-us-	हान्वेग्न	ET-18M	हरनंबर	May-13	FE-UNF	क्रान्स्य व	e ۔-puA	01 01	เเ	SI COV-13	E1-204	IstoI	51.Y4	31.73	4	5

(243,427) (0.7%)	115,062 10 166,112 15 7,620 0	45,567 4.4%	312,887 29	1-			32,988 3					100,404		344,300 30		343,194 29	1,045,948 97	ı	1,073,171 100	740.021	Total
	10.7% 1 15.5% 14 0.7%		29.2%	•	•		07%	_			7	33,4%		30.4%		29.6%	97.5%	2.5%	80.00	П	"
	1,930 14,367 160			1.670			2.749				702		_								Run-rate
Unit-level EBITDA % of Gross sales	Management compensation Occupancy charges Unit-level G&A	Unit-level profit % of Gross seles	Other operating expenses	Utilities	Supplies	Receirs & maintenance	Devraiteves	General expense	Building & security	Unit-level marketing	Advertising - Marketing Dept	Not Margin % of Gross sales	Labor Cost %	Labor Cost per Guest	Food Cost %	Food cost	Net sales	Net sales deductions	Gross Sales	Check Average	Location: HTNBB
(28,855) -34.6%	7,316 14,872 1,535	(1,932) -2.6%	21,645	7 533	2 904	585	2,699	1 175	1.934		1,091	20.6%	37.1%	27.553	34.3%	25,450	72,716	(1,521)	74.238	8,445 \$8,79	11-12 11-02
-16,083)	7,295 13,455 1,669	7,365 8.2%	25,360	6,638	2 540	1 526	2 657	1.396	3,274	12	1.011	32,708 38.5%	29.0%	25,946	31.3%	28.029	86,680	(2.804)	59,485	9,814 \$9.12	1140
(22,190) -18.9%	9,703 14,667 742	2,921 2.5%	42,864	7.510	7.676	003	2,809	2.212	2.233	13	13,743	39.0%	27.3%	32,104	29.8%	35.025	112,914	(4 481)	117,395	12,819 \$9.16	Marcia
(10,296) -12.4%	8 423 14 667 712	13,507 16.3%	15,596	(28)	2.891	1 148	2 693	1.806	2118		1,323	29,102 35,2%	29.7%	24.567	31.2%	25,812	79,481	(3,222)	82,703	9,409 \$8,79	AR-EL
(14,978) -16.8%	7 863 14 667 565	8,118 9.1%	27,004	8 583	4.400	5,50	2,838	1.805	3.296	-	1,298	35,121 39.3%	27.1%	24.244	29.6%	26,398	85,763	(3,547)	89,310	9,749 \$9.16	Mer-13
(12,396) -11,2%	10,338 14,667 822	13,430 12.2%	28,548	8.351	5,755	2033	3 026	1.700	2,883	9	831	42,078 38.1%	28.3%	31,253	30.9%	34.125	107,456	(2914)	15.79%	12,198 \$9.05	5 11-113
(15,930) -20.5%	8,071 14,667 853	7,686 9.8%	23,846	9.183	1.956	3.042	2.683	2.034	3 639		1.058	31,801 40.5%	30.6%	23,984	28.7%	20,784	76,269	(1 567)	77.836	8,804 \$8.84	EL-IN
(26,996) (36,996)	5,780 12,867 477	(7,873) -13.7%	20,837	9.826	1 476	1,710	3 284	2.886	655			13,014 22.6%	46.1%	26,501	28.6%	16,441	55,958	(1,529)	8.23% 57.485	8,421 \$8.95	Aug-13
SOWO!		#DIVIO				,						#DIV/01	#DIV/O!		#DIV/O		•		0.00%	MDIV/OI	\$40-13 5
*ONIO		8DIVO!										#DIV/0!	#DIV/O!		#DIVO				0.00%	\$0.00	- EE-130 - E
sorror .		SDIVO!										#DIV/O!	#DIV/O!		#DIVO				0.00%	\$0.00	Nov-13
*DIVO		EDIVOI .					•		٠			#DIV/O!	#DIV/O!		#DIVIO				0.00%	\$0.00	Dec:13
(143,610)	64,789 114,528 7,375	43,180 6.2%	205,840	59,598	29.598	20./39	22,690	15,014	20,031	2	20.354	249,020 35.6%	30.9%	216,152	30.3%	212,063	677,236	(21,585)	808 800	77,659 90.00	2 <u>1</u>
*DV/O		*DIVOI								•		#DIV/O!	30.9%		30.3%					\$0.00	FY14
epwoi .		#DIVIO!										#DIV/0!	30.9%		30.3%	•			•	\$0.00	FY15
BOVO!		#DVVO!										#DIV/O!	30.9%		30.3%			• •		\$0.00	FY'10
a provide		iovio*										io/AiG#	30.9%		30.3%					\$0.00	PY17

265,81 593,81	8£8,8 %7.0	088 #1.0	(ccc,s) %5,0-	%9°0	(2,660) 23.3%	(881) %S.O-	(178,E) %8.E-	%6'0	(150,t)	87! #5.0	2,654 1.0%	(121) %0 0-	2,783	%5'6 171'71	(FFF) %T.0-	(026.S) %1 E-	Unit-level EBITDA % of Grozs sales
909	909	649	874	181	52	SO	oz	221	681	£81	781	(161)	(185)	Eti	62;	irz	Uniterel GAA
000,88	000,88	000,88	000,88	000,88	005'5	005,8	9,500	009.5	009 9	009 5	008.8	009 9	005 5	009.5	005 5	005 5	Occupancy charges
156,621	828,121	148,122	012,551	012,511	13,804	11,043	E10,11	301 31	11 358	EPS 11	661,51	ESE 11	671 11	15 544	09111	£72 01	Management compensation
%8.71	20.51	%P'91	%6.61	%0'91	%9'F1	%8'91	134%	%0.81	13.6%	%0'91	%09 8	14.0%	KC:21	55'4%	15.4%	14.3%	% of Gross sales
240,824	996,YSS	918,81S	208,924	219,636	16,669	905,81	12,892	22,003	15,420	107,71	22,381	859,81	19,045	32,023	960,81	13,393	Unit-level profit
372,292	880,885	821,176	249,686	393,046	35,389	956'ZZ	30,854	40,280	35,953	829,16	39'025	32,921	30,968	752,267	31,306	24,384	Other operating expenses
895,88	906,88	85,562	182,78	102,63	907,8	4,361	78£,7	9116	6,282	678.8	9321	420.8	624 S	P15 9	1287	229 S	same)
45,535	45,535	42,535	182,74	185,74	812,4	3,615	3,615	047.A	811 €	3,175	5112	VV6 V	2112	970 \$	884 €	067 E	seuddns
784,E2	784.E2	784.EZ	807'65	68,530	167.8	4,633	4,633	907,8	588 9	296€	297.7	961 8	1119	1.537	759'1	300€	Repairs & maintenance
46,550	45,303	74,6A	S#7,44	45,386	3,912	3,266	3,240	4215	3.281	49€ €	Z95 t	1.57.C	3,688	669*	615 £ .	3,903	Payroll taxes
▶78,EE	871,EE	32,686	35,203	TST, IE	5'248	2,549	5'248	3€0,€	3 048	5 48 8	2,808	2,633	5 498	2 POP	Z91 Z	2,500	Insurance
18,354	18,354	20,393	52,659	22,659	2,289	1.63,1	168,1	887.1	2.423	1,726	968 L	2,278	LSS 1	7.024	1 638	1.399	General expense
85,049	65,049	69'0'99	670,88	62'048	151.5	121,4	4,121	4.532	3 665	4.310	200°S	995 €	3,583	409'S	090'4	3,286	gnigguð g secnujá
EI	EI	*L	St	16		0	G .				•	1		2	Zi		Unit-level marketing
33,253	53,253	816,86	680,12	A12.EA	174,4	TTZ.E	₹₹8,€	078.€	926.€	DET E	3,246	121.4	278.€	4 253	99€ €	1011	Advertising - Marketing Dept
%8'SY	M8'SP	%6'SV	%8°S7	X9'77	%Þ.ZÞ	%b.25	%7'S7	45.3%	%S'S>	42.0%	%1.55	*IEP	%P'SP	9677	%E'SV	%E'0>	% of Gross sales
411,518	550,022	608,888	969'989	588,218	52,058	035,44	63,645	62,283	ETE,18	49,042	569,10	658,83	110'08	64,296	47,361	881,76	Met Margin
24.3%	34 38	24.3%	24.3%	24.3%	24.3%	24.3%	%C.0S	24.4%	53.2%	23.9%	24.9%	24.7%	54 04	24.8%	22.3%	%9° 9Z	Labor Cost %
167,866	325,456	320,423	326,862	333,645	S1/8,72	727,ES	23,453	628,66	26.240	520 92	34 780	990'82	166.85	699 SE	612.82		Labor Cost per Guest
28.2%	%Z'9Z	%Z'8Z	%Z'8Z	%Z'8Z	%8'4Z	%8'ZZ	%8.75	%0'9Z	%1.8Z	%p'8Z	%9.7 <u>S</u>	28.1%	%Z.7S	42.72 082.25	%9 6Z	24,754	Labor cost
388 428	866,176	887,17E	979.229	980,785	967,15	880,7S	244,85	499'8E	897,15	30,980	455 BE	698,15	\$10.0E	996'BE	769 BZ	₩8.FE	Food Cost %
		V32 723	300 000	000 200	002.70	000 ZC	327 95	233 60	892 16	30 080	299 86	089 15	PEO DE	390 85	A18 OF	29,932	Food cost
1,336,336	1,299,076	1,278,984	1,304,686	1,333,426	111,693	98,176	170,18	134,363	109,380	106,048	134,769	887,801	814,801	138,819	101,454	95'444	aolas toM
(821,15)	(800,03)	(39,390)	(181,02)	(126,95)	(028,5)	(854.5)	(2,400)	(3.182)	(3.615)	(848 2)	(4,687)	(4,662)	(157.6)	(697 4)	(3,104)	(1 522)	Met sales deductions
561,TTE,!	1,339,084	etc,816,1	888,846,1	177,276,1	8.34% 114,543	#11.7 408,76	%E0.7 4 74,8 9	4,50.01 137,546	112,995	##8.7 108,996	491.01 935,951	8.26% 113,447	#£0.8 071,011	10,44%	7.62% 104.558	%68.8 007,68	esia8 acoto
7C.012	Er.ora	89.98	T8.62	83.68	81.6\$	81.6\$	81.0\$	87.62	\$6.95	87.68	88.98	65.90	68.6\$	15.62	81.98	07.62	Check Average
132,812	132,151	132,161	136,219	078,441	12,503	10,654	166,01	14,063	136,11	9/1,11	14,159	11,465	11,555	15,221	11,426	887,01	Guest Count
41.14	EA.18	EA.12	F1.14	Se Se	<u> 51-290</u>	EL-YON	ŏ €-13	51- 29 5	EL-BUA	51-12	2 700-73	EL-VAN	£1-12A	S Mat-13	CI-QD-I	480-13	Location: LAF
ç	,	9	2		13	15	11	01	6	0	۷	9	9	,	5	z .,,	1

AUTH-level EBITDA % of Gross sales	%0'E 297'Y	080,81 #1.51	827,£A %0,01	718.5 1.6%	178,c1 88.5	970,8 27.5	785,Sr 786,5	217,9 20.2	169	287,1 2011	476,11 400	22,354	OIS, TAI	888,781 1915	787,CT1	998, TTP	088,811
A&D leveltinU	622	601	021	4	202	E81	581	995	291	181	161	243	2,395	2,276	2,048	E18.1	1,843
Occupancy charges	996'#1	996 71	(1653)	996 71	996 11	281 12	996 11	166 51	16 122	13,397	13,397	78E,E!	166,624	166,624	166,624	166,624	166,624
Management compensation	12 183	926 21	16.252	12,302	15 340	15,328	289 11	13 729	67 t 21	12,544	12,544	978,8r	162,938	856,581	\$10,581	781,171	997,671
% of Gross sales	31.5%	39.9%	\$6.3%	181%	23.6%	20.2%	23.4%	33.0%	%Z'91	17.2%	22.6%	52.2%	X2.3X	22.6%	23.7%	34.1%	24.1%
Unit-level profit	118,15	£00,5A	818,88	29,852	080,14	176,54	180,95	789,8E	32,354	818,72	908,TE	51,673	101,014	567,684	609,450	588,718	522,553
Other operating expenses	885,05	19,900	467'17	610,14	38,668	999'99	991,66	T18,TE	805,74	45,572	37,856	41,206	458,632	199'059	879,751	431,842	434,233
Utilities	8.812	(62E E)	865.8	966'11	874 01	11,135	874.01	574,11	270.51	081,61	075,11	619.6	121,386	122,068	121,972	122,226	123,220
gnbbyes	5.207	788.A	969 Z	175,7	7£2.2	7.645	788.2	778,1	162.7	766,0	755.8	526.7	241,67	251,97	71,230	71,230	71,230
Repairs & maintenance	3.348	2,035	1767	5,243	129 €	160.6	187	1 552	288,8	ET8,E	ETB,E	198'9	110,02	197,02	289,21	589'57	289,23
Payrol taxes	09S'S	907 S	6.804	5,236	061.2	280.9	818.4	707.Þ	147.2	018,4	P06'P	190'9	192,281	65,320	289,28	991'99	996'99
อวนสมารบ	₹96.2	2,918	080 €	2,952	3,112	3318	176 Z	108 €	986.E	3,015	S10,E	3,0,5	812,75	38,080	38,652	39,231	39,620
General expense	69P'Z	5 252	695.6	3 138	177.5	485 €	181 E	3 38€	277.E	162,E	3,231	4,039	192.05	40,264	36,238	32,614	32,614
Building & security	779	SEL'I	5,639	092	Sta,1	086.1	1 380	181 r	3,704	EDD, F	EDD, I	£08,f	20,149	20,149	20 1¢8	20,149	20,149
Unit-level marketing	072	380	488	•	£	168	180	ζ	•	281	281	232	2,466	2,343	801,S	888,1	888,1
kqed gntethsM - gnistrevbA	101,1	₽96.6	296 €	3.972	178.€	3 246	\$£7.6	926€	078.€	76≯.€	784.E	ITE,A	SEA,52A	116.03	36,280	32,652	32,652
Sales esono to A	45.0%	45.6%	%6'77	43'0%	%L'97	454%	43.2%	%5'77	%L'IP	%7'S7	%P'SP	%P'S7	247.EA	42.2%	%Z'S7	42°57	42°57
Margin	62,209	509,88	210,001	118,01	81/1,77	826,88	OSS,ST	418,77	588,87	OGA,ET	76,364	878,59	961,768	171,610	847,426	848'382	¥11,788
Labor Cost % Labor Cost %	26.9%	%9°92	%9 EZ	%0°SZ	24.3%	34.6%	25.3%	24.5%	75.9%	24.5%	54.5%	34.5%	%6°FZ	34.9%	34 8%	%6°ÞZ	34.8%
Labor cost	39,930	40.064	919'25	122.14	42,242	51,626	42,244	42,605	561,02	39,680	40,692	50,148	233,282	068,668	699'668	TTZ,AEZ	239 859
Food Cost %	%1 00	%Z'8Z	28.3%	78 9%	%L' LZ	79.2%	%9'8Z	28.0%	%1 OE	28.4%	59.4%	78'4%	%1.6S	28.7%	% 7.8S	%1.6Z	28.7%
Food cost	769 PP	12 Re3	096 29	906'97	812.81	£61.19	889.74	P69 8P	724,88	126'97	721,74	870,88	AE7,218	824,818	579,218	S32,718	ETS,SS8
eolas fol/	CTT, BAI	192,629	212,550	129,000	102,881	201,745	162,152	218,831	198,285	129,124	C81,C81	201,105	2,086,795	2,098,621	788,890,£	2,101,225	2,118,315
Net sales deductions	(164.1)	(4 285)	(6893)	(5/8/5)	(508 č)	(8 029)	(5,072)	(932 5)	(229'9)	(2,858)	(158,5)	(3,612)	(828,72)	(48,624)	(882,84)	(768,63)	(680,69)
eales secto	892'831 148,265	MEE.T MII.TEI	10 38% 595,555	#69.7 878.481	20,671	#87.8 477,805	7.80% 922,781	#21.8 681.151	708,591	#88.7 \$88,181	#27.7 \$11,081	#22.9 817,40 <u>S</u>	2,144,623	831,741,5	2,145,453	2,149,912	706,781,S
Check Average	£0.02	T8.02	\$9.6\$	19.6\$	\$9.6\$	17.62	89.68	T8.62	09.6\$	₽E.92	16.08	16.62	28.6\$	19.02	\$8.62	19.68	T0.92
Guest Count	75A,81	16,243	819,55	101,71	EIT,TI	21,610	266,71	800,81	20,411	SAC, Tr	187,71	T16,15	224,508	223,533	223,048	223,048	224,163
Location: LAF2	,	हान्वम्	S S	हा-विस	EL-XHW	<u> </u>	* ************************************	₹ 1 -889	S E1-098	ठदना	EL-YOM	हर-अत	25 <u>Total</u>	EA.14	EA.12	P1.16	71.73
	790-13	61,403	£1-14M	£0 V	6514												
	S Ct-nat	5 50	7	\$	9	4	8	6	01	11	21	Er		z	ε	, ,	S

