629,360 21.5%	808,T18 21.2%	803,995 20.9%	70.8% 50.9%	21.5%	787,68 #8.55	156,81 20,7%	928,8E #8.81	68,090 23.1%	788,08 %S,0S	685,64 #6,91	87A,68 20.7%	7.55,887 72,1%	141,81 20 0%	%9'0£ 0£9'68	29,865 21,865	96,456 16.3%	Unit-level EBITDA % of Gross sales
(768,5)	(489.S)	(912,E)	(925'E)	(297,E)	(TET)	(065)	(085)	66E	<b>767</b>	(513)	(919)	685	689	(\$78.h)	152	£00°	A30 BWHINU
235,250	235,250	235,250	235,250	532'520	19,542	19,542	19,542	19.292	19 292	19 292	19,292	19 615	167.61	50 045	30 585	164.61	Occupancy charges
208,153	870,E0S	198,123	193,291	183,291	802,81	808,11	808,21	811 81	14 820	569,41	892.81	617.41	188 41	561.61	881.21	14.626	Management compensation
₩C.8C	%1'9E	32.6%	<b>XE SE</b>	%5 SE	%9 9E	30.1%	35.0%	36 2%	₩0'PE	%6 CC	33.2%	38 0%	%P PE	%1'11	%2'9E	33.2%	8988 88019 to 4
888,670,1	1,053,235	951,550,1	1,041,301	860,180,1	810,19	010,0T	961,0T	109,899	55,442	18,334	121,69	111'06	83,138	134,150	018,18	815,07	Illord level-HaU
£16,83-8	244,085	881,TA2	<b>619,818</b>	025,088	508,08	43,099	52,065	L97'67	56,382	699'99	119,09	861,08	OST, TA	48,728	£80,11	£\$7,6£	Other operating expenses
134,426	158,151	130,559	133,436	137,394	701,6	140,8	17,024	11.541	070.41	14 052	188.Er	11,580	020 01	068.01	Z96 Z	10.827	Utildes
82,148	92,148	871'78	78E,501	102,387	126,6	186,5	186,7	Z98 8	698.9	168.8	ZIP'LL	521.8	287.01	668 Z	9788	490'4	enblyes
185,381	186,88	186,88	TZT,ET	799,ST	8,220	972.B	878,8	3.645	167.01	5,929	12,207	180.7	83E S	4 432	16€	896	Repairs & maintenance
867,69	A&E.88	886,78	h26,78	69,523	860,8	956,1	656.4	744.8	5,144	1 5 241	818.8	974.2	5.623	811.7	557.8	<b>1</b> 96'S	Payroll taxes
870,S2	806,12	83-2,02	108,63	\$90,65	3,845	3,945	259,E	788.A	PO7 P	5.643	966,4	990 7	959 E	9Z0 p	928.€	3 886	insurance
40,842	SA8.03	085,21	50,422	20,422	028,5	3,880	088,€	680.5	087 4	009.€	754 A	446 €	209 C	4 834	210 F	884.E	General expense
EAF, AT	<b>TA,143</b>	EAI AT	EAT,AT	CA1 A7	har 7	817,8	Br7.8	6.254	2 9 2 2	188.8	810.8	182.7	908.8	6,242	927,8	664.8	Building & security
Er	13	PL	SI	91	l manata	0	0						•	2	21		Untilevel marketing
<b>780,61</b>	780,er	705.1S	23'284	24,804	268,5	2,025	2,025	2 932	191.2	2 393	968 1	2,520	129.5	1 584	1,021	100	Advertising - Marketing Dept
%6'99	%6'55	%8'SS	%8'SS	%G'9S	%8'SS	%8.88	%8°SS	%0'ES	%9°99	%Z'ES	%1.E3	%8'SS	24.2%	%P'99	%0°7\$	%0'ZS	W Of Gross sales
017,858,t	6\$6,788,f	216,182,1	087,818,1	234,139,1	<b>E88,741</b>	122,178	182,251	156,356	139,824	122,893	190'691	140,546	130,655	878,081	128,653	110,039	nigusM tolvi
<b>%9</b> '91	<b>%5.81</b>	%S 91	%S'91	<b>%5.81</b>	46.81	₩£ 91	16.3%	%2'21	%P'91	%2'ZI	<b>%1.81</b>	1833	%P'91	%9'S1	#1.81	%6'ZI	Labor Cost %