Unit-level EBITDA % of Gross sales	Management compensation Occupancy charges Unti-level G&A	Unit-level profit % of Gross sales	Other operating expenses	Ublibes	Supplies	Repens & maintenance	Payroll taxes	insurance	General expense	Building & security	Advertising - Marketing Dept Unit-level marketing	% of Gross sales	Not Margin	Labor Cost %	Labor Cost per Guest	labor cost	Food cost	101 20102	Net sales deductions	Gross Sales		Check Average	Location: PLM
11,517 9.2%	10.626 9.525 1.017	32,685 26.0%	26,229	8 058	3,981	2 872	4.331	2645	2 695	436	1104	46.9%	58,914	22 4%	20,140	20.87	36,304	166,621	(2,130)	125,486	5.88%	13,820 \$9.08	Jan-13 2
31,840 19.5%	13,771 9,525 733	65,669 34.3%	26, 165	7 104	4 631	3 313	1 445	2 604	2 474	465	1021	50.4%	81,834	18.5%	30,030	20.03	45.497	157,387	(5.119)	162,486	7.62%	17,749 \$0.15	7 FFF 3
54,014 24.9%	15, 159 9 525 514	79,813 36.4%	J4,198	7 984	6 537	3 786	5 754	276	96.9	1 203	2 443	52.0%	114,011	18.9%	41 400	W. P. C.	55 756	211,220	(8 191)	219,410	10.28%	24,022 \$9.13	RE-13
26,536 16.5%	11,888 9,525 1,160	49,109 30.6%	30,367	7,432	4 176	4 876	4 5 5	200	3040	5	3 221	49.5%	79,477	20.5%	32,933	47.07	42.068	154,477	(6 190)	160,668	7.53%	17,835 \$8.96	Apr.13
31,911 18.8%	12 055 9,525 2.087	88,577 32.7%	30,617	8 191	4 729	3 480	4 359	2783	3 2 5 6	1 263	2.558	50.7%	86,194	19.3%	32.862	25.6%	43,916	162,973	(6,980)	169,953	7.97%	18,755 \$9.06	May-13
44,153 20.7%	14,645 11,744 1 023	71,565 33.6%	33,778	8,197	6.523	2481	5784	3 204	3 100	7 403	2.056	49.5%	105.343	20.7%	44,140	25.8%	54.954	204,437	(8.515)	212,952	%88.B	23,314 \$9.13	/un-13 5
30,376 17.6%	12,413 12,939 1,155	56,853 32.9%	29,668	8 645	4 154	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	4 587	2,002			2.381	50.1%	88.551	20.3%	35 071	26.2%	45,265	166,687	(5.752)	172,639	8 09%	18,961 \$9.10	441-13 8
25,045 14.9%	12,168 10,828 974	49,017 29.2%	30,048	12,599	5 570	4 100	4 083	1,997	3007	Š.	2.571	50.7%	85.063	20.3%	34 022	25.7%	43.118	162,203	(5,656)	167,859	7.87%	18,198 \$9.22	Aug.13
33,318 17.2%	13.829 11.459 999	69,604 30.7%	38,864	10,644	7.286	3 2 2	5.20/	2 3 3 6	3 29	203	2 517	49.7%	26.69	21.7%	42 066	25.8%	50 038	188,675	(5.380)	193,955	%80.e	21,703 \$8,94	3ep-13 5
27,139 17.6%	12,050 10,681 1,063	50,934 33.0%	29,368	7.822	487		2,095	2,850	3.5	R	2,345	52.0%	80.302	20.0%	30,874	25.8%	39,919	151,095	(3,425)	154,520	7.24%	16,590 \$9,31	Oct-13
32,405 19.8%	12,050 10,681 1,083	56,199 34.3%	28,927	7,202	4.877		2,595	7,430			2,345	52.0%	84 127	20.0%	32,729	25.8%	42318	160,174	(3,631)	163,805	7.68%	17,587 \$9.31	12 Nov-13
68,091 25.3%	15,063 10,681 1,329	85,104 37.0%	34,331	7 361	000		2,000	3.009	1,381	g	2,831	52.0%	100.004	20.0%	45,943	25.8%	59,403	224,841	(5,097)	229,937	10 78%	24,687 \$9,31	Dec.13
406,748 19.1%	155,716 126,637 13,118	702,219 32.9%	376,559	101,249	13,130	27.01.4	33,536	36,581	12,26/	3	27.504	50.6%	1 072 778	20 2%	430,272	26.2%	558,557	2,067,606	(66,067)	2,133,673		233,322	Total 52
448,016 20.3%	155,716 126,637 12,462	742,831 33.7%	381,667	55.64	2.00	20,9/3	34.039	36,681	12.267	90/	26,129	52.4%	13/	20 2%	445,164	26.2%	577,889	2,147,550	(59,971)	2,207,521		234,937 \$9.40	FY'14
470,006 21.1%	159,609 126,637 11,216	767,468 34.5%	366,720	106.070	57 084	36/32	34,548	33,013	12,207	816	23,516	52.4% 52.4%	1		449,000	26.2%	582,868	2,168,055	(60,487)	2,228,543	ı	235,344	3 FY:15
483,830 21.5%	183,599 126,637 10,094	784,160 34.8%	363,706	107 349	57,073	00,050	35,088	29,712	12,267	735	21,164	52.4%	ı		454,414	26.2%	589,898	2,192,178				235,751	FY'18
496,542 21.7%	167,689 126,537 10,094	801,262 34.9%	387,384	10 S	57,024	61,864	35,594	29,712	12,287	735	21,184	52.4%		20 24	462,641	26.2%	600,578	2,231,883	(62,325)	2.294.188		238,384	FY17 1

130 130	760,64 671,15 #7.81 #8.51	21,905	188,0S 11.6%	219,82 71,8%	467,61 20,11	010,41 %5.8	4,202	199'91 168'01	20,371	24,248	817,452 98 01	260,497 49 11	017,185 261,710	207,185 25 51	865,806 286,61
1.150	698 648	959	766	958	626	570'1	\$64.1	653	658	1,066	656,11	192,11	10,135	9,121	9,121
Control Cont		1 130	051,1	1,130	1,130	1.130	1 130	1,130	051,1	051,1	79E,E1	78E,E1	13,397	78E,E1	765,E1
Comment Comm		217/21	7£7 &t	991.8f	887.21	£76,S1	14 620	13,639	13,639	830,71	973,071	811.011	124,241	011,971	182,581
1,000 cost 1,0		21.3%	21.6%	21.1%	35.1%	%0.71	%8 '01	%P 02	22 GW	22 9%	28.61	30 4W	21.2%	21.8%	22,3%
Control Court	871,68 888,8E	116,86	28,409	680,83	818,16	29,156 29,156	789,IS	32,185	38,993	43,490	899,053	168,634	459,982	665,533	998,S18
Control Cont	19,191 47,627	101,65	£72,£4	186,83	C11,6C	199'27	60,333	108,01	106,70	66,633	530,455	78C,1C8	929'/.05	505,252	613,290
Control of the series Cont	6696 222 8	767 G	061 01	13 284	15 589	207,51	13 343	818,01	698,T	8,312	126,323	608,721	872,8Sr	159,322	134,185
100 100		563.8	116'5	1822	0048	9195	8 252	100,7	160,7	887,8	809,98	806,68	716,08	716.08	716.08
Colorest Average Colorest Av		5 528	792.8	696℃	796	76r 9	177,01	0£7,£	0£7,£	4,663	166,66	678,68	168,68	168,68	168.CZ
1860 187. 28. 18		5.335	£67 S	7179	9 7 6 P	748.4	422 9	147.4	A87,A	677, 2	116,88	162,78	67,210	SST,88	560,17
Colored Herbert Colored He		546 €	681 A	197 P	096 €	976 7	828 >	280,4	280,4	4,065	255,02	A16,12	52,083	52,865	828,68
Check Average Check Averag			778,5	990 E	E69 Z	2 620	181 4	2,512	2,512	IDI'E	33,321	136,66	29,989	56,990	26,990
Comparison		09r p	697 €	6,223	2.470	4219	991'9	EAT,E	EAT,E	878.A	52,625	92,625	52,825	22,825	22,825
b d h muodizendo 56,6,7 56,6,5 <td< td=""><td></td><td>•</td><td>1</td><td>•</td><td>325</td><td>186</td><td></td><td>69Z</td><td>569</td><td>336</td><td>771,E</td><td>810,E</td><td>217,5</td><td>2,445</td><td>272,76 2445</td></td<>		•	1	•	325	186		69Z	569	336	771,E	810,E	217,5	2,445	272,76 2445
Column C	718 £ 658 Z	885 7	991.9	361 Þ	2.389	5.212	6.245	898,6	3,698	278.4	039,85	810,84	914,14	27.7E	32C 2E
A A			%1'97	43.2%	%9°77	%E'SÞ	%2'07	46.3%	%E 97	%E'97	44.2%	%0°S7	%8.25	%8'S7	248.25
A A B C Cost per Colest Labor Cost bit Colest Labor Cost bit Colest Labor Cost per Colest Labor Colest Labor Colest Labor Colest L		78,412	189,18	94,456	888,87	669,77	62,020	686,57	£68,£Y	68,123	£06,086	\$50,116	609,788	888,888	\$68,850,F
b c	24.7% 22.0%	24.7%	%p'6Z	23.8%	34 4%	%9°PZ	%E'9Z	%7.ES	23.7%	WT.ES	24.4%	24.4%	24.4%	24.4%	34.4%
A											230,552	ST2,AE2	2Z9'6ZS	868'0>9	642,188
h d h h 56,9,51 52,62 38,81 180,71 mod Stands 50,08 35,82 38,81 87,28 agenvivA Model Stands 70,00 48,40 78,62 48,62 48,62 48,62 72,00T 94,10,52 68,60,71 28,00,02 28,62 28,62 28,62 20,01 120,91 127,23 71,13 moditions thy 28,62 194,62 20,01 120,01 120,01 76,74 28,62 194,62 194,62 20,01 20,01 22,10 76,74 28,62 194,62 194,62 20,01 20,01 22,10 24,63 76,74 194,62 194,62 194,62 20,01 20,01 20,01 20,01 27,10 194,62 194,62 194,62 194,62 194,62 194,62 194,62 194,62 194,62 194,62 194,62 194,62 194,62 194,62 194,62 194,62 194,62 194			41,650	95,060	795 17	42.213	23,032	78E,TE	28,082 068,76	%0'8Z	%5.85 %2.85	%5 8Z	%5'8Z	%S'8Z	%S.8S
A A A A A A A SA, 2, 2 250, 367 FR, 25 FR, 25 B SA, 2, 2 250, 367 FR, 2, 367 B			%6'9Z	28.4%	%8 <u>/</u> Z	%L'9Z	%1 0E 099 09	%0'87 \$8'0%	109'FF	53,193	\$0\$,818 403.8C	060,ESB	780,718	797'0E9	022,020
che.p. che.p.<	521 29 SF1 67	C96 97	487,74	94 322	752.74	S18 &≯	082 08	820 11	FU9 FF	101 13	101 010	000 823	200 219	797 008	OCC 735
A A A CARACA 208,81 F80,51 7 muod Issue) Dougs 85,62 81,62 67,83 egansvA Aberld PASACA ARTG T ARTG T ARTG T ARTG T PASACA T ARTG T ARTG T ARTG T ARTG T FISALOTT GAS.COTT C60,021 sele8 saorth	166,384 225,484	184,462	SID'IZI	148,01S	610,881	165,724	195,612	gra,aar	156,327	188,431	2,109,859	2,134,663	2,114,118	7,159,947	2,241,333
2	(2808) (275.4)		(608.8)	(856.7)	(52 5)	(1163)	(628 S)	(7S1.E)	(881,5)	(STT,E)	(727,50)	(54,394)	(078,62)	(55,038)	(511,73)
5	92,EES 929,071	758,071	819,771	218,830	846,07 1	188,171	163,105	156,781	129,482	190,206	818,571,5	870,681,5	689,781,5	2,214,985	2,298,445
4 6 4 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	%92'01 %28'Z	%58.7	%61'B	% 20.01	%98.7	%06'Z	%/Z'6	7.25%	%bE.7	%97.8					
y <u>s</u> y		00.68	££.6\$	915,45 99,00	182,61	281,91 20.82	199,12 11.0\$	810,71 85.02	855,71 85.0\$	85.05 89.26	\$99'852	815,755 68.0\$	658,155 77.02	CS6,1SS 00.02	\$22,932 16.01\$
			070,81					\$10.21	866.71	979 UE	52	816 766	100 100	100 100	cen cee
	EC-JBW EC-GB	हानवस	EL-VEIM	2 7nu-13	2012	ET-BUA	5 545-13	हानंबठ	NOV-13	टान्ज्बत	1991	EA.14	E1.12	EX.18	ZI.J.
b C 2 1		•••				'						ž			c
	b 6	c	9	4	e	0	01	11	15	EI		Č	•	,	

Multi-level EBITDA % of Gross sales	(059,8) %2,8-	(STT,1) #8.1-	878,TP #5.01	97/8 97/8	1,520 201	AIS,T	(5,425)	667'7	(3,329)	(5)	2,494	180,8	Sat. TS	14971	£10,51	866,81	721,2S
Unit-level G&A	135.1	292	(6ZZ p)	CS4	(555)	024	215	585	#61'I	(382)	(382)	(483)	(180,1)	(220'1)	(9 76)	(202)	(SSS)
Occupancy charges	12,252	12,460	207 21	12,402	ELL'LL	15,402	15 405	15 405	15,402	12,187	12,187	12,187	664,851	667,851	664,841	667,841	146,799
notasneqmon themsgensM	12.273	10.551	13,302	11 356	11 566	182.51	862.01	793 6	617 61	058.01	10,820	13,525	QET, IAI	BET, IMI	145,283	218,811	759,531
% of Gross sales	76.1%	19.2%	\$3.5%	%7.7S	%L'61	23.0%	%7.81	55.9%	%S'Z1	21.1%	\$5.9%	53.3%	21.3%	21.1%	21.8%	22.2%	35 4X
Unit-level profit	816,81	167,15	39,654	33,230	erc,es	760,AE	878,71	61-C,75	23,686	22,610	28,106	30,280	318,209	302,188	OT1,80C	314,220	197,CSC
Other operating expenses	187,25	\$\$0,7S	890,46	YE0,7S	187,65	32,695	720,8 <u>S</u>	29,786	ELL'YE	199'ZZ	191,85	999,05	676,585	348,945	331,884	329,044	171,566
800180	8 304	9Z1 Z	2 23S	102,8	752.7	9 0 4 8	992 9	907.7	899 <i>I</i>	220,T	5,626	707,8	63,65	85,938	080,148	006,148	S72,88
gnbbuss	909 7	4 653	67 h 8	3,556	868.8	261 9	1999	460.8	175.2	982.8	962'5	6,620	966,336	9CC,99	207.62	207,68	Z07,82
Repairs & maintenance	999	2 417	2,853	58E Z	ELLI	864.4	Er6	688 €	915.8	2,496	2,496	3,120	EIT,EE	34,219	787,0€	707,0E	7 97,0€
Payroll taxes	116€	727 €	4 433	9,600	3,424	4 372	SIEE	600 €	4.038	OE1,E	BT1 E	CE8,C	199,53	810,51	42,690	43,308	44,232
Insurance	2,665	7 624	2115	099 Z	2 804	Z 990	059 Z	3 244	3.231	SIT,S	2,715	2,715	067,EE	765.AE	118,15	35,333	35,663
Genetal expense	1191	1112	945 2	669 L	026 1	£90 Z	1 703	S08 1	2,592	818,1	818,1	2,272	24,036	24,036	21,632	697'61	697'61
gnijqiud g secnità	699 2	1.864	2,784	870.5	916 €	844 5	Z96'Z	2 207	2745	758,S	728, 2	921,6	808,15	808,1C	808,16	808,1 E	808,1E
Unit-level marketing	797	941	316	224	539	992	590	305	916	525	252	315	3,213	£20,£	TAT,S	ETA,S	£74,S
Advertising - Marketing Dept	101.1	2 025	899 2	EE9 2	2,532	906 ↑	5 396	2.586	2 532	2,253	2,253	2,816	25,7S	26,244	23,619	721,257	782,1S
% of Gross sales	%P.OÞ	%p'Ep	44.2%	%E'09	44.9%	949 77	45.6%	#8.Th	43°E#	%6'97	%6'97	%6'97	%Z'SP	%1.7h	%1.7h	%1.7h	%1.7b
Met Margin	42,397	48,532	72,722	492,09	181,68	_\$££,78	45,932	3£1,73	697'89	181,08	21,267	868,08	681,688	561,132	550,758	643,264	268.888
Labor Cost %	%0'SZ	23.1%	\$0.1%	23.1%	22.7%	23.5%	%9°52	\$1.9%	24.9%	%9 [.] ZZ	22.6%	22.6%	23.1%	%1.CZ	73.1%	23.1%	23.1%
Labor Cost per Guest																	
Labor cost	26,245	188,25	33 155	££7,733	598 92	47E,2E	27.385	191 92	687 EE	24,238	TTT, AS	29,402	341,040	A26,05E	323,212	326,362	937,766
Food Cost %	%9'1E	%7.6S	%1.1E	21.8%	29.0%	%8'4Z	28.2%	27.0%	29.1%	%9'ZZ	%9.7S	%9.72	%0'8Z	20.0%	28.0%	%0'9Z	28.0%
Food cost	260.EE	791 EE	012,12	852'92	691.CE	968,14	30,265	32,300	38.020	28'482	161,05	87T,&£	108,111	808,103	383,119	186,865	897,404
Not salos	AET, FOT	655,701	680,781	114,258	113,282	144,602	103,583	112,592	130,238	253,501	106,196	126,016	1,424,031	1,383,293	1,353,386	178,886,1	1,393,490
Net sales deductions	(3,219)	(4,298)	(828.7)	(5,552)	(5.235)	(6,230)	(088.E)	(866 €)	(5.083)	(831,6)	(822,6)	(1E8,E)	(55,040)	(45,434)	(48,365)	(168,84)	(887,94)
Gross Sales	104,953	128,111	818,481	018,611	118,516	\$68,081	107,262	119,590	135,322	£40,701	109,424	71-6,0S1	ST0,8TA,1	TST,SCA,P	127,103,1	bib.21b,f	885,CAA,1
	%01 Z	%95'Z	461.11	%01 B	%108	10.20%	7.25%	%60 B	%91'6	7.24%	%07'Z	%87.8					0
Check Average	86.82	87.8\$	90.0\$	89.83	\$5.24	80.6\$	\$8.88	13,254 \$9.02	15,292 88.85	12,607	12,888	15,293	151,781 58.88	026,881 80.08	859,681 11.68	859,621 \$9.20	888,A&F EE.Q\$
Suest Count	712,S1	267,S1	281,81	13,380	12,825	888,81	12,100			200 61		S	52	474 437	*** ***	******	
Focesion: SKPBK	<u> </u>	E1-40-3	S ST-18M	£1-19A	WW.13	<u>2</u> ₹1-UAF	* ************************************	SC-DHA	ट्टा-वश्ट	ठवनात	ET-YON	हान्डेंब	ISSET COM	EA.IS	51.73	81.YF	21.13
Addition and took		,			9	,	0	8	O!	11	ZL	Er 13		, -	E	>	S

AGTI83 level-tinU selss szond to %	876'91 876'91	19.2%	69,224 53.2%	750,00 #6.71	4,458 2.1%	(816,A) 27,1-	\$17,88 #E.15	108,03 108,03	870,84 269.51	260,00 26,61	689,86 #8.51	85,928 24,7%	166,564	100,521 15.8%	828,718 #8 81	880,884 #1.81	858,76A #6.81
A&D level film	990 1	498	9 7 £	(1,042)	SZ6	979	888	(172)	909	0/Z	0,42	460	£81,8	4,905	PL7'P	ETQ,E	£79,£
Occupancy crasiges	54 848	24,819	618 ÞZ	54 848	618 72	789 87	P \$6	618 \$2	54,819	24,819	24,819	24,819	297,624	297,824	297,824	\$28,7824	297,624
Management compensation	P80 F1	282,21	210.81	1S 009	15 046	071 51	12,232	12,724	967 41	12,333	12,333	TIA.et	828,981	164,658	₽TT,881	172,994	615,771
% of Gross sales	20.1%	%2.7£	%1.7E	XC VC	% 6.61	\$3.1%	34.0%	32.4%	%9.EC	36.4%	%E'9E	%0'0 >	%1.EE	33.2%	%Z'EE	34.0%	%1.bc
Unit-level profit	716,88	98,390	110,436	72,113	42,248	60,292	70,845	101,87	145,03	119,70	876,67	108,801	T10,000	689,391	131,888	146,009	814,816
Other operating expenses	29,709	£76,82	685,85	788,6S	69,849	167,88	32,977	818,66	38,165	31,010	31,248	305,16	_ASS,07A	195,883	Z99'EPF	687,954	178,534
Unines	949.4	897.9	11 035	£5£,7	140 6€	36 648	PS8 6	£80,01	202 9	800,8	620'9	308	626'971	BIT,EAT	141,308	142,218	144,309
seixidas	078,2	6.703	299'11	EPE P	8,152	878.6	287.7	101 2	218.B	\$9\$.T	1,484	9,330	Z81,162	581,162	847,48	877.149	84,746
Hepsits & maintenance	2 2 2 2	1 535	694.€	2,252	3 482	120.0	2,034	760 L	1577	2,623	2,623	97S.E	59,493	33,995	969'0€	30,595	365'0E
Payroll taxes	058.2	Z06 S	122.9	626.8	980'9	6113	185 7	1 629	226'9	195.4	ETT.A	01S,8	8TT,28	64,493	950,148	597,48	S88,28
Insurance	3 034	2,985	3 120	510€	3 185	3,393	800.€	3 €82	899.E	3,084	>60,E	3,084	OTE, BE	38,946	39,530	40,123	40,725
General expense	5 301	07S E	1277	2 343	7.834	3 268	2 622	981 €	6€9€	280,€	3,082	3,852	39,528	39,528	35,35	32,018	32,018
Rayguð e secnus	1 362	920'1	3.041	06v Z	227 1	3,032	655	1 393	7 69°Z	1,836	858.r	2,295	23,035	23,035	23,035	23,035	23,035
Untilevel marketing	69	13	58	001	83	∠€1	OPL	601	315	101	101	121	1,306	1,240	911,1	1,005	1,005
Advertizing - Marketing Dept	POL 1	520 Z	2 588	2,633	2.532	80e 1	33e	2,586	2.532	2,253	2,253	2,816	27,625	26,244	019,ES	722,12	782.12
W of Gross sales	%8'S7	%E'09	%9°25	%9'8 >	%F'09	%9'6 >	%9°67	%8:0S	%S'87	%4'IS	%2'15	%L18	%Z'09	%6'LS	%6'LS	N8.12	%8'1S
mgisM teVi	65,626	115,363	668,881	016,101	100,001	159,089	103,822	846,111	124,407	88,525	104,621	£08,7£1	1,380,200	1,354,752	1,332,033	808,0xE,1	316,036,1
Labor Cost %	21.4%	%1 Bt	%FZ1	%Z 0Z	%E:81	30.2%	%6'61	%9 '81	\$1.0%	18.3%	#E.B!	%€'61	%9 61	%9'61	%S'61	%S 61	%\$ 61
Labor Cost per Guest																	
Labor cost	629 01	515.14	987 18	45,452	667.1h	52,703	886.15	€80 €₽	160.48	36,794	140,65	691,18	518,858	S22,932	E81, A12	512,472	525,080
F00d C081 %	31.2%	%9'8Z	%9 9Z	%L'12	%Z.7S	59 9 2 *	%Z.7Z	28.8%	%Z 1Z	%0 /Z	%0.7S	%0.72	%9 1Z	%9 7Z	X1 4%	% 72	%Þ 12
Food cost	646 89	92 420	79 214	891 82	268.82	PP0 04	989,88	620.69	677.68	597,18	748,48	879,17	754,256	135,024	969,527	646,727	500,857
_																	
solss toli	641,861	222,389	648,785	202,590	209'002	768,185	201'888	214,090	248,210	187,881	198,339	201,244	140,148,5	2,612,709	2,668,894	TSA,888,S	2,623,439
Net sales deductions Net sales	(011(0)	(866.9)	(181.01)	(IZVZ)	(£003)	(9106)	1621 9)	(175,8)	(0.520)	(T2T,E)	(3,990)	(2,255)	(ZS6'LL)	(612,88)	(601,68)	(65,528)	(161,86)
	(3,110)	785,655 (899.8)	050,89S (181.01)	110,015 (156.7)	148,81S (500,5)	(910 6)	(6 429)	(6,271)	067,88S (058,8)	858,081 (737,5)	(3,990)	(5,255) (5,255)					
Gross Sales Net sales deductions	#68.8 685.681 (011,E)	8.34% 785,852 (899.8)	060,892 (181.01)	#10,012 (151,7)	#88.7 178.815 (E00,7)	62.0 (910 6)	7.58% 205,325 (6.429)	8 02% 190°32 190°32	9:34% 067,88S (058,8)	#56.8 858,091 (TRT,5)	7.36% (3,990)	\$92'5) \$98'188 \$98#	ES0,937,5 (S29,77)	859,878,5 (815,88)	2,634,003 (65,109)	2,650,955 (852,528)	056,933,5
Check Average Gross Sales Net sales deductions	(3,110)	785,655 (899.8)	050,89S (181.01)	110,015 (156.7)	148,81S (500,5)	(910 6)	(6 429)	(6,271)	067,88S (058,8)	858,081 (737,5)	(3,990)	(5,255) (5,255)	(ZS6'LL)	(612,88)	(601,68)	(65,528)	(161,86)
Guest Count Check Average Gross Sales Net sales deductions	766.8 766.8 768.8 768.8 768.6	\$4,624 \$9.24 \$9.34% \$29,367 \$6,998	088,15 060,892 428,01 59,48 (181.01)	\$2.92 \$2.93 \$6.93 \$10.015 \$120,015	\$9.68 \$9.68 \$7.88% \$16.61 \$10.07	(910 6) 59°92 676% 56°42 86'42 86'42	\$2,522 \$9,31 \$0,83 \$0,53	80.45 80.45 80.05 80.055 190.055	8 72,681 75,68 9,34% 26,730 (05,8)	762,15 76.82 76.82 #69.8 868,091 (787,5)	\$2,551 \$8,97 73,36% \$25,509 \$25,509	20,704 \$8.97 \$6.499 \$66,499 \$65,259	52 703,762 55,6\$ (20,621,5 (286,77)	V1C,68S 9E.02 8SQ,6T0,S (91S,38)	\$2.63 \$9.43 \$00,469 \$001,69)	62.62 63.62 836,028,5 (856,28)	057,085 88.62 056,689,5 (169,86)
Check Average Gross Sales Net sales deductions	786,82 68.88 498.8 685,681 (011,5)	\$2.62 \$2.63 \$4.6.6 \$4.65 \$6.65	088,15 060,862 20,882 20,883 2	56.08 56.08 7.60,015 (156.7)	22,710 5.08 788.7 76,815 700.5)	\$5,657 \$6,653 \$6,658 \$6,658 \$6,659 \$6	\$50,55 \$6.28 \$88.7 \$50,805 (954.8)	85.02 185.055 (175.8)	E1-098 75,08 75,08 75,08 9,34% 9,34% 1057,385	EI-BQ TES, IS TE. 82 *EE. 8 8E2,021 (TET, E)	78,82 78,82 78,82 7,36% 525,202 855,202 (999)	20-050 20	T08,7es ES.es ES0,647,5 (S26,77)	285,317 \$9.39 2,678,928 (86,219)	\$9.43 2,634,003 (65,109)	\$9.62 \$29,028,5 (955,59)	88.62 056,638,S (195,88)
Guest Count Check Average Gross Sales Net sales deductions	766.8 766.8 768.8 768.8 768.6	\$4,624 \$9.24 \$9.34% \$29,367 \$6,998	088,15 060,892 428,01 59,48 (181.01)	\$2.92 \$2.93 \$6.93 \$10.015 \$120,015	\$9.68 \$9.68 \$7.88% \$16.61 \$10.07	(910 6) 59°92 676% 56°42 86'42 86'42	\$2,522 \$9,31 \$0,83 \$0,53	80.45 80.45 80.05 80.055 190.055	8 72,681 75,68 9,34% 26,730 (05,8)	762,15 76.82 76.82 #69.8 868,091 (787,5)	\$2,551 \$8,97 73,36% \$25,509 \$25,509	20,704 \$8.97 \$6.499 \$66,499 \$65,259	52 703,762 55,6\$ (20,621,5 (286,77)	V1C,68S 9E.02 8SQ,6T0,S (91S,38)	\$2.63 \$9.43 \$00,469 \$001,69)	62.62 63.62 836,028,5 (856,28)	057,085 88.62 056,689,5 (169,86)

Unit-level EBITDA % of Gross sales	Management compensation Occupancy charges Unti-level G&A	Unit-level profit % of Gross sales	Orner operating expenses	Utilities	Supplies	Repairs & maintenance	Payroll taxes	Contract expense	General expense	Citize of marketing	Advertising - Marketing Dept	A CI CICSO LEGGO	Net Margin	Lebor Cost %	Labor Cost per Guest	Food Cost %	Food cost	ver seres	Net sales deductions	Gross Sales		Check Average	Guest Count	Location: WD	
(11,377) -7.2%	15 321 11,063 793	15,801 10.1%	31,857	7.264	8.277	1.527	5 938	2 600	3 209	,	1.331	AC.06	47,658	25.9%	40.00	42.7%	67,092	155,426	(1.664)	157.090	6.96%	\$4.85	32,386	Jen-13	
(963) -0.6%	15,679 10,418 509	25,042 15.4%	34,311	6 332	6.369	2 691	6 147	1 488		189	2 859	30.0%	59,953	25.0%	41,583	37.4%	62 219	183,755	(2 686)	166,441	7.37%	35.09	32,721	3 Feb-13	-
18,123 7.6%	18,410 12,791 474	49,798 21.0%	43,665	6.724	10,324	5,385	7 663	1 506	5 321	35	3 817	39.4%	93,463	22.8%	54 165	35.7%	84 770	232,397	(4 894)	237,291	1051%	\$5.27	45.035	Mercia 4	-
(14,014) -8 1%	16 613 10 832 651	14,083 8,2%	40,409	6,925	9 174	5.451	2.58/	1,540	4.403	. 52	4,461	31.6%	54,492	24.6%	12,732	41.5%	71,592	168,816	(3 566)	172,382	7.63%	\$5.27	32.717	Apr13	-
(8,796) -4.6%	14 738 9 216 549	17,707 12.1%	34,568	7.712	5 543	3,968	2.726	1.486	3.618	5	4.588	35.6%	62,276	25 2%	37,026	36.8%	53,965	143,268	(3.556)	146,822	6.50%	\$5.30	27.276	May-13	-
(18,473) -16.3%	19,646 5,500 626	7,301 6.4%	33,707	7 607	5,630	3097	2.907	1.912	3.743		4,067	35.1×	41,008	29.8%	33.852	30.1%	34.208	109,068	(4,523)	113,592	5 03%	\$8.68	13 023	7 1400-13 5	-
(18,442) -22.6%	13,541 5 500 485	1,084 1.3%	26,332	8.045	4.069	634	2.577	1,428	3 284	76	2 242	33.5%	27,416	34.7%	28 332	28.2%	23 034	76,782	(2 940)	81.722	3.62%	2	9 494	4ut-13 4	-
-0.3% -0.3%	16,014 10,200 395	26,024 15.4%	37,947	7,813	9.432	2 283	3 155	1 837	3,645	94	5.084	37.8%	63,972	21.6%	36,550	38.5%	65,125	165,646	(3 587)	169,234	7.49%	35.42	31 300	Aug-13	-
12,883 5.2%	20.322 13,719 691	47,616 19.4%	43,778	8.128	9.182	3 964	3,142	2 508	3.980	,	6 160	37.2%	91,394	23.2%	56,879	37.6%	92,298	240,571	(4,871)	245 442	10.87%	5 1 d	48011	500-13	-
39,366 14.2%	15,225 9,007 489	64,087 23.1%	39,359	9.573	6.796	3,136	2,640	1,518	3,695	46	3,732	37.4%	103,445	25.3%	69,934	36.1%	100,005	273,384	(3,472)	276,856	12.26%	85.73	277	1 1 1 1 1	-
25,644 10.9%	15,225 9,007 489	80,368 21.5%	37,221	8462	6.796	1,72	2,640	1,518	3,695	8	3,732	37.4%	87,587	25.3%	59,213	36.1%	84,673	231,473	(2,940)	234.413	10 38%	\$6.73	77	Nov-13	-
22,236 8.7%	19,032 9,007 611	60,685 19.8%	45,100	10.685	B 495	4,037	2,640	1,698	4,618	æ	4.685	37.4%	95,986	25.3%	64,891	36.1%	92,793	253,669	(3,222)	256,691	11 38%	\$5.73		Dec-13	-
47,603 2.1%	199,770 116,260 6,762	370,395 16.4%	448,253	95.272	2 10 2	73,937	32,852	20,359	46,936	2	48,738	36,3%	818,648	25.1%	565,632	36.8%	831,774	2,218,254	(41,922)	2.258.176		35.58	300		
133,639 5.3%	189,770 116,260 6,424	456,293 18 <i>0%</i>	465,492	107,085	8 20	80,648	33,345	20,359	45,936	809	44.401	37.0%	921,785	25.1%	635,328	36.8%	933,930	2,491,041	(44,477)	2.535.518		25.703	1	FY'14	-
170,882 6.5%	204,764 116,260 5,781	497,687 19.1%	451,786	110,302	82.898	3E 201	33,845	18,323	46,936	546	39,961	37.0%	949,473	25 1%	654,410	36.8%	961,983	2,565,866	(45.813)	2.611.679		25,00		P3.	-
200,498 7.4%	209,883 116,260 5,203	531,842 19.6%	453,451	114.463	82,00	85,852	34,353	16,491	46,936	2	35.965	37.0%	985,293	26 26 26	679,098	36.8%	998.275	2,662,666	(47.542)	2710.208		26.00		FY:6	•
239,997 8 4%	215,130 116,260 5,203	576,590 20.1%	464,706	120,969	20.00 20.00 20.00 20.00	90,08	34,868	16,491	46,936	8	35.965	37.0%	1,041,297	25.1%	717,698	36.8%	1.055.016	2,814,010	(50.244)	2 864 254		36,200		FY17	•