PES'167	482,043	285,774	616,783	869,608	43,205	289'SE	357,25	601.58	41.304	ZS8'0#	PP9 6P	38 118	645.65	192'09	086,86		Lebot Cost per Guest
%4.9Z	%4'9Z	%4'9Z	%4'9Z	#7.85 eca coa	%9'9Z	%P'9Z	%P'9Z	27.4%	%6'SZ	#0.7Z	%9'9Z	%1.0Z	%4'9Z	%1.8 <u>S</u>	%E 1Z	966,76	Labor cost
ZZ9,E87	66Z,877	881,011	871,787 75 27	281,518	476'69	687.72	768,72	894 08	281 99	95 466	088 87	16959	797'79	192 58	51159	28 334 29 854	Food Cost %
W 2002	000 022	002 022	922 202	301 616	21005	002 23	200 23	052 00	CO. 35	337 65	000 02		CSFFS	150.30	311.59	PCR 62	F000 C021
coates atm	116,168,S	2,630,085	2,692,469	982,879,S	261,035	215,662	215,644	269,234	248,310	226,210	888,785	750,045	234,899	316,900	181,565	661,70S	selsa toli
2,913,936								(Z/8'S)	(15231)	(4.868)	(8.624)	(589.9)	(677 9)	(668 6)	(6.220)	137761	Met sales deductions
(58,947)	(508'25)	(125,72)	(612,82)	(168,78)	(3,929)	(3,246)	(3,249)										annimuhah salas tald
			2,950,982 (512,82)	000,8340,E (168,78)	284,964	218,908	219,092	295,105	199,185	870,165	296.412	216,185	241,348	326.433	17C,8CS	211,525	Gross Sales
E88,STQ,S (TAQ,82)	2,918,480 (908,72)	81C,188,S (125,72)	2,950,982	060,830,6	#07.8 \$86,\$85	7 19% 218,908	7.19% 219,092	501'56Z %69'6	8.26%	870,165	214,865 214,895	210'19Z 8 29 <i>2</i> 6	7.92%	10.72% 56,856	#58.7 176,865	859'11Z	eeles sales
E88,570,5 (TAQ,82)	68.68 084,819,5 (208,72)	62.92 846,788,5 (125,72)	\$9.050,582	060,830,6	\$9.06 8.70% \$84,964	\$8.06 7.19% 218,908	\$9.08 \$9.061.X	\$01'96Z %69% \$8'39	82.65 89.65 89.65	850,1 CS	\$17'96Z	\$10'19Z \$8'85	\$9.29 \$9.29	89.38 #ST.01 CEN.8SE	89.38 176,865	\$8'11 \$8'11 \$11'8\$8	Check Average Gross Sales
E88,STQ,S (TAQ,82)	2,918,480 (908,72)	81C,188,S (125,72)	2,950,982	29,75¢ 29,29 3,046,090	755,65 80.62 #07.8 \$86,585	7 19% 218,908	89.08 \$9.08 \$1.9%	\$69.6 \$63.6 \$63.00 \$1,526	\$6,592 \$6,592 \$6,592	870,165	821,15 82.02 82.02 8112,862	\$61,312 \$9.62 \$9.62 \$6,395	\$9.29 \$9.29 \$41,348	95.92 96.92 95.01 556.356	175,82 86.98 756,865	859'11Z	eeles sales
88.50C 68.62 588.576.5 (TAG.82)	68.68 68.88 68.816.5 (208,72)	62.900. 62.82 83.6,788.S (125,72)	309,504 58,63 2,950,982	28 898,726 89.29	8 745,65 80.62 707.8 486,485	\$4,163 \$9,06 \$10,5 \$16,908	\$6.06 \$9.06 \$1.09 \$19%	\$636 \$636 \$636 \$636 \$636 \$636	\$2,562 \$9.45 \$6,592	657,45 66.02 66.02 870,165	214,885 85,15 814,885 514,885	\$0.55 \$0.55 \$0.55 \$0.55 \$0.55	\$9.29 \$9.29 \$2,990	85.88 85.88 857.01 669.356	175,85 85.88 176,855	\$29,052,652 \$11,62 \$28,115	Guest Count Check Average Gross Seles
E88,570,5 (TAQ,82)	68.68 084,819,5 (208,72)	62.92 846,788,5 (125,72)	208'294 208'29 208'294 208'294	29,75¢ 29,29 3,046,090	21-24G 2 20.02 20.02 407.8 50.62	\$8.06 7.19% 218,908	89.08 \$9.08 7.9% \$19.092	\$87.08 \$87.08 \$87.08 31,526 \$	\$6,592 \$6,592 \$6,592	850,1 CS	821,15 82.02 82.02 8112,862	\$61,312 \$9.62 \$9.62 \$6,395	\$9.29 \$9.29 \$41,348	95.92 96.92 95.01 556.356	175,82 86.98 756,865	\$8'11 \$8'11 \$11'8\$8	Check Average Gross Sales
592,456 \$9,83 \$9,83 (56,83 (56,847)	68.68 68.88 68.816.5 (208,72)	28,93 62,93 62,783,5 (125,78)	309,504 58,63 2,950,982	28 898,726 89.29	8 745,65 80.62 707.8 486,485	\$4,163 \$9,06 \$10,5 \$16,908	24,184 \$9.08 \$9.08 \$1.9%	\$636 \$636 \$636 \$636 \$636 \$636	\$2,562 \$9.45 \$6,592	657,45 66.02 66.02 870,165	214,885 85,15 814,885 514,885	\$0.55 \$0.55 \$0.55 \$0.55 \$0.55	\$9.29 \$9.29 \$2,990	85.88 85.88 857.01 669.356	175,85 85.88 176,855	\$29,052,652 \$11,62 \$28,115	Guest Count Check Average Gross Seles

Unit-level EBITDA % of Gross sales	052,71 20,11	176,66 %6.51	50,5% 20,3%	22.9% 22.9%	ASA,82 #0.81	161,15 #8.01	07A,ES 21.31	220,AS #8.E1	24,633 11.4%	SST, PS ST , ET	176,0 <u>5</u> 20,371	884,81 88,01	14.6%	168,156 14.6%	888,85£ %5,818	850,44.6 15.6%	207,82£ %1,81
A&S laval-trrU	274.1	677 1	(115)	689	276.1	044	PSS.1	£15.1	295°1	190,1	190'1	ZZE'I	218,b1	P20'P1	788,Sr	005,11	005,11
Occupancy charges	529.6	589.8	8.685	8 685	589'8	\$89.8	\$89.8	\$89 B	989	952'9	962'8	8,296	103,996	675'66	676'66	679'66	699'66
Management compensation	876 11	11,209	181,21	\$66,01	349.11	157.81	<b>458</b> '6	012.11	14,025	11,634	11,634	14,542	018,021	018,021	876,481	158,235	161,191
% of Gross sales	%1.8S	58.4%	39.6%	33.5%	27.3%	35.1%	50.2%	25.8%	%7.55	\$2.8%	39.0%	54.9%	56.5%	26.6%	%9.7 <u>S</u>	38.3%	38 4%
Unit-level profit	192,01	P11,48	75,211	765,297	152,83	718,18	995,64	160,81	168,63	E17,5A	41,362	42,650	898,008	TS8,888	695,568	613,213	629,645
Office operating expenses	33,609	41,720	<b>TE8,A8</b>	24,252	200,ec	63,292	74,984	<b>792'07</b>	\$7°052	42,156	912,03	102,201	625,349	£11,618	128,783	226,8TA	483,568
99999	176.8	11 523	106.71	14,3461	267 8	£\$6.9	908.6	8.259	667 11	128,6	208,8	1167	98,626	SEN,88	555'06	92,404	PZ1,78
gnbbyes	887.8	8.382	10 082	697.8	186.8	SSE 6	946 8	1998	907 9	<b>610.8</b>	610,6	10.024	101,762	S87,101	995,16	995,19	962,19
Repairs & maintenance	999€	949°P	1109	12,702	1,973	14.363	1 482	900 ₽	821,11	<b>7ES,8</b>	7£5,8	<b>9</b> 67,7	\$65,08	667,18	A18,57	A18,E7	A18,614
Peyroll taxes	499 P	1 826	051 9	828.5	4,460	£62'S	4 535	071,4	7 224	ZDI'Y	4,029	4,528	961,88	54,963	615,62	145,88	186,88
Insurance	3.804	9₽4€	196 €	777 E	196 €	4 245	€94 €	909 7	689 7	S88.E	∑88,£	Z88.£	760,83	727.8A	687'67	FES.OS	186,02
General expense	2,422	3 082	996€	3,126	688'E	312.91	094,€	3,503	3,543	8,2,8	5,248	096,8	60,223	60,223	24,200	087,8>	087,84