AOTIES I SVELLE	(887,71)	(717,5)	ACA,II	(826,11)	880,8	970'6	(TSS,S)	(2,63.5)	2,127	1,084	818	S68,8	2,614	626	3,452	8,424	897,8
A&D leveltinU	029	707	55	99	061	(£)	Sir	99	698	601	601	138	2,154	5'048	1,842	959'L	859,1
Occupancy charges	20.201	118.61	50.026	920 02	50 056	50.026	50.026	50 026	50,733	20,026	20,026	20,026	239,983	239,983	239,583	239,983	239,983
Management compensation	734.11	082,11	850.41	9 22 1	8 285	217.9	996'6	8 241	878.51	861,6	951,6	762,11	125,402	128,402	128,537	127,161	135,045
% of Gross sales	%0'F1	%L'72	38'4%	16.3%	%9°2Z	52.6%	54.2%	\$1.9%	32.5%	54.9%	25.3%	%9'LZ	24.3%	24.5%	32 5%	32 2 <i>8</i>	52.6%
Unit-level profit	14,403	188,72	E78,83	179,71	54,623	38,764	281,82	25,488	32,907	711,0E	30,261	167'07	ART,0YE	268,421	ATB,ETE	818,870	589,485
Other operating expenses	196'62	SAL, AS	29,264	31,206	28,408	30,484	75,747	28,356	29,164	199'82	267,72	30,516	STS, IAC	938,799	328,450	708,SSC	325,770
Unkles	8 316	9226	064.9	980.6	067.8	6.279	8.463	016 6	10 274	180,01	780,8	8,236	106,939	105,628	104,490	104,842	106,426
Supplies	4.737	3.762	989'S	608.4	758.A	EEE 5	4 165	81E P	994°E	E84,4	684,4	£09,2	55,962	296,25	886,08	890,08	995,02
Repairs & maintenance	£59 7	26 4	2,703	861.8	1 422	3.323	2.263	5 386	2.327	2,652	2,652	SICC	180,CC	681,4€	077,0£	077,0£	017,0E
Payroll taxes	4,225	1102	800 S	207.€	5 643	267 T	665 €	3,225	4 098	009,€	21.545	875,4	807,72	951,74	180,54	667'27	48,352
Insurance	2 643	2.602	287.5	869.2	2,780	S96.2	829.2	3.218	3.204	2,692	2,692	2,692	33,505	800,№	812,AC	35,036	35,562
Genetal expense	5 099	5 386	2,612	2.332	796,2	2 287	188.5	761.5	5 536	TSZ,S	722.2	2,764	20 412	214,82	178,85	23,014	23,014
Building & security	640°Z	150	2 186	2.000	1,050	1,884	918	2.275	1,134	178,1	178,1	1,964	6 > 8,61	18,649	618,81	658,81	610,81
Unit-level marketing	125	15	ζ		i.	•	•	•	353	0	0		797	177	382	72E	72£
Advertizing - Marketing Dept	101,104	SPC 1	1 525	76Þ. f	826.1	216	1 135	1752	697.1	SEZ.f	1,235	£18,1	156,21	15,154	8E8,E1	12,274	ATS.St
% of Gross sales	43'5%	%Z'97	%9'97	% / "PP	%S'8>	%0.8>	%7'97	46.2%	%Z'97	48.3%	48.3%	46.85	%9'97	%8'87	%9'87	%9'9 >	%8.8 >
nigraM teM	44,353	920'29	768,47	081,65	162,18	69,248	\$3,928	848,68	110,88	55,958	MY,7.88	700,17	711,429	912,80Y	689,264	701,622	712,223
Labor Cost %	33.9%	%9'1Z	21.0%	%9 ZZ	20.6%	21.7%	22.3%	%0°ZZ	22.3%	21.6%	21.6%	21.6%	21.8%	21.8%	%8.12	21.6%	21.8%
Labor Cost per Guest																	
Labor cost	24.572	24,185	33 664	24.859	26,050	32,700	56.92	52 609	31.372	26,441	768,2S	278,1C	931,666	528,756	TOT, ESC	324,799	329,706
Food Cost %	31.2%	28.9%	%9.7 2	29.0%	S8.3%	%8.7S	%4 9Z	%£.7S	%E.72	%E.7S	27.3%	27.3%	%1.7 <u>5</u>	%1.1 <u>Z</u>	%1.7 <u>5</u>	%T.TS	%L'12
Food cost	586 16	35 291	44 363	30,836	712 66	758 14	31016	948,1E	38 408	STE,EE	32,685	40,192	422,339	218,812	72E.01A	147,114	586,714
solss fol	016,001	108,602	152,864	104,915	130'488	143,774	078,011	111,301	188,461	144,811	116,325	143,044	1,466,926	266,125,1	1,433,328	1,438,162	1,459,692
Net sales deductions	(692.1)	(088.5)	(169.7)	(261 5)	1827.23	(\$68.4)	(29¢ S)	(5,340)	(5,943)	(AOA,E)	(EEE,E)	(4,099)	(17E,82)	(49,320)	(869,83)	(48,860)	(49,599)
eals2 aso10	103,669	115,682	180,455	101,011	126,227	803,021	755,811	116,641	£61.011	122,175	629,611	141,711	162,252,1	\$00,108,1	1,482,025	\$\$0,783,P	1,509,490
	%£1.8	7.39%	10.52%	%ZZ.T	8.26%	%99 '6	%E9.7	%99'Z	8 53%	%10'8	%19.7	%\$9°6					
Chack Average	\$9.22	08.68	\$9.53	\$9.52	88.68	17.62	\$9.6\$	78.0 \$	\$9.6\$	10.02	10.62	10.62	EA.02	81.62	164,438	688,481 10.02	758,281 01.62
Suest Count	561,11	11,862	16,839	088,11	12,816	187'51	12,176	181,51	14,629	13,612	13,233	16,273	107,181	163,686	ATA AAT	FOO ANT	758 241
Location: AUGWS	780-13	टा-वरुत	<u>EE-18M</u> S	ET-19A	<u>61-Y5M</u>	2 100-13	टान ा	<u>€[-84A</u>	टू हान्यब्ह	ठवःग्र	EL-VOV	2 76-547	10tel 53	PLA.	FY.15	EA.18	21.13
DILIGHTO I	Ch.nel	******	C. 1014	65.000	.,		1 1 1										e -
1	,		•	•	٥	,	9		01	11	Zi	13		ć	· ·	7	

AUTH-level EBITDA % of Gross soles	(4,463) -4.3%	870,C %2.S	083,71 %9.01	%6'0 666	%FO 617	000,81 %1,11	760,FF #8.8	1,297	%2°0- (998)	%9°Z 2'899	088,Y %S.8	900,81	ATC.17	E78,18	93,201	086,001	705,301
Unit-level G&A	891	1 936	981	1,564	SEL	SEL	SSZ	SEI	7 634	393	E9E	PSP	872,8	≯98, T	710,7	016,8	075,8
Occupancy charges	486.11	13,226	16,265	149.4	042.41	621.71	00E.01	14811	12,235	12,890	12,690	12,690	153,458	123,458	123,458	123,458	123,458
Management compensation	12.242	296'01	10.523	889.7	964 4	682.6	190'6	12.233	₹98 €1	S\$7.8	S27,8	10,940	122,386	122,386	125,446	128,582	187,161
\$6,05 88015 10 %	%£.81	%FEZ	%Z'ZZ	%6'91	%F'61	29.6%	%E'92	\$9.05	%9'81	21.4%	24.1%	%Z 9Z	%0 EZ	%\$°EZ	%9°72	54.9%	%0'SZ
Unit-level profit	159,91	29,195	605,44	2 <u>58,</u> 71	22,590	42,841	31,566	25,506	887,7 <u>S</u>	24,991	59,595	39,292	362,496	185,885	681,876	388,790	250,79£
Other operating expenses	\$19'9Z	S69'9Z	010,16	878,55	31,412	24,150	F05,85	30,224	35,800	31,092	752,8S	34'054	366,038	584,085	186,846	340,882	344,098
CERTIFOR	999'4	0076	699 9	6 602	894 6	969 1	8.458	8,302	661 6	10,955	096'8	£7£,8	867,101	102,201	102,523	103,250	078,NO1
anbhues	777	899.4	675 S	490'9	3,243	4,387	3,884	899'7	921 S	4,123	4,123	191'S	54,485	287,48	460,64	760.63	7E0,63
Repairs & maintenance	2 000	596	1811	2,863	991 7	2,729	1.623	718 €	989,€	2,520	2,520	021.C	31,218	388,1£	712,65	718,85	712,85
Payroll taxes	5.340	298 9	049.8	005.4	4 300	5.013	090 P	4 238	€09.4	790,4	4,217	6,259	618,88	650,72	846,78	58,023	940,98
Insurance	1827	689.2	2 842	2 7 Z	2,872	3,062	2112	3 353	3,310	187,5	187,5	187,5	31,612	161,86	828,25	£61,8E	36,736
General expense	1911	1 826	2 492	2.809	088,1	2,806	686.S	£88.1	2,004	87S,S	87S.S	2,848	1 EO 72	168,72	25,048	22,543	22,543
Building & security	999	ZE9	328	723	799	929	619	287	1,530	099	099	889	012,8	012,6	012,8	012.8	8,210
Unit-level marketing		Zı	7	9	97	£	17	8	72	15	ા	SI	128	IEL	136	155	122
Advertising - Marketing Dept	160 1	110.1	SALA	482.4	E67'7	4 026	4254	3.233	992'9	3,805	3,805	887,A	45,466	£81,E4	A78.8E	34,986	34,986
% of Gross sales	%0 vv	%8'pp	%1 74	45.1%	%P'97	%P 97	%Z'87	%1 St	%6'77	%6'ZV	%6.7b	%6.7 ≥	%P'9P	%1.82	%1.8h	%1.8P	M1.81
nigraM teV	579'57	687,28	ELY'SL	007,08	200'#S	166,88	070,08	0£7,88	63,565	580,88	S68,83	816,67	\$60,817	725,834	724,533	179,657	741,120
Labor Cost per Guest Labor Cost %	%9°SZ	21.1%	21.2%	%6 EZ	22.8%	23.2%	35.2%	%9°EZ	33.9%	%1.SS	22.7%	%1.22	%8°ZZ	32.9%	35.9%	%6°ZZ	%8°ZZ
Lebot cost	816.82	26,342	34 059	£18,82	815,85	188.55	77.684	59,055	33,826	S65 9Z	868,7S	787.AE	353,386	365,386	354,760	372,78 £	188,585
Food Cost %	28.9%	%6'06	%v \Z	%1.7S	%L'9Z	%9°9Z	%9°9Z	28.0%	%1.8S	%1.7S	27.1%	%1.7S	%9.7 <u>S</u>	%9.7 <u>S</u>	%9.7 <u>C</u>	%9.7S	%9.7 <u>S</u>
Food cost	29,880	P97 BE	€78.64	30'465	1.034	38,466	€70 €€	182,45	247.9£	€88,1€	33,215	41,393	425,854	772,624	427,510	142,054	962,754
Rolas Jah	EAT, FOT	150,595	16,681	879,701	111,554	138,999	120,627	119,369	8£1,7£1	116,341	119,945	944,641	1,485,275	1,509,507	1,508,803	889,718,1	1,541,297
Net sales deductions	(299,1)	(170.4)	(888.8)	(4.425)	(658.4)	(5,514)	(167.E)	(4.236)	(174,4)	(069,S)	(SS8,S)	(T12,E)	(48,908)	(43,460)	(685,61)	(43,690)	(875,24)
selss szorð	705,E01	8.07% 124,666	%7E.01 \$81,081	7.28%	%48.7 565,811	813,441 446,513	%10.8 810,bSt	8.00% 123,605	%41.6 700,141	#88.7 160,711	#88.7 T07,551	162,992 152,992	1,544,183	T96,S22,P	1,550,186	871,188,1	£78,883,1
Check Average	78.62	\$9.20	TA.02	75.8 \$	09'6\$	09'6\$	PP'6\$	79.82	81.82	66.68	90.82	66,8\$	80.6\$	89.26	65.92	TC.62	97.6\$
Suest Count	11,923	13,554	15,921	12,119	12,256	15,210	13,206	ETT,E!	78E,T1	ETO,ET	13,61	110,51	169,994	887,781	007,881	001,881	cea, far
								· ·	G	•		2	25				
Location: DAY	न्यम्	हान्वब्य	<u> </u>	£t:1gA	Et-YaM	760-13	कानंगर	£1-puA	हान्वरह	ठवनाउ	ST-YON	C1-200	MOI	F4.14	SI'YI	FY.16	71.73
l Location: DAY	7 41-13													P1.14 2	31'Y9	4 61.73	. S 11'Y3
f Location: DAY	740-13 5								500-13			C1-200		P1.14 2 1		4 FY.16	