Bulding & security	5,195	1761	916 +	1,638	168.1	886,1	322 !	1 095	2.972	1,523	1,523	1,904	21,959	21,959	56'1Z	21.959	21,959
Untilevel marketing		Zi	2		L			30	•	S	S	9	19	85	25	<b>17</b>	<b>LP</b>
Advertising - Marketing Dept	101,1	957 €	96t t	497.2	145,8	4 386	A10,S	891,8	7.347	885,5	887,4	018,8	296'99	481,EB	748,7A	200,EA	\$30,62
75 of Gross sales	%174	%0.08	%1.18	%1'19	%9'67	%1 6P	₩C.7A	%S'87	49.7A	82.18	%Z'19	91.2%	%9'67	%8'19	%6'1S	%6'1S	X6'15
nigraM toM	ETB,ET	PEP'98	87.7,0S1	69'9'66	CCS,78	114,908	088,87	885,88	102,916	688,148	778,18	188,78	888,ES1,1	026,201,1	109,680,1	TC1,080,1	CIA, ETT, T
Labor Cost per Guest	%L12	₩E.B1	#S B1	%i 6i	50 1%	%9 6L	21.1%	30 4%	20.8%	%2'61	<b>%</b> 7.61	%Z.61	<b>%8.61</b>	<b>%9</b> '61	%9 61	%9'61	<b>%8.61</b>
1900 1008.1	096 EE	32 334	0ZG ZF	32 182	EZP'SE	119 97	32 036	10€,8€	44,923	35,589	31,325	AET,EE	448,502	432,982	£84,75A	431,324	439,325
Food Cost %	%7 6Z	%9'4Z	72.9%	%9°92	26.2%	<b>59.6%</b>	<b>%1.7</b> S	26.8%	52 100	20 4W	<b>50'4%</b>	<b>50 4%</b>	26.8%	%9'9Z	%9°92	%9 9Z	%9'9Z
Food cost	890 97	60S ES	867.68	49,733	165,231	812.23	45,994	108.74	£15.82	827.EA	45'090	42,295	<b>667,80</b> 8	569,682	A0E,878	102,682	594,324
Wet sales	100,681	875,881	242,528	188,469	168,937	222,742	C85,981	065,071	206,152	815,181	£86,481	058,881	2,179,135	2,130,724	581,630,S	£86,701,£	2,147,061
Net sales deductions	(878.5)	(00): 21	1905 111	(612.8)	(714.7)	(11,062)	(6.589)	(7.63.7)	(896.9)	(AS24)	(8AE,b)	(£88,4)	(428'58)	(601,17)	(59,722)	(646,07)	(428,17)
sala8 seoi0	458.8 611,881	719.591 ************************************	11.22%	#19.8 #89,491	#67.7 #85.871	10.32%	#4E.7 \$71,881	#88.7 721.871	9.15.9 9.15.520	#SE.7 047,881	#60.7 116,081	#42.7 608,171	2,265,063	S£8,105,5	010,881,5	SIC,8TI,S	817,815,5
Check Average	\$8.03	18.6\$	17.82	19.62	10.02	89.82	18.88	87.62	11.62	\$6.82	\$6.32	\$6.52	89.88	89.88	17.82	18.82	66.88
Suest Count	868,01	22,642	TT1,65	178,55	20,403	56,940	858,81	120,15	25,533	19,929	561,61	20,629	201,78S	178,685	247,148	247,148	248,383
Location: MPS	<u> </u>	हान्वक्र	S S	हर-ज्व	CL-YEM	2 75U-75	हानुस <b>र</b>	ST-QUA	2 245-13	ठवःग्र	ET-YON	2 Dec-13	25 10(8)	11.74	S1.74	91.73	<b>دا.اع</b>
) coapes. Nos	S Elegal.	ε	p	5	9	ι	8	6	Of	11	15	EI		₹	E	*	ş

261,81A 20.71	780,081 AT B1	S48,744 %6.81	445,444 20,196	121,274 #8.81	200,7S %8.51	20,694 20,694	24,753 12.4%	14.9% 39.281	868,75 RE S1	30,068 13.9%	EES,78 %5.91	35,65 %9,81	220,82 27.81	257,18 25,8%	AS.7,724 20.2%	23,164 12.1%	AOTISE EBITOA Soles store No %
87 <u>2</u> ,7	61 <u>2</u> ,7	<b>780,8</b>	886,8	657.6	185	997	597	1,592	Z85'ı	21/9°L	Z90 Z	1.53.1	998	(4 (284)	225 1	018 1	Unit-level G&A
502,951	202'821	205,951	126,802	120,205	8E1,71	851,71	8E1,71	578.71	8C1 71	861,71	861,71	17,138	981 41	8E1 71	926'51	146,71	Occupancy cuarges
799,6SZ	224,261	167,815	213,454	AZA,ETS	50'888	197,81	197,81	20,240	569.91	90£.81	21,221	47 <u>2.</u> 71	952.71	20,190	016.91	15 260	Management compensation
35.9%	32.7%	32.2%	₩8.1E	₩8.1€	30.1%	%G'0E	39.6%	%0.0c	28.0%	%1.0C	35.6%	#7.1E	33.1%	36.1%	%£'9E	%0 6Z	Relas series
888,816	711,468	178,418	868,6YB	210,108	507,88	886,09	TA1,68	628,87	555,59	65,160	120,78	912,8Y	905,16	SIP'YII	111,58	874,88	Unit-level profit
\$17,218	168,118	859,718	110,838	888,688	893,61	43,912	T18,81	786,08	169,18	42,933	879'79	45,856	44,232	49,256	28'455	36,980	Other operating expenses
109,274	107,220	EZZ,801	874,801	111,380	7,358	9,063	996'01	891.6	009 01	11 039	920 11	5166	7 820	060.8	966 2	607 8	Obitacs
819,89	818,86	979'86	706,901	709,601	£08,01	682,8	682.8	6 003	29° 6	961 8	11 558	669 _	8453	926 6	221 6	027.8	anbbues
A11,23	P11.20	411,23	84C,ST	085,17	881,7	EE7,8	EET, &	946'4	909 9	1129	188.6	5,408	4 625	PP9'S	Z58.E	3,554	Hepsits & maintenance
816,17	<b>646,07</b>	186,68	656'69	282,17	5,945	191,2	5,166	8 <b>79</b> S	£92.8	699 S	7 255	096'9	881.8	613.7	8118	219.5	Payroll taxes
44,532	A78.CA	43,226	42,587	729.fb	EYE,E	ETE,E	ETE.E	600 7	4.025	3 288	607,€	64r E	3 301	3 443	3 567	3318	insurance
580,85	580,85	42,292	166'97	166'97	Z97,A	018.E	018.£	3.922	3.972	899 €	468 t	1 €8 €	3.835	09S Þ	1112	3.212	General expense
45,190	061,85	45,190	061,24	42,190	847,4	697,E	887.£	978 €	E113	2 528	∠9€'€	3.291	1546	0 <b>7</b> 9 9	EES.1	6₹0 €	graguo e secruth
S١	St	<b>41</b>	6L	50	l.	ı	ı	•			•	1		S	Zı		Unit-level marketing
43,062	43,062	TAB, TA	101,68	S8,962	018,2	887 1	634,4	TAE.T	831 3	2014	1 396	145.8	\$97.8	96r r	992 €	104	Advertising - Merketing Dept
%8'ZS	%8.52	92.6%	95.6%	%8 0S	%Þ'ZS	%7°29	%P ZS	40.2%	%L'09	%0'09	%1'1S	%6'09	%1'19	%Z'19	%6'09	%) B)	% of Gross sales
£00,5£1,1	1,405,680	1,392,607	1,422,146	£88,A&A,r	116,268	104,900	104,965	978,851	115,251	108,093	122,203	121,434	125,635 51.1%	148,681 %7.18	120,533 50.9%	%> 8> 65'458	Met Margin % of Gross sales
																	Labor Cost % Net Margin % of Gross sales
19.5%	#8 gt	%5.91 103,292,1	19.5%	#8.91 688,484,1	116,268	206,901	18.3%	20.6% 978,651	27.61 185,811	20.6% 108,093	19.8%	19,4% 151,151	#181 868,851	#1.81 178,581	18.3%	92,455	Mergin
815,232 #8,91 508,564,1	579,AE2 M2 Q1 088,204,1	669,658 %8,61 708,565,1	952,148 19.5% 841,254,1	188,188,1	119,2h 119,3% 116,268	817,8£ %£,01 000,401	057,8E %E.B1 %E.B1	20 94 245 20 94 20 94	19,7% 116,251	108,093 74,917	19.89	%9'61 %9'61	45.956 87.81 828.851	143,651	120,533	92,455	Labor Cost % Met Margin