Unit-level EBITOA % of Gross seles	82 0 1%	(\$65,8) %8.6-	785,81 %4,8	5,234 2,2%	(854,8) %7.8-	81C,01	(850,1) %7,0-	17E 20.0	511.2 215.	(STS,S) %T,t-	895,8 %8,6	7,805	£83,03 2,2%	42,382 2,3%	##8,6# #7.5	71-8,88 %S.E	200,18 #8.£
A&D level-linU	242	899 1	135	195'L	16	SEL	582	121	2.008	382	382	767	ATT,T	285,7	4 9'9	Z86'S	288'9
Occupancy charges	848 #1	14.265	582 71	14,285	17,963	11,560	13.377	13.377	22E.E1	13,377	776,E1	77E,E1	810,781	09.612,081	g12,081	912,081	912,031
Management compensation	12 307	12,805	996,81	11 889	15 635	778,21	581 S1	13.655	15,720	807,S1	12,706	£88,21	717,48t	T17,201	168,835	980,671	286,771
% of Gross sales	%L'61	15.6%	24.1%	%L'02	%1'S1	24.3%	%6'Z1	%1.21	20 8W	18.4%	22.7%	21.9%	20.3%	20.3%	\$1.2%	\$1.7%	31 0 %
Unit-level protit	010,12	23,394	SD1,7A	50,972	161,55	029'97	28,109	ESB, TS	T18,8C	24,206	31,846	626,76	380,390	575,003	385,844	388,104	686,014
Other operating expenses	788,AE	44,022	67177	38,644	42,266	581,44	888,66	081,85	41,854	110,85	565,553	088,68	623,656	690'087	605,884	818,524	879'457
Unities	586.01	ESI PI	6196	11,930	12 728	12 898	12,557	970,Sf	867.01	268,11	S88,7	000,11	S10,761	217,261	999,EE1	820,2E1	CCB, TC1
entitions	EIS'S	07Z 9	97€ 6	156 7	628.2	76£ B	099 9	188.8	286.7	051.8	054,0	8,038	AEB.18	NEB.18	028,ET	029,67	020.57
Repairs & maintenance	699 €	669 7	075 6	3 959	415.4	158,8	760 €	001.5	P05'9	168,1	168,1	811,8	267 99	STA 88	728,68	229 6S	728.62
Payroll faxes	685.8	917.8	£48 7	296'9	76E S	181.8	4 835	799 7	1615	4,838	5,062	72Z.8	006,69	050,68	187,88	017,68	71,302
Insurance	828.5	2.189	2 635	5,526	Z99.Z	2.639	2516	180.€	890.E	TTZ,S	778,5	776,5	970,SE ·	788,SE	33,045	115,66	34,044
General expense	1,923	2,062	5 506	5,136	2112	909 Z	6rp'E	2,120	S.113	2,236	2,236	2,785	668,7 <u>S</u>	668,7S	011,25	22,589	22,599
Building & security	1.890	2,063	1,308	5 356	2 135	₹40,€	1 362	961/1	2,003	108,1	108,1	2,251	23,516	23,516	012,ES	918.ES	23,516
Unit-level marketing	21	21	2	-	- L	61				ε	E	7	99	£9	72	15	lg
Advertising - Marketing Dept	2,349	689.Z	1 284	188,4	180.7	1,136	4413	199'7	255.b	959'E	999,0	078,4	45,233	176,54	P78,8£	34,806	34,806
% of Gross sales	%0°S>	%6'77	%2'97	%G'9Þ	43.61s	24.7h	%L'SY	%L'S>	%L'77	₩£.Ţħ	%E.7h	48.7A	%L'9>	%p.7p	%p.7p	%b.7b	%p.7p
Met Margin	176,18		81'585	818,88	LSV'19	808,08	63,995	66,603	IYE,8T	62,278	66,399	61,13	840,488	\$56,688	842,154	820'855	££8,888
Labor Cost %	%9°CZ	22.5%	35 0#	%9°ZZ	%E EZ	33.2%	23.6%	WE.ES	%9.EZ	35.6%	22.8%	%8 ZZ	33.9%	%6 ZZ	32.9%	%6 ZZ	22.9%
Labor cost	32 106	33,638	996 Zr	33.733	34,238	195.54	33 298	7£0.4£	577,12	29,968	136,16	39,044	ere,esa	422,116	EAT, 21A	\$10,054	428,766
Food Cost %	%1 'OE	30.1%	%# BZ	29.0%	%8'6Z	%9'1Z	%6 ZZ	28.1%	28.8%	%E'8Z	28.3%	%E 8Z	%9°8Z	%9'8Z	28.6%	%9 8Z	28.6%
Food cost	17 500	45 236	167 55	41,902	43 856	99 236	881 QE	PE0'1P	997 09	STS.TE	39,738.20	48,560	181,752	SE9,7S2	S89,912	87E,2S2	636,249
Net sales	135,043	148,490	189,755	145,249	142,521	\$00,881	138,451	749,141	609,0T1	118,651	138,089	£57,831	1,630,744	011,808,1	628,TTT,1	176,897,1	638,668,1
Met sales deductions	(150.5)	(808.£)	(877.2)	(4.328)	(809,1)	(Obt.2)	(117.6)	(911 7)	(158.4)	(111,5)	(152,5)	(027,5)	(054,24)	(387,82)	(302,85)	(38,604)	(504,05)
Gross Sales	#15.7 £80.7£1	962'0\$1 %10'8	10 42% 195,533	778,621	#48.7 821,741	10.22% \$47,181	#74.7 681,041	%17.7 %15.820	#26.9 061.871	%20.7 858,161	%87.7 %85,021	201,171	A15,878,1	1,843,902	880,818,1	879,968,1	520,ST8,f
Check Average	18.62	£7.6\$	07.98	87.62	81.018	11.012	\$10.08	\$10.05	87.6\$	09.6\$	\$9.80	08.0\$	854,081 88.68	080,281 £1.012	\$01,871 \$10.20	201,871 05.012	896,871 81,018
Guest Count	805,41	15,453	20,166	15,287	687'71	886,81	13,905	806,41	866,71	SCA,CT	14,320	661,71		182 000	Ant att	301 871	300 971
					•			,	S	,	,	S	25				
LOCATION: FTLKW	- Ten-13	<u> </u>	S S S	हाग्यप	St-Yald	750-13	<u>रा-ाग</u>	€1-DUA	<u> </u>	ठवनाउ	ST-YOU	CI-SOQ	IntoI.	トレント	FY.15	FV.18	41.73
f Location: FTLHW						et-nue 7	हरनेतर 8	<u>€1-84</u>	01 <u>61-998</u>	ठवनात्र ।।	12 <u>61-you</u>	61-20Q	1914	EA.14 5	31.73	FV.18	5 71.77

Unit-level EBITDA % of Grass seles	Management compensation Occupency charges Unti-level G&A	Unit-level profit % of Gross sales	Other operating expenses	Chirties	Supplies	Repairs & maintenance	Payroll taxes	Insurance	General expense	Building & security	Und-level marketing	Adventsing - Marketing Dept	% of Gross sales	Labor Cost %	Labor Cost per Guest	Labor cost	Food Cost %	Food cost	Net sales	Net sales deductions	Gross Sales	Check Average	Location: JVL 10
(9,209) -10.6%	5.069	8,304 9.6%	27,020	9 635	3 578	1.058	4.961	3,233	• 891	1.321	239	102	40.6%	28.5%		22,992	30.1%	26,110	84,427	(2.239)	84.08%	\$9.35	Jen-13
(21,498) -131.0%	4,816 6,069 51	(10,562) -64.4%	11,870	3 588	(331)	271	2 140	3 183	400	285	99	2 244	8.0%	50.7%		8314	41.2%	6.761	16,383	(30,	15.92%	1,691 \$9. 71	Feb-13
(5,265) #0/V/0/		(5,255) #DIV/O	5,436	3113	246				428		275	. 374	#OIV/O!	(OAICE			#OVO	(181)			. 000%	HOWIGH	Mer-13
(1,891) #DIV/OI	ω	(1,668) #D/V/O	1,688	308	30				28			:33	NAIO#	#DIV/O			8 0000				0.00%	#D(V/O)	Apr:13
*DIVIO!		*DIVIO											*DIV/O!	#DIV/O			*DIVO				0.00%	IOVAICA	May-13
#DIV/OI		KANOS											#DIV/O!	O/AIC#			DIVO:				0.00%	#DIV/OI	140-13 5
#DIV/O!		#DIVIO!											#DIV/O!	\$DIVO			EDVO:				0.00%	IOVAIGE	101-13 11-13
#DIV/OI		(OVVO)											#DIV/Oi	#OIVO			DIVID.				0.00%	#DIV/OI	Aug.13
iONIO#		10/V/OI											#OIV/O!	#DIV/0!			DIVO.				0.00%	#DIV/OI	<u> </u>
#DIVIO#		*DIVIO											#DIV/O!	#DIV/O								\$0.00	10 Set 13
#DIVIO!		sOVVO)											#DIV/O!	#DIV/O!		20.470						\$0.00	Nov-13
#DIVIO!		#DIV/O!								•		•	#OIV/0!	#DIV/O!		******						\$0.00	Dec.13
(37,664) -36.5%	16,261 12,138 54	(9,201) -8.9%	48,015	16,644	3.524	100	7.01	A 447	2747	3 8	3	2	36,814 35.7%	30.4%	01,000	10.73	34,00	3	100,810	2269	103.079	10,962 \$9.40	S letel
*OWO		sOVVO:							•				#DIV/0i	30.4%		31.73	31 74 .			•	Í	30.00 .	FY"14
#DIVIO		#DIV/Of											10/VICE	30.4%		31.7%						\$0.00	P715
BOWIGH		#DNVO!		•									#D(V/O!	30.4%		31.77	:					\$0.00	FY'16
#D/Woi		*DIV/O!											#DIV/O!	30.4%		31./%	!					\$0.00 ·	FY17

Unit-level EBITDA % of Gross sales	Management compensation Occupancy charges Unti-level G&A	Unit-level profit % of Gross sales	Other operating expenses	Chines	Supplies	Repairs & maintenance	Payroll taxes	insurance	General expense	Building & security	Untilevel marketing	Advertising - Marketing Dept	SA OL CLOSS SEIGH	Net Margin	Labor Cost %	l abor Cord our Calend		Food Cost %	Food cost	Net sales	Net sales deductions	Gross Sales		Check Average	Guest Count	Location: JVUB	
. 62						•											2		بو	=	-	=			1	, <u>Jan-13</u>	
(8, 194) -6.9%	9,758 13,750 228	15,542 13.2%	1,331	367	1.735	3 724	5.507	996	017	513	269	1 104	11.4%	3,874	24.7%	į	143	31.3%	37 002	5,019	3,076)	8,096	8.57%	\$8.49	3,918	N ·	-
1,663 1,2%	10,590 12,859 1 554	26,656 19.9%	32,392	9778	7 126	2 005	5 8 1 7	2.949	2216	1 :62	317	1 021	42%	59,048	22.8%	000	30.00	29 3%	39 133	128,631	(5 041)	133,672	7.43%	\$8.80	15,189	3 [eb-13	-
15,931 9.1%	19 318 12 859 125	48,234 27.4%	30,917	3 492	3.800	6.625	6 S65	3 113	2.875	2 394	469	1 584	45.0%	79,151	21.7%	3000	201	29 4%	51 757	169,002	(6.869)	175,871	9.78%	\$9.04	19,454	Mari 13	-
6,273 4.5%	9,866 12,859 1,929	30,727 22.0%	33,545	9.807	4 947	4 087	5.271	2 984	2 435	1 973	414	1,629	46.1%	64,272	21.8%	30 4 50		24 AC	39 5 52	134,280.	(5, 168)	139,448	7.75%	\$8.77	15,904	Apr.13	-
(2,660) -2 <i>0</i> %	10 171 12 859 125	20,498 15.2%	39,487	13 711	5.024	5.454	5.205	3.145	2.671	2.417	331	1 528	44.5%	59,982	22.9%		2000	29.9%	38 799	129,695	(5 170)	134,865	7.50%	\$9.13	14,777	May-13	•
24,209 14.2%	13,040 (376) 125	38,999 21.6%	43,225	14 765	6.936	5,832	6 193	3 35 3	2786	998	458	904	46.9%	80,224	21.6%	30,900	2000	77 04	47.793	164,929	(5,994)	170,922	9.51%	\$9.21	18,562	/ 100-13 5	•
(11,360) -8.5%	10,294 23,718 481	23,133 17.4%	37,828	14.885	5 967	3,323	4 234	2 972	2.560	1 870	425	1 592	45.8%	60,961	22.7%	30 434	30.00	20 18	37 343	128,536	(4,499)	133,035	7.40%	\$9.02	14,748	-tut-13 6	•
(3,710) -2.7%	10,317 13,553 125	20,285 14.9%	41,190	16.801	5 726	3 980	4074	3 639	4 020	1004	421	1.582	45.2%	61,475	22.4%	50.50	20.507	ě	39.552	131,534	(4.595)	136,129	7.57%	\$9.03	15,083	Avg-13	•
(42,871) -26.1%	58 145 13,553 1.565	30,392 18.6%	41,585	16 257	6.674	4 321	4 821	3,624	2 350	1.184	559	2.094	43.8%	72,277	23.5%	20.000	200	2	48 135	159,101	(5,445)	164,547	9.15%	\$9.00	18,287	10 Sep-13 5	•
9,901 6.1%	11,201 12,579 448	34,129 21.0%	42,072	17,959	4,985	000	5,366	3.047	2,669	1,639	387	1,357	40.8%	76,201	22.1%	30,020		2	46.542	158,763	(3,886)	162,649	9.05%	\$8.84	18,391	0ct-13	•
7,281 4.8%	11,201 12,579 448	31,509 20.6%	40,027	16,165	4.985	4.662	5.115	3.047	2,669	1,639	387	1,357	46.8%	71,536	22.1%	33,613		39.00	43 693	149,044	(3,648)	152,692	8.49%	\$8.84	17,285	12 Nov-13	•
17,558 10.0%	14,001 12,579 580	44,698 25.4%	37,885	9,187	6,231	5,827	0.027	3,047	3.336	2,049	494	1.698	46.8%	82,583	22.1%	38,037		3	50 44	172,061	(4,211)	176,272	%08.G	\$8.84	10.931	13 Dec:13	•
14,011 0.8%	187,704 153,372 7,711	362,799 20.2%	453,785	154,175	67,139	55.504	64.134	37,916	33,605	18,943	4,922	17,447	45.4%	816,584	22.5%	404,312		200	519 700	1,740,596	(57,603)	1,790,198		\$8.92	201,518	Total S2	
80,608 3.2%	187,704 153,372 7,326	409,008 21.3%	467,723	164,928	67,139	56.33	67,037	39,485	33,005	18,943	4,876	16,575	47.1%	876,731	22.5%	131.110		30.00	554 145	1,881,985	(55,396)	1,917,381		\$9.24	207.575	FY14	•
84,282 4.3%	192,398 153,372 6,593	438,844 22.4%	454,440	167,629	60.425	50,702	68.310	39,062	30.244	18,943	4,208	14,917	47.1%	891,084	22.5%	430,100		90	563.217	1,892,469	(56,303)	1,948,771		\$9.32	209.135	PY15	•
98,022 4.9%	197,206 153,372 5,934	484,834 22.8%	455,094	171,114	60,425	50.702	69.819	39.648	27.220	18,943	3,787	13,426	47.1%	909,618	225%	447,201		30 00	574 932	1,931,831	(57,474)	1,989,305		\$9,44	210,707	FY16	•
113,643 5.5%	202,136 153,372 5,934	474,988 23.2%	463,080	176,466	60,425	50,702	71,868	40,243	27,220	18,943	3,787	13,426	47.1%	938,065	22.5%	401,108	20.00	30 00	592 912	1,992,247	(59,271)	2,051,518		\$9.63	213,002	5 FY17	•

Unit-level EBITDA % of Gross safes	Management compensation Occupancy charges Unit-level G&A	Unit-lavel profit % of Gross sales	Other operating expenses	Utitions	Supplies	Repeirs & maintenance	Payroll taxes	Insurance	General expense	Building & security	Advertising - Marketing Dept Unit-level marketing	% of Gross sales	Cappy Cost A	Labor Cost per Guest	Labor cost	Food Cost %	Food cost	Net sales	Net sales deductions	Gross Sales		Check Average	Location: MIAFL
(20,410) -17.7%	10 607 24,627 228	15,052 13.0%	34,963	12 90 1	1914	2 057	5 180	3 448	2.127	2,171	.1 0 2	43.3%	704%	}	30,421	29.6%	34,127	114,564	(834)	115,398	43.26%	\$9.75	4n-13 2
(21,471) -17.2%	10.566 24,627 1.846	15,567 12.5%	35,744	11 177	4 141	4 900	5 950	3,395	2 221	3,639	2 689 521	43.5%	24 0%	•	30 703	29.0%	36 121	121,135	(3 583)	124,718	48.76%	\$10.01	Feb-13
(38,231) -143,3%	8,255 19,500 25	(10,451) -39,2%	16,159	4 813	959	540	2,433	3 576	504	1 059	1,374	21.4%	42.2%	i	11 263	33.1%	8.836	25,807	(879)	26,686	10.00%	2,537 \$10. 52	Mar-13
(6,679) 12144.1%	1454	(5,226) 9501.2%	4,801	72				3 426	(21)		1,323	771.9%	×00			00%	•	(428)	(370)	(55)	-0.02%	#DIV/OI	Apr.13
OWICE		#D/V/O										#DIVIO!	#DiV/O	:		WANG.					0.00%	*DIVVOI	Wex-13
*ON/O		#DIV/O										#DIV/0!	\$0V/0!			\$0V0					0.00%	#DIV/01	Jun-13 5
#DIVION		#DIV/O!				•						OVAIO#	#DIV/O			OVO.					0.00%	#DIV/Ot	Jul-13 6
#DIVIO!		#D/VO				,						#OIV/0!	*OVVO			DVQ.					0.00%	#DIV/OI	Awg-13
iO/V/Oi		iOVVO!										#DIV/O!	#DIV/O!			#DVQ					ı	#DIV/OI	Sep-13
#D/V/O/		ND/V/Q!										#DIV/O!	iQ/AlQs			DVO					ı	\$0.00	9et-13
#DIV/Q!		#DIV/O										iO/AIC#	#DIV/0!			*OVO					I	\$0.00	Nov-13
iovios .		#DIV/O										#DIV/O!	OVICE			DIVO					ı	\$0.00	Dec-13
(88,791) -32.5%	29,428 68,753 3,552	14,943 5.6%	94,667	28,963	9914	B 498	14 573	1100	4 834	a 000	ō.489	109,610 41,1%	27.1%		72,387	200	79 094	261,081	(5,666)	288,747		26,831 \$9.94	हुत्वा स्थिता
#D/V/O		*DIVIO		•								iO/AIO#	27.1%		. !	20.6%	•			•		\$0.00	FY'I
iOVVOi		#DIVID!										iO/AIO#	27.1%			200	•					\$0.00	FY15
*DIVIO		#DIVIO										#DIV/O	27.1%			20.00					ı	\$0.00	FY'16
#DIVIOI .		ONIOS										#DIV/O!	27.1%			20 84			•			\$ 0.00	5 FY17

Location: MIARR	1 2 <u>Jan-13</u>	Feb:13	# 4 Mar-13 5	5 <u>Apr-13</u>	1 6 <u>May-13</u>	1 7 <u>Jun-13</u> 5	.jul-13	Aug-13	10 Sep-13	Oct-13	Nov-13	000-13	Total 52	2 FY14	3 FY 15	4 FY16	5 FY:17
Guest Count Check Average	12,370 \$10.16	. 13,500 \$10.51	18,585 \$10.93	13,771 \$10,41	14,094 \$10,60	18,701 \$10.61	12,819 \$10,64	13,480 \$10,62	14,485 \$10,60	11,702 \$10,38	12,491 \$10,38	14,689 \$10,38	168,686 \$10,53	156,103 \$10.79			
Gross Sales Net sales deductions	7.07% 125,633 (760)	7.98% 141,871 (3.709)	11.43% 203,107 (6.149)	8.08% 143,304 (4.443)	8.41% 149.386 (5.060)	9.97% 177,157 (5.404)	7.67% 136,343 (4.107)	8.06% 143,197 (4.101)	8.64% 153,489 (4.649)	6.83% 121,462 (1,848)	7.30% 129,660 (1,972)	8.58% 152,467 (2,319)	1,777,076 (44,520)	1,683,821 (34,032)			
Net sales	124,873	138,162	196,958	138,862	144,326	171,753	132,236	139,098	148,840	119,614	127,687	150,148	1,732,556	1,649,789	-		
Food cost Food Cost % Labor cost Labor Cost per Guest	39,204 31,2% 30,975	44 066 31.1% 31.373	58 375 28.7% 42 879	41,611 29.0% 33 641	43.531 29.1% 33,757	52 443 29.6% 41 430	39,642 29.1% 32,682	40,444 28.2% 34,657	46,369 30.2% 42,415	35,201 29.0% 27,933	37,577 29.0% 29,818	44,187 29.0% 35,083	522,651 29.4% 416,624	495,224 29.4% 394,761			
Lebor Cost % Net Margin	24.7%	22.1%	21.1%	23.5%	22 6%	23.4%	24.0%	24.2%	27.6%	23.0%	23.0%	23.0%	23.4%	23.4%			
% of Gross sales	54,694 43.5%	62,723 44,2%	95,704 47.1%	63,609 44,4%	67,038 44,9%	77,680 44.0%	59,912 43.9%	63,995 44.7%	60,057 39.1%	56,480 48.5%	60,292 48.5%	70,898 46.5%	793,281 44.6%	759,805 46.1%			4
Advertising - Marketing Dept Unit-level marketing	1,104	2.689 23	1 584 8	4.881	7.087 6	904 23	4,171	4,361	4,307	3,537	3,537 6	4,421 8	42,583 90	40,454 86			· · · · · ·
Building & security General expense	2,733 1.670	2,733 2,023	4.503 2.427	1,403 2,171	4.925 2 103	6,829 2,182	3 623 1,797	3,660 1,983	3,448 2,548	3,837 1,948	3,837 1,948	4,797 2,435	46,327 25,237	46,327 25,237			
Insurance Payroll taxes Repairs & maintenance	3,446 6,133 1,697	3,393 6,085 5,911	3 574 7 472 6 557	3 425 5,882	3,610 5,692	3,850 5,944	3 412 4 393	4 177 4 605	4,161 5,435	3,501 4,484	3,501 4,685	3,501 5,597	43,551 66,386	44,204 63,750			
Supplies Utilizes	5,154 12 120	6.397 10.465	5 209 2,824	3,491 5,091 11,601	3,543 4,228 12,064	4,422 7 082 10,579	3 880 5 772 12 872	5 412 3,656 10,469	5.908 6.640 11.674	4,355 4,775 9,428	4,355 4,775 7,458	5,443 5,989 10,181	55,973 64,747 121,735	58,813 64,747 115,919			
Other operating expenses	34,062	39,718	34,156	37,949	43,258	41,814	39,921	39,324	44,123	35,851	34,103	42,351	468,629	457,536			
Unit-level profit % of Gross sales	20,632 16.4%	23,004 16.2%	61,548 30.3%	25,660 17.9%	23,780 15.9%	38,068 20.4%	19,991 14.7%	24,671 17.2%	15,934 10.4%	20,629 17.0%	26,190 20.2%	28,547 18.7%	328,552 18.4%	302,268 18.0%		· · · · · · · · · · · · · · · · · · ·	
Management compensation Occupancy charges Unit-level G&A	11,173 22 856 215	11 132 22 856 1 936	13 738 22 856 115	11,812 22,856	10,500 22,855	9.104 22.856	9.128 22.856	11,072 22,856	13,603 22,856	10,054 22,856	10,054 22,856	12,568 22,856	133,938 274,268	133,938 274,266			
Unit-level EBITDA	(13,611)	(12,918)	24,839	1,544	115 (9,691)	115 3,992	295 (12,287)	505 (9,761)	3.036	(12,694)	414 (7,134)	517 (7,394)	9,220	8,759 (114,695)			
% of Gross sales	-10.8%	-9.1%	12.2%	-7.4%	-6.5%	2.3%	-9.0%	-6.8%	-15.4%	-10.5%	-5.5%	-4.8%	-5.1%	-6.8%			

Unit-level EBITDA % of Gross sales	(2,938) -3,2%	2,184 2,1%	868,12 86,61	211,7 27.8	2,855 2,8%	762,8 45.1	(808,A) 28,A-	(996'8)	(S,96,0)	2,978	%0'F	776,81 #8,11	270,8£	39,691 3.0%	41,705 41,705	281,08 ₩8.£	850,18
Unit-level G&A	597	907	969	966	120	263	041	1,332	550	215	415	979	6,126	9,620	9:239	#1.Z'#	P12'P
Occupancy charges	912.21	999'51	999'51	999'51	999,21	999'\$1	999 51	999 51	999,21	15,666	999,21	888,21	TE2, T81	TE2, TB1	162,781	768,781	762,781
Management compensation	9128	777.8	809.01	709.T	AC1 8	709.6	751.8	555.01	115.51	8,529	8,529	188,01	183,611	189,611	116,297	119,205	122,185
% of Gross seles	23.0%	56.4%	35.5%	20 130	26.5%	54 826	%9'61	%9 61	30.0%	26.7%	38 3%	%6.1E	20.1%	38 3 X	%0.7 <u>S</u>	%) 'ZZ	%1.7 S
Unit-level profit	20,956	££0,75	48,626	011,16	851,75	500,16	19,483	788,81	22,235	888,TS	28,825	42,349	345,200	346,509	81T,08£	361,646	STA, STE
Ofher operating expenses	23,083	34,529	855,05	53,223	23,133	995,05	181,65	867,8S	28'505	25,585	607,CS	25,626	314,944	314,845	302,777	819,105	306,725
Utilities	669.8	671.01	£81.01	161 7	665.7	10,704	12.620	917.6	128 0	6'25	888,7	965,8	T18,70!	169,701	A10,801	108,044	870,111
Supplies	2,226	3,200	98€ €	078.5	3,062	129 E	667 €	3,255	979'P	690,€	690,E	8C8,E	168,65	168,65	32,902	32,902	32,902
Repairs & maintenance	Zr9 L	est i	3.424	202 \$	1991	2,416	096 i	878 E	4.503	2,285	2,285	2,856	£78,62	30,321	685,7S	68S,7S	27,289
Payroll taxes	3,762	499 € •	4 402	978.€	39€ €	081 5	SIF E	3.375	3 841	3,296	3,263	061,A	44,230	680,66	44,034	44,834	68.053
Insurance	Z62 Z	67.7.2	5 904	2.784	2 93¢	3 159	C17 S	96€ €	3,382	2,842	2,842	2842	OTE, SE	106,85	96,439	986,BC	032,76
General expense	486°L	1.88.1	2,792	8.038	2,305	2 844	277.5	865 r	2,014	2,223	2,223	611,S	27,359	625,7 S	24,623	181,52	191,52
Building & security	229	449	212'1	1,267	449	7£8 S	778	19 2	7,297	760,1	760.f	t TE, t	345,41	14,345	246,41	245,41	14,345
Unit-level marketing		21	7	•	L	04	•	•	•	11	11	PL	121	SIL	501	66	66
Advertising - Marketing Dept	tor r	1.042	1 252	1 189	828.1	716	1,132	1752	697.1	£533	1,233	1,542	8£6,81	541,21	758.E1	12,265	12,265
% of Gross sales	%7'87	%E'0\$	%L'ZS	%0'09	%0'6 >	%1 67	%0'67	%8.7A	%Z'97	%p'19	%FIS	%7'19	%6'61	%8'1S	%8'15	%9'IS	%8'1S
Wargin	44,039	696,18	291,97 /	64,333	682,08	985,18	109'87	42,395	821,13	175,53	168,58	9 11,8 8	111,000	982'199	822,528	683,683	682,200
Labor Cost per Guest Labor Cost %	W1.55	20.1%	%F81	%0 OZ	%L1S	%0 ZZ	33.1%	%1 EZ	%7.ES	21.1%	21.1%	21.1%	21.4%	31 48	21.4%	31 4%	%) 1Z
Labor cost	299'02	30 è25	909 22	22,332	22,262	154 75	S69 1 Z	21,885	26 404	21,925	159,15	28,059	262,675	281,403	278,065	282,343	290,273
Food Cost %	%8'9Z	%1.8Z	52'1%	24.6%	%9'SZ	24.7%	25.1%	75.5%	27.1%	25.1%	32 1%	%1 'SZ	%7 SZ	%7 SZ	52.4%	%P'SZ	%P'9Z
Food cost	24,353	797 92	877,7£	165,251	56,209	30.804	76,937	24,154	30,112	26,006	25,646	33,282	78S,86E	ETT,ACC	330'852	332,892	345,325
Net sales	\$70,68	699,89	199'991	102,916	98,730	119,625	82,436	SEP'18	\$68,70?	101,202	109'68	918,651	801,8YS,t	1,277,530	1,262,465	1,281,798	897,716,1
Net sales deductions	(606 1)	1685 C1	(857.8)	(\$10,E)	(3.765)	(582'5)	(727 E)	(898.6)	(806.6)	(018,5)	(2,475)	(5,213)	(42,805)	(154,85)	(879,7E)	(98,559)	(39,642)
solaß azorD	#85.8 £89.09	102,458	11,37%	#80.8 068,801	#87.7 102,494	#84.9 124,913	7.50% 591,99	208,56	111,260	#28.7 \$17,601	#47.7 975.501	#20.01 627,261	119,156,1	186,216,1	ENA,000.1	1,320,358	133,725,1
Check Average	19'65	00.018	\$10.36	\$10.03	\$10.25	85.08	11.02	18.62	25.02	69.6\$	69.6\$	69.63	08.0\$	05.018	\$10.31	810.48	17.012
Guest Count	287,6	10,244	14,503	10,652	10,003	ETT,S!	TAT,OI	198'6	<i>111</i> ,11	T18,01	10,667	13,843	888,AC1	128,982	STI,8SI	158,172	£08,8S1
	2870																
FOCESIOUS SYADW	•	£1- 0 03	S S S S S S S S S S S S S S S S S S S	EC-JOA	EL-YPM	2 700-13	द्याना	\$1-8AQ	हरन्यब्ह	ठव-13	EC-YON	टा-उब्द	25 [068]	E J. 14	FY'15	EA.18	41.13
Location: BAVOM	587-0 FL-087- Z	Þ											25 [0]	EA.14 S	51.15 5	FY.18	\$ \$

Unit-level EBITDA % of Gross sales	Management compensation Occupancy charges Unrillevel G&A	Unit-level profit % of Gross sales	Other operating expenses	Utilides	Supplies	Repairs & maintenance	Payroll taxes	Inturance expense	Constal executivy	Cixt-evel marketing	Advertising - Marketing Dept	% of Gross seles	Capor Cost 76	Capor Cost per Guest	Labor cost	Food Cost %	Food cost	Net sales	Net sales deductions	Gross Bales		Check Average	Location: TPDMN
4,001 3.5%	12 906 2 499 146	19,551 16.9%	30,998	9 823	3,613	2216	5,905	2,602	2 504	381	104	43.6%	× 5 5 7	!	29 445	29.5%	34 140	114,135	(1726)	115,860	704%	12,856 \$9.01	480-13 2
6,723 5.4%	14,813 2,499 1,454	25,459 20.4%	30,498	9617	4.245	2 113	5,993	2.510	1,923	389	1 258	44.8%	24.3%	!	30 349	28 2%	35.317	121,651	(3.383)	125,034	7 60%	13,423 \$9,31	Feb-13
22,438 12.9%	17,272 2,400 25	42,136 24.3%	37,830	9.421	6 398	3.692	7 165	2 848	3,322	273	1712	48.1%	×1 EZ	:	39 979	27.4%	47,597	167,541	(5 851)	173,402	10 54%	18,251 \$9.50	Mar-13 5
7,638 6.0%	13.139 2.400 1.454	24,630 19.3%	31,603	9 344	4 777	2 588	5 733	2.358	2.062	427	1 629	44.1%	25 7%		32.828	27.0%	14,509	123,571	(4 023)	127.594	7 76%	13,566 \$9.41	Apr-13
9,355 7.2%	13.278 2.400 25	25,058 19.4%	31,692	10 189	4.295	1 506	5 364	2.785	2,525	251	1 946	43.9%	25.0%		32,301	27.4%	35.467	124,518	(4.899)	129,416	7974	13,418	May-13
14,697 9.3%	16,478 2,400 25	33,601 21,3%	35,550	10 093	5048	3642	6217	3.116	2.832	679	904	43.8%	26 2%		41 460	27.0%	42 631	153,241	(4 761)	158,002	0000	10,478	1 1 1 1 1 1 1
197 0.2%	13,625 2,400 145	18,387 13.9%	33,904	11 391	4 271	3039	4744	3647	2.425	324	1 392	50,271 42,7%	26.8%		31 561	27.6%	32.572	114,404	3 405)	117,809	7400	12,345 89.54	4ul-13
882 0.7%	12,484 2,400 25	15,701 13,2%	36,252	12 400	4 874	5 350	3 2/3	2 620	1 165	546	1.582	62,043 43,4%	26.8%		32,147	27.1%	32,538	116,727	:3.211)	119,938	7906.4	12,744 \$9.41	Aug-13
0 0 0 0	15.852 2.400 1.465	19,777 13.8%	38,839	11 529	6 252	5 877	5 26 5 26 5 26	2.234	2,268	347	1,773	58,616 41.3%	27 4%		38.834	28 5%	40 507	137,957	(3.925)	141,882	75.0	15,295	10 Sep-13
10,138 7.5%	13,273 2,400 261	26,073 19.4%	35,096	12.759	4 563	3 (4)	2779	2,673	2,208	385	1,410	61,169 45.5%	25.5%		34,207	27.3%	36,654	132,030	(2,369)	134,398		14,100 50 53	Oct-13
15,898 11.4%	13,273 2,400 261	31,832 22.9%	31,424	8.957	4.563	3 (40)	2,739	2,673	2,208	385	1,410	63,256 45.5%	25.5%		35,374	27 3%	37,904	136,534	(2,449)	138,983		14,581 80 61	12 Nov-13
17,582 10.8%	18,591 2,400 327	34,900 22.7%	36,975	989	5 704	3 5 5 5	2739	3,342	2,760	481	1,762	73,878 45.5%	25 5%		41,313	27.3%	44,267	159,455	(2,861)	182,318	2000	17,029	13 Dec.13
109,609 6.7%	172,984 28,998 5,613	317,203 19.3%	410,658	125.422	50505	40.544	34,088	33,279	28,322	4,868	17,881	727,861 44.3%	25.5%		419,798	27.6%	454.104	1,601,782	(42,873)	1,644,636		174,085	Total S2
137,823 8.1%	172,984 28,998 5,332	345,137 20.2%	418,134	130,970	58.805	40.900	3,58 90,58	33,279	28,322	4,623	16,987	763,270 45.6%	25 5%		436,820	27.6%	472.517	1,672,607	(38,715)	1,711,323		175,878	FY'14
154,320 8.9%	177,308 28,998 4,799	365,425 21.1%	405,539	132 290	52744	76.00	35,118 20,118	29,951	28,322	4,161	15,289	770,984 45.6%	25.5%		441,223	27.6%	477.280	1,689,466				176,330	FY'15
162,406 9.3%	181,741 28,998 4,319	377,484 21.5%	404,163	120	50,744	767	35,845	26,956	28,322	3,745	13,780	781,827 45.6%	25.5%		447,325	27 6W	483,881	1,712,834	(39.647)	1,752,481		176,784	FY'16
189,191 9.5%	186,285 28,998 4,319	388,792 21.7%	409,069	36.90	5274	75,004	36,179 73,604	26,956	26,322	3,745	13,780	797,861 45.6%	25 5%		456,616	27 6%	493.931	1,748,409	(40,470)	1.788,879	410,00	177,487	5 FY'17

AUTUPHONE EENTDA % of Gross seles	(337,t) %8.1-	808,81 #8.11	38,011 21,2%	18,684 12.5%	701,05 #1.81	28,858 18.4%	818,01 92%	EST,8 %Q.b	16h 16.0	18,341 14,9%	351,81 %6.61	110,75 #0.81	196,288 12.6%	221,633 %9.C1	708,265 %6.61	217,725 #8.11	850,145 241,926
A35 BWHINU	689			611	001	SPE	395	121	211	183	183	622	197,5	2,623	Z'361	2,125	2,125
Occupency charges	€80.7	£80.7	£80'2	€80 4	5.083	£80'2	788.2	6591	P61 2	6,729	627,8	627,8	83,208	094'08	097,08	057,08	087,08
Management compensation	192'11	11.251	667.21	12,231	12.221	906.≱1	10.243	41711	13.361	818,11	818,11	ETT, Ar	682,121	982,12f	676,221	159,263	245,E81
% of Gross sales	%2.81	29.7%	%8.≯€	%8'ZZ	31.2%	32.7%	53.2%	31.3%	%6.81	30.2%	39.7%	35.0%	%8.7 5	%S 82	59.2%	%S 6Z	38 GK
Unit-tovel profit	STT,TI	37,014	29,004	TILLE	40,232	155,18	688,8S	24,920	21,104	110,16	23,66	159,65	635,665	969,669	TSC,PTA	028,914	890,889
Other operating expenses	661,81	ZLL'LZ	21,320	SST, CS	23,216	£88,7 <u>\$</u>	26°238	871,85	287,88	758,6S	55'424	26,902	302,263	300,000	596'418	298,158	126,765
tatita.	1969	8579	6,520	Z\$6'\$	9715	664.4	099 01	146 LL	287,11	1,294	815,8	060,7	92,673	£67,89	66,439	83.5,78	127,86
sending	1 29 2	699 €	499 €	7,984	496 9	271.4	₹ 923	3 252	872.8	4,033	4,033	110,2	867,18	867,18	195.81	195,84	102,61
Repairs & maintenance	697	P2P	1,286	∠€∠ €	018.1	1.072	1 300	1871	6,225	1,659	659,1	A70,S	786,62	Z3,697	21,328	21,328	21,328
Payroff taxes	100.4	4 221	4 062	698.€	807.€	6.683	088.€	6 5 ₹.£	909 5	3,641	740.E	168,2	500,65	49,938	658,08	61,249	141,52
insurance	5 4 9 5	LPP Z	5 260	2 483	219 Z	167.5	E745	3 056	310 €	2,534	2,534	2,534	SES, IE	32,005	32,485	578,SE	33. CE
General expense	€66	0171	154.1	1.854	1,630	078 1	007.1	126.5	∠ 99 1	269,f	569 I	811,5	20,593	20,593	AC2,81	088.81	088.81
grugud g secnuji	916	1.287	220	1,224	•	b76.p	804	SOS 1	1.434	68r,r	981,1	782,r	15,134	15,134	ACT, 21	15,134	12,134
Unit-level marketing	727	95 t	280	272	220	396	775	672	Z6	265	592	335	72,E	SEI,E	2,819	768,S	768.S
Advertising - Marketing Dept	160,1	1101	1 374	74E.1	962 1	758	860 f	SSE I	£87.!	211'1	ZII'I	36£,1	247,Af	700, Mr	709,S1	846,11	836,11
% of Gross sales	38.1%	%9'97	%E.73	%8'97	%Z'67	%S'09	%2'97	%9'97	%9.Eh	% > '6>	%P'8P	%p'6p	A7.7h	%0'67	%0'6 7	%0'67	%0'6P
nigraM toM	P12,8C	98,126	826,08	58,839	TAA,EB	705,97	789,68	868,58	868,78	889,08	605,88	76,543	011,867	168,631	STT, YOT	800,811	886,287
Labor Cost %	%L'ZZ	21.1%	20 4 2 6	22.4%	71.6%	21.6%	24.1%	24.6%	%8°SZ	22.3%	22.3%	22.3%	22.6%	22.6%	22.8%	%8'ZZ	22.6%
Labor cost	919'92	56 326	34,622	28 184	999 42	34,200	27 933	827,85	34 358	27,414	169,85	OTZ,AE	326,221	166,886	166,886	108,175	880,77E
F00d Cost %	35.5%	%9'8Z	59.8%	27.1%	25.4%	24.6%	28.5%	25.3%	27.3%	52.9%	S2'8#	52'8#	%L'9Z	%2'92	26.7%	%Z'9Z	%1.85
Food cost	31 156	185 25	868 SP	34,085	127,55	38 242	307,06	29,583	39 39	₽69,1€	885,6S	40,220	415,908	991,724	810,061	660,AEA	7£5,03A
solse 19M	74E,48	120,033	160,485	121,108	124,067	121,952	115,126	113,009	128,446	900,0Sf	111,328	666,181	1,508,238	1,555,661	1,566,154	1,580,908	1,603,261
SUCCORDED SHIES LEN	(172,1)	(017 4)	(9 522)	(768.4)	(268,4)	(268 \$)	(3 702)	(858.E)	(46.339)	(2,905)	(2(9)2)	(£883,£)	(880,18)	(45,654)	(681,85)	(862,593)	(725,74)
anoithubab salas fald					106 BZ 1	CA8,861	TSB,EII	828,811	287,551	122,910	114,022	124,896	1,659,304	212,100,1	816,518,1	T02,T28,f	818,029,1
Gross Sales Net sales deductions	95,923	EAT, AST	057,681	125,755													
Gross Sales	%\$1'9	%00°8	#68.01	%90 g	8.27%	%90'01	%CP"/	%67°Z	W55.0	#88.7	%16.7	%P6'6					
Check Average Gross Bales	%\$1.8 03.88	90.08 90.08	76.82 70.89%	70.0\$	89.68	%90'01 99'6\$	17.6\$	87.08	87.6\$	18.88	18.82	18.8\$	81.08	PE'68	\$9.39	75.08	89'6\$
Gross Sales	%\$1'9	897,21 80.08 8.00%	716,81 79,82 #68.01	888,C1 70.0\$ #80.8	627% 88.68 875.8	86,62 86,62		579,11 87.0\$	89.6\$ 69.45	13,954 18.82	12,945 18.83	868,71 18.8\$	170,466	T14,171 16.08	888,171 88.88	868,171 73.0\$	885,571 88.68
Check Average Gross Bales	%\$1.8 03.88	90.08 90.08	76.82 70.89%	70.0\$	89.68	99'6\$	17.6\$	87.08	\$ 51-008 8 600.01 80.68	£1-19Q \$8,61 18.88	61-VOV P 849,51 18,82	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$			81'YA 888,IYI		
Guest Count Check Average Gress Bales	%\$1.8 08.88 785,11	29,7£1 80.08 80.08	719,81 79,82 79,82	828,C1 70.02 70.02	\$8.62 88.62 87%	86.62 88.62 88.01	705,Sr 10,42	579,11 87.0\$	89.48 89.45	68,61 18,88	246,51 18.81	868,TF FB.8\$	52 170,486	TIP'IZI	988,ITI	868,171	885,511

Unit-level EBITDA % of Gross sales	Management compensation Occupancy charges Unit-level G&A	Unit-level profit % of Gross sales	Other operating expenses	Utimes	Supplies	Repairs & maintenance	Payroll taxes	insurance	General expense	Building & security	Advertising - Marketing Dept	% of Gross sales	Net Margin	abor Cost %	Labor Cost per Guest	FOOD COST %	Food cost	1941	Net seles deductions	Gross Sales	Check Average	Guest Count	Location: JAXRR	•
41,602 20.3%	13 970 12,459 1 254	69,186 33.8%	35,832	11 488	7,641	500	5.406	1,100	2,092	128	1.104	51.4%	105.01	10.7%	38.337	27.3%	55,733	000,000	(5,412)	204.500	\$0.52	24,012	£1-19	J
86,319 24.3%	14,412 12,459 210	83,400 36,0%	40,572	10.292	7 579	2 696	5.593	233.0	4.756	155	3 540	53.5%	17.17	;	39,609	28.3%	61,068	224,650	(7, 137)	231,786	\$8.74	26,530	Feb-13	٠.
103,577 30,7%	17.727 12.459 537	134,700 39.8%	49,445	10.504	11 321	6 136	6 184	3 9 3 0	2.247	2	4 865	54.5%	10.1%	:	54 311	24.9%	84,308	322,785	(15.264)	338,029	\$8.70	38,852	Mar-13	
97,185 28.5%	14,332 12,459 240	94,197 37.2%	43,180	11 312	7.880	2 960	5 526	3 / 04	2 773		5 341	54.2%	1/.0%	i	43 088	24.7%	62,584	243,048	(10.370)	253,418	20.03	29,326	Apr-13	
64,906 25.7%	14,683 12,459 225	92,273 36.5%	44,483	10 107	8,008	5 6 6 6	5 216		1 720	139	5.014	54.1%	X8.91	;	42.548	24.9%	62,856	242,140	(10,569)	252,709	\$8.64	29.248	May-13	
82,740 27.4%	20,412 12,459 (3,772)	111,841 37.0%	47,275	9,932	11 895	1 150	A. 14.	8	2.567		4 102	52.7%	18.0%		54,326	25.0%	75,578	289,020	(13,099)	302,119	\$8.90	33,963	- 100-13	
39,398 17.8%	19,074 12,459 273	71,204 32.2%	43,885	12 207	7 419	4.00	3671	4 4 2 2	3.271		2651	52.1%	18 9%		41.803	25.6%	56,476	213,371	(7.541)	220,912	88.04	25,000	바다	
52,999 22,7%	18,104 7,515 192	78,811 33,7%	44,097	12.620	6 230	7,693	4 493	3.879	1.538		5,401	52.6%	17.7%		41,499	25.6%	59,852	224,259	(9.563)	233,822	59.14	25.582	Aug-13	
68,193 23.4%	20,540 12,079 30	90,042 34.9%	47,767	6 775	10.292	6 760	4.476	4 264	2.431		6.300	51.8%	18.7%		52,850	25.7%	72.616	272,074	(10.923)	282,997	\$9.05	3120	5 13 10	
34,081 18.3%	16,051 11,635 (339)	61,428 32.9%	41,083	10,183	8 423	4,52/	3,767	3,891	2,172	23	4,211	102,511 55.0%	17.3%		32,338	25.7%	46.790	181,637	(4,871)	188,508	\$8.50	24 74	1 1 1 1 1 1 1	
28,793 16.5%	18,051 11,635 (338)	56,140 32.2%	39,780	9,075	3.000	3.333	3,767	3,891	2,172	ĸ	4,211	95,921 55.0%	17.3%		30,257	25 13	43.782	169,961	(4,558)	174,518	\$0.60	in the	Nov-13	-
42,786 19.5%	20,084 11,635 (424)	74,062 33.6%	46,475	9.017	10.529	0.495	3,767	4,864	2,715	27	5,284	120,537 55.0%	17.3%		38,022	25.1%	55.018	213,577	(5,727)	7.56% 219,305	\$8.68	28.64	Dec-13	_
680,758 23.5%	205,422 141,716 (1,812)	1,026,084 35,4%	523,858	123,913	107 741	00.85/	46,658	49,171	28,454	495	52,006	1,549,941 53,4%	17.5%		508,988	25.4%	736.660	2,785,590	(105,033)	2.900,623	\$8.75	111	<u> </u>	
590,438 22.0%	205,422 141,716 (1,722)	938,884 34.9%	510,264	115,126	107 741	63,247	47,561	49,171	28,454	470	49,408	1,448,118 55.7%	17.5%		470,409	25.4%	680 824	2,597,351	(83,416)	2.680.766	\$8.76	10000	FY 2	-
550,425 21.7%	210,558 141,716 (1,550)	911,149 35.3%	479,798									1,390,947 55.7%	1		452,482	25.4%	654 R50	2,498,259			\$8,76	304 400	FY'15	-
863,234 21.8%	215,822 141,716 (1,395)	919,377 35.6%	472,167	110.781	9 A	62,559	48,999	39,628	28,454	381	40.019	1,391,543 55,7%	17.5%		452,656	25.4%	655 131	2,499,330			\$8,77	304 400	FY 16	_
543,591 21.7%	221,217 141,716 (1,395)	925,129 35.7%	474.271	111,407	94.77	63,303	49,733	39,828	28,454	381	40.019	1,399,400 55.7%	17.5%		455,212	25.42	asa asa	2,513,442	(80.721)	2.594.163	\$8.77	100	5 FY'17	-

Work-level EBITDA % of Gross sales	Management compensation Occupancy charges Unit-level G&A	Unit-level profit % of Gross sales	Other operating expenses	Utilities	Supplies a management	Payrol (axes	Insurance	General expense	Building & security	Unit-lovel marketing	Advertising - Marketing Dept	% of Gross sales	Labor Cost %	Labor Cost per Guest	rood Cost %	Food cost	101 96 89	Not sales deductions	Gross Sales	Check Average	Location: JAX65
76,426 25.2%	21,218 17,136 1,176	115,958 38 2%	45,740	10 230	11 119	7.524	3 954	4,418	3,861		1,104	53.2%	17.3%	32,367	28.07	84 981	202,04	(4.456)	303.721	\$8.45	
111,932 32.2%	18,506 14 168 350	144,988 41.7%	50,305	9 884	12.606	7.728	3 893	4.278	4,609	12	3 540	58.1%	15.5%	03,000	K/ C7	99 475	300,001	(807.6)	347,809	\$8.79	, E45-13 3
198,057 40.2%	26 063 (607) 933	224,348 45.5%	62,488	9 691	16.101	8 366 8 366	1091	5,498	5,597	2	4 8 5 5	58.2%	14.2%	70,080	24.3%	119 767	4/0,001	(16.457)	493,138	\$8,93	Mar-13 5
113,640 30.8%	20,725 15 652 387	150,304 40.8%	57,106	9.654	11 036	7.462	3 924	5,962	4.521	. :	5.496	58.3%	15.6%	5/,500	24.7%	90 950	355,920	(12 416)	368,336	41,944 \$8.78	Apr.13
118,488 31.6%	19.105 22.312 380	160,265 42.7%	54,140	10.303	3.269	6,999	4,136	5.738	4.628	_ ;	4 759	214,405 57.1%	15.4%	57,985	24.3%	91 174	363,565	(11.782)	375,356	\$9.00	May-13
161,547 34.1%	24,654 15,652 449	202,302 42.8%	66,742	14 857	6.356	9.075	4.410	6 391	6,156	. :	3 847	269,044 56.9%	150%	/3/9/	24.4%	115 225	458,068	(15,013)	473,079	52,216 \$9.06	7 5 5
108,930 30.5%	22,496 15 652 529	147,607 41,3%	55,094	12 592	5 2 7 9	454	3 909	4 229	5.036	8	2 295	202,702 56.7%	16.2%	57 801	24.4%	87 128	347,630	(9.813)	357,443	40,238 \$8.88	사 단3 8
103,480 28.7%	23 087 17 780 442	144,790 40.2%	56,015	12 299	2 579	7.046	4 785	5,953	4 606		· 146	202,805 56.3%	16.4%	58,908	24.8%	89.408	351,121	(9,147)	7.89% 360,268	40,975 \$8,79	Aug-13
132,947 31.8%	25,573 7,277 535	166,332 39.7%	63,579	10.510	7.301	9 167	4.767	5.325	4.602		8044	229,911 54.9%	17.3%	72.429	25.2%	105 318	407,658	(10.825)	9.16% 418,483	48,080 \$8,71	860-13 5
108,808 31.8%	20,943 14,407 465	144,023 42.2%	54,865	11,170	4,865	6,986	4,012	5.195	4099	100	4 074	199,489 58.3%	15.5%	53,053	24.5%	83,734	338,276	(6,139)	7 50% 342.418	39,582 \$8.85	. 64 13 13 ± 1
103,663 31.4%	20,943 14,407 465	139,467 42.2%	53,075	9.554	4,865	6,811	4.012	5.105	4.699	.00	1078	192,643 58.3%	15.5%	51,208	24.5%	80,619	324,567	(5,925)	7.24% 330,492	38,204 \$8.65	12 12
128,648 32.4%	26,179 14,407 581	189,813 42.8%	61,350	8 191	6,082	8,275	4,012	2	5.874	13	8	231,163 58.3%	15.5%	61,477	24.5%	97,030	389,670	(7,113)	8 69% 396,783	45,867 \$8.65	Dec-13
1,486,434 32.1%	269,497 168,243 6,601	1,910,773 41.8%	682,500	128.636	62,025	92,693	49,908	64.676	58 886	110	5	2,593,274 56.8%	15.8%	720,737	24.9%	1,135,009	4,449,019	(118,304)	4,567,323	519,524 \$8.79	52 10 10 10 10 10 10 10 10 10 10 10 10 10
1,539,749 32.9%	269,497 168,243 6,271	1,963,759	666,662	174,517	62,955	94,547	50,657	04.070	55.00	105	7 97	2,670,621 58.4%	15.8%	738,366	24.9%	1,162,771	4,571,757	(107,280)	4,679,037	520,875 \$8.98	PY14
1,582,345 33.6%	276,234 168,243 5,644	2,032,465 43.2%	654,457	137,156	56,660	95,601	51,416	58.208	S 1	43,135 B	32.55	2,61	15.8%	742,873			4,599,684			621,217 \$9.03	FY'IS
1,608,663 33.8%	283,140 168,243 5,079	2,063,124 43.4%	647,525	157,156	56,660	96,665	52,188	52,000	S 8	38,821	20.00	2,710,649 58.4%	15.8%	749,433			4,640,281	(108,888)	4,749,169	621,557 \$9.11	FY16
1,631,339 33,9%	290,216 168,243 5,079	2,094,879 43.5%	651,685	157,156	56,860	98,460	52.971	50,000	\$ 8	38,821		2,748,565 58.4%	15.8%	759,362	24.9%	1,195,836	4,701,764	(110,331)	4,812,094	522,087 \$9.22	5 FY17

	218,99 % 5,7	269,48 20.7	98,880 99,880	857,121 25,746	663,1 %8,1	(512,1) %E.1-	878,C %9.C	442.41 %7.9	2.2% 6,006	2,3%	18,028	%+'6 112'11	808,8 808,8	888,62 %8.71	207,br 211,8%	11,342 10.2%	Unit-lovel EBITDA % of Gross soles
SZ0.8	6,022	169'9	ACA,7	7,825	554	109	109	909	829	699	4 29	Z09	819	164	1989	598	
008,88	005,28	005,28	008,88	4Z1,E8	221.7	7,125	SZF,7	SZ1 Z	921.7	57011	C97.4	712.8 508	1176	2167	215 Z	2167	Occupancy charges Untilevel G&A
C82,681	844,281	111,181	147 AZI	ATA, TET	15,242	12,194	12,194	506 71	578'11	10 220	155.21	71751	12,840	980.91	107 11	94611	Occupancy changes
				5) (7													
367'79C	356,780	348'384 348'384	380,288	\$2.8%	23.2%	30 0%	34.0%	25.0%	32.2%	23.0%	25.8%	27.6%	24.8%	35.1%	28.0%	%9'6Z	% of Gross sales
807 545	042 991	702 S7C	885 045	ET1,08E	24,755	117,81	887,CS	287,8C	25,605	24,405	786,85	33,148	דונגנ	56,652	34,906	870,SE	Unit-level profit
296,622	384,950	807,000	758,01C	061,856	858,75	25,359	24,710	218,66	6Z8'8Z	701,6S	803,15	24,498	30,868	30,544	015,8S	667,61	Other operating expenses
596,08	187,63	ET2,81	591,18	601,48	2,165	ZSS'P	₹07,€	4429	227.2	3 493	464.9	3 992	P04'S	217.8	8£7.E	4422	Other countries
951,148	951,148	991'79	71,284	11,284	251,7	807,2	807,8	0.41.9	991'5	850 S	664.9	£16 Þ	SIP'Z	657 4	708 S	559.£	gnbbues
21,023	21,023	21,023	23,359	23,014	676,f	1,583	1,583	692'9	1.313	1.430	1,837	978	S08.2	090.Z	1,433	F18	Hepaira & mantenance
811,44	814.64	45,930	DTA.EA	45,236	959,6	3,023	3,214	7167	3,460	799 €	165 7	3 216	188.E	416 E	1001	4.034	Payroll taxes
S88.7S	A22,7S	188,85	28,454	26,063	2,093	2,093	2,093	567'Z	5 206	970 Z	5 306	591.7	2.054	2 143	2,016	820 Z	eousiusmi
20,292	20,292	72,547	25,052	25,052	2,456	1,965	1,985	5116	2,277	976 1	2,252	2,017	2,005	2,272	2,254	1,524	General expense
£18,72	27,613	E18,7S	£18,7S	£18,7S	728.S	2,101	2,101	5112	7.603	717 Z	2,577	2 110	1 856	690'Z	P6E'E	585 I	Building & seculity
2,386	2,386	188,5	2'842	001,E	29.I	533	Z33	2ZS	339	390	907	524	211	2 v	82	757	Unit-level marketing
750,65	39,027	186,61	49,182	817,08	5,132	801,h	801,1	9.044	971'S	2 735	748.E	600'S	980'9	596 Þ	3 240	101.1	Advertising - Marketing Dept
%y'6y	%7.67	%7'67	%7'67	%0'8 >	%0'67	%0'67	%0'67	%8'ZF	%E'ZY	%277	%4'97	%0'87	410:04				
659,120	067,188	500,63-0	£18,838	706,363	82,292	080,44	608,83	70,294	26,A8 26,71	118,74	285,0Y	360 85 200 85	48.5%	881,88 80.08	%1 6F	818,18 #1.84	Met Margin % of Gross sales
33.9%	%6'ZZ	22.9%	%6°ZZ	%6'ZZ	22.9%	35.9%	35.9%	23.1%	24.1%	%Z'SZ	%9°EZ	22.4%	32.3%	%S'0Z	%2'12	3434	Labor Cost %
										742 20	,,,,,	AT 00	AC CC	M3 0C	762 10	746 76	I show Cost 94
																	report per court
701,E1E	788,60€	306,360	318,249	252,TEE	24,456	20,615	22,686	34,028	911,72	27.355	689.86	156,95	950°6Z	77 844	/101/7	996'97	Labor Cost per Guest
791,E1E	788,805 788,805	306,360	318,249	258,766	54'420 50'520	20,615 26,615	25,686 26,2%	34.028 26.6%						PP6 PE	710,75	596'9Z	Labor cost
701,E1E	788,60€	306,360	318,249						%£'\$Z	%6°9Z	%L'9Z	%Z 9Z	%0'9Z	%8'SZ	%L'9Z	28.0%	Food Cost % Labor cost
122,185 261,221 781,515	171,726 #1,85 728,806	358,876 %4,85 306,360	280,786 #4.85 845,816	389,316	56.2%	%Z 9Z	%Z'9Z	%9'9Z									Labor cost
1,25,185 125,185 155,185 151,515	888,816,1 171,726 #4,85 788,806	850,615,1 85,625 85,836 306,360	741,886,1 280,786 WA.85 845,816	1,433,204 316,986 26,4%	104,747 26,000 26,2%	%2 92 609'62 82 92	981,79 479,85 45,95	561 95 261 95	787,111 78, 587 78, 587	103'905 58 636 29 636	46,302 40 264 76,7%	31 999 31 999 32 938	126,238 26,0% 26,0%	%8'SZ	%L'9Z	28.0%	Food Cost % Labor cost
602,250) 808,555,1 155,185 781,516	(158,15) 688,816,1 171,726 788,85 788,80 788	650,615,1 850,615,1 878,885 84,85 085,805	(718,SE) 741,88E,t S80,78E WA.85 845,81E	(758,85) 405,555,1 315,985 44,85	(1,990) 104,747 47,85 47,85	(578,1) 695,88 608,62 %S 85	(1,846) 97,169 25,974 26,974	719.6) 261 95 761 95	\$2 28 82 28 82 28 82	20 6 20 20 6 20 20 6 20 20 6 20 20 6 20 20 6 20	40 284	31 999	30,935 30,935	78'88' 180	33 324 %7.8 2	31 146	Food cost % tsoO boo? Export cost
1,25,185 125,185 155,185 151,515	888,816,1 171,726 #4,85 788,806	850,615,1 85,625 85,836 306,360	741,886,1 280,786 WA.85 845,816	1,433,204 316,986 26,4%	767,801 (090,1) 747,407 %5,800	879,08 (779,1) (82,88 (82,88 (82,88 (82,88 (82,88	\$10,00 (35,9,1) (35,97,169 (35,97,169 (35,97,169	%9'92 261 66 P19'6P1 (219 6) 161'2P1	%2'91' 482'61 482'61 482'61 482'61 482'61	28.9% 28.636 28.636 28.636 36 38.636 38.636 38.636 38.636 38.636 38.636 38.636 38.636 38.636	76,804 (4,502) 148,302 148,302	31 999 31 999 32 938	126,238 26,0% 26,0%	184,330 44 190 164,330	188,151 156,66 17,85	91 146 91 146	Net sales Food cost Food Cost % Labor cost
008,886,1 (E95,50) 808,606,1 1SS,186 %9,85 781,616	685,035,1 (159,15) 688,816,1 171,726 788,905	868,446,1 (197,16) 860,616,1 878,886 84,88 84,89	696,782,1 (718,525) (718,525) (741,886,1 (741,886,1 (842,816)	000,574,8 (758,85) 405,664,7 816,686	762,501 767,801 747,801 747,801 75,000,85	%11.8 879.98 (778,1) 882,88 £08,62 %2.85	%57.8 810.69 (848.1) (81.79 479.85 %5.85	719.6) 261 95 761 95	%28.7 787,111 (92.6) 787,111	20 6 20 20 6 20 20 6 20 20 6 20 20 6 20 20 6 20	76,302 148,302	116,039 116,039	(AET A) 852,838 859,856 80,852	%6'52 061 PP 001'9)	491 E) 121,687 141,687	97 16 97 16 089'801	Not sales deductions Not sales Not sales Food cost Food Cost % Labor cost
28.62 008.28c.r (E62,SC) 808,ccc.r 1SS,18c %4.83 78r,E16	67.82 685,035.1 (159,15) 683,815.1 171,726 723,905	85.846.1 (797,15) 850,515.1 870,885 870,885 870,885 870,885	EGT.88 EGG.76C.! (718.5C) (718.5C) (718.5C) (747.83C.! (780.70C Wh.9C Wh.9C Wh.9C	000,574,8 (758,85) h05,604,8 816,680	\$6.88 7.557 106,737 11,990) 26,000 26,747	\$6.88 %11.8 \$79,68 (778,1) \$6.83 \$7.85 \$7.85	\$60.82 \$10.69 \$10.69 (848,1) \$10.97 \$1.65 \$7.85 \$7.85	94.95 261.60 119.61 171.61 200.01	55.88 25.88 25.88 767,111 767,111 767,111 767,111	26.9% 103,507 103,502 26.36 26	76,804 (4,502) 148,302 148,302	116,039 116,039 120,051 120,051	\$50.051 (AET.A) \$25,051 \$60,05 \$60,05	100.509 (671.9) 164,530 16,530	489, E31 (891 E) (891 E) (891 E) (87, 851 (87, 852 (87, 852)	%0'9Z 91'16 (19'1) 108'980 11'184	Gross Salos Net sales adeluctions Net sales Food cost Food cost Rood cost Labor cost
008,886,1 (E95,50) 808,606,1 1SS,186 %9,85 781,616	685,035,1 (159,15) 688,816,1 171,726 788,905	868,446,1 (197,16) 860,616,1 878,886 84,88 84,89	696,782,1 (718,525) (718,525) (741,886,1 (741,886,1 (842,816)	68.82 60.05.719.? (758.65.) 605,665.? 816,686 816,686	762,501 767,801 747,801 747,801 75,000,85	%11.8 879.98 (778,1) 882,88 £08,62 %2.85	%57.8 810.69 (848.1) (81.79 479.85 %5.85	%9'92 261 66 1219'691 (219'6) 161'291 %00'01	%28.7 787,111 (92.6) 787,111	209°21 (2 808) (2 808) 100°210 (2 808)	202,841 (202 h) (202,841 (203 h) (203 h) (205,841 (205,84	26.2% 116,039 120,051 120,051 120,051	88.8 120,021 126,021 825,831 86,035	988,11 988,071 98,051 98,051 98,051 98,051 98,051	848% 847,451 891 E) 788,751 47.85 87.85	70,85% (112 1) (10,000 (112 1) (10,000 (112 1) (10,000 (112 1) (112 1)	Net sales Net sales Food cost Food cost % Labor cost
28.88 28.88 008,896,1 (695,50) 308,606,1 155,786 %4,85 781,616	203,631 67,82 67,82 684,035,1 (159,15) 685,816,1 171,726 67,03 728,606	868,681 87.82 868,666,1 (767,10) 860,616,1 878,886 86,806	896,881 CT.88 696,785,1 (718,55) TAT,886,1 CS0,786 WA-83 EAS,816	52 58.67 58.62 56.62 56.62 56.62 56.62 66.63 66.	8 805,61 80.08 825,7 767,801 787,801 787,801 800,082	\$0.82 \$0.82 %(1.8 (578,1) \$10,08 \$25,83 \$200,02	\$ 606,51 \$ 60,82 \$ 60,82 \$ 10,99 \$ 10,99 \$ 16,83 \$ 16,82 \$ 2,82	87.83 87.81 171.5.1 171.5.1 171.5.1 171.5.1 171.5.1	21.5,¢1 27.83 27.83 62.61 767,111 785.7 787,62	26.9% 27.8% 27.8% 27.901 26.08.51 26.9% 26.9% 26.9%	205,811 (502.6) (502.6) (502.6) (503.6	860,81 (210.4) (210.4) (310.4)	88.83 88.83 576.001 661.01 865,658	28.99 16.88 1671.30 10.008	74.824 77.82 77.82 84.894 100.1 C) 100.1 C) 100.1 C) 100.1 C)	992'61 991'11 991'11 991'11 991'11 991'11	finood lessing ages work and a control of the cont
28.62 008.28c.r (E62,SC) 808,ccc.r 1SS,18c %4.83 78r,E16	67.82 685,035.1 (159,15) 683,815.1 171,726 723,905	85.846.1 (797,15) 850,515.1 870,885 870,885 870,885 870,885	EGT.88 EGG.76C.! (718.5C) (718.5C) (718.5C) (747.83C.! (780.70C Wh.9C Wh.9C Wh.9C	68.82 60.05.719.? (758.65.) 605,665.? 816,686 816,686	25.000 26.000 26.000 26.000 26.000 26.000 26.000 26.000 26.000 26.000 26.000 26.000 26.000	621-YOV 51-YOV 51-YOV 51-YOV 51-YOV 621-YOV	£1:50 \$1:00 \$10.08 \$10.09 \$10.09 \$10.09 \$10.09 \$10.00	261-668 261-668 261-66 261-66 261-66 261-66 261-68 261-	215,61 57,83 57,83.7 626,61 787,111 787,111 787,82	25.82 27.82 27.82 106,310 (2.808) 26.805 26.805 26.985	28,01 00,08 60,021 608,021 608,030 608	8,039 (20,031 (210,03	88.83 88.83 86.88 876.001 (h61.h) 865,851	786,61 20,02 76,030 107,030 10	77.82 77.82 77.82 8 48% 480 E. 783,FSF 456 EE	80.88 80 80.88 80 80 80 80 80 80 80 80 80 80 80 80 8	Check Average Average Sales Av
28.88 28.88 008,896,1 (695,50) 308,606,1 155,786 %4,85 781,616	203,631 67,82 67,82 684,035,1 (159,15) 685,816,1 171,726 67,03 728,606	868,681 87.82 868,666,1 (767,10) 860,616,1 878,886 86,806	896,881 CT.88 696,785,1 (718,55) TAT,886,1 CS0,786 WA-83 EAS,816	52 58.67 58.62 56.62 56.62 56.62 56.62 66.63 66.	8 805,61 80.08 825,7 767,801 787,801 787,801 800,082	\$0.82 \$0.82 %(1.8 (578,1) \$10,08 \$25,83 \$200,02	\$ 606,51 \$ 60,82 \$ 60,82 \$ 10,99 \$ 10,99 \$ 16,83 \$ 16,82 \$ 2,82	87.83 87.81 171.5.1 171.5.1 171.5.1 171.5.1 171.5.1	21.5,¢1 27.83 27.83 62.61 767,111 785.7 787,62	26.9% 27.8% 27.8% 27.901 26.08.51 26.9% 26.9% 26.9%	205,811 (502.6) (502.6) (502.6) (503.6	860,81 (210.4) (210.4) (210.4) (310.4)	88.83 88.83 576.001 661.91 865,658	28.99 16.88 1671.30 10.008	74.824 77.82 77.82 84.894 100.1 C) 100.1 C) 100.1 C) 100.1 C)	992'61 991'11 991'11 991'11 991'11 991'11	forest founti forest fountier forest sales forest sales f