#15.232 #2.91 #2.91 #5.00.564,1	579,452 88,801,1	\$6,956 \$6,956 \$6,956 \$6,956	26.1% 965,1% 98.61 19.5%	769,722 %2,91 688,484,1	76.9% 42.911 88.861	26.0% 26.0% 10.3%	%5.81 %5.81 \$66,401	27.0% 54.745 20.8% 20.8%	18,261 44,832 26,3%	108,093 70,047 716 bb	796,88 796,88	767'61 76'308	#181 868,851	#1.81 178,581	18.3%	21.6%	Labor cost Labor Cost per Guest Labor Cost % Met Margin
815,232 #8,91 508,564,1	579,AE2 M2 Q1 088,204,1	669,658 %8,61 708,565,1	952,148 19.5% 841,254,1	188,188,1	119,2h 119,3% 116,268	817,8£ %£,01 000,401	057,8E %E.B1 %E.B1	20 94 245 20 94 20 94	19,7% 116,251	108,093 74,917	19.89	%9'61 %9'61	45.956 87.81 828.851	01.81 PT.81	1938	957'26 %9'12 41'302	Labor Cost per Guest Labor Cost % Wet Margin
110,817,5 191,757 815,252 #2,91 500,504,1	089,630,5 TCC,CST #P 0S 579,4C2 #2 01 #2 01	C15,629,5 010,017 020,052 %2,01 60,052 700,500,1	\$65,195 \$6.01,050 \$6.01,050 \$65,195 \$65,195	026,787,5 076,627 076,627 789,728 782,91 783,61	176,815 207,72 20,02 119,52 20,01	787,881 25,1,58 30,85 817,85 917,85	878,881 871,52 86,0% 86,0% 86,9%	266,386 27,065 54,745 28,745 28,745 28,745 28,745 28,745 28,745	287,92 287,82 26,3% 26,3% 26,3%	208'95 20'80 20'80 20'80 208'91 208'911	18 88 88 88 88 88 88 88 88 88 88 88 88 8	19, 151 26, 205 26, 205 26, 205 20, 206 200, 200	236,359 63,868 26,0% 45,956 12,635 12,635	840,606 760,58 76,81 778,681	220,1055 65 316 65 316 72,6% 65 316 72,6% 72,6%	995,781 705,12 705,12 705,12 805,12	Net sales Food cost Food cost w Labor cost Food cost set Labor cost Pood cost per Guest Pood cost per Guest Pood cost per Guest
(888,27) 110,817,5 191,757 815,252 815,252 32,00,554,1	(155,57) 089,630,5 766,657 %6,05 %70,562 %2,01 %2,01	(857,57) C15,669,5 010,817 069,952 Wb 82 Wb 91 Wb 91	(616,27) 661,669,5 018,167 865,158 865,158 861,556,1	(\$59,88) 	(SS9,h) 179,815 170,815 170,815 170,81	(194,h) 787,881 26,085 817,85 817,85 917,85	(AAA,A) 878,881 A71,52 W0.05 A0.7,60 %0.81	266,386 26,386 27,065 27,065 54,745 26,745 36,745	20,731 20,785 20,785 20,785 20,394 20,785 20,395 20	208/81 208/81 208/81 208/81 208/81 208/81 208/81	26,887) 26,967 77,024 26,987 77,024 77,024 77,024 78,997	151,434 16,309 16,309 16,309 230,204 16,309 16,139 16,139 16,139 16,139	238,359 45,956 26,0% 45,956 63,868 63,868 128,639	697 ET) 840,508 760,58 760,58 77,81 778,601	65.051 95.051 95.051 95.051 95.051 95.051	(281.6) 686,781 706,114 706,114 706,114 706,114 706,114 706,114 706,114 706,114 706,114 706,114 706,114 706,114 706,116 706	Food cost Food cost % Labor cost Labor cost per Guest Met Margin
110,817,5 191,757 815,252 #2,91 500,504,1	089,630,5 TCC,CST #P 0S 579,4C2 #2 01 #2 01	C15,629,5 010,017 020,052 %2,01 60,052 700,500,1	\$65,195 \$6.01,050 \$6.01,050 \$65,195 \$65,195	026,787,5 076,627 076,627 789,728 782,91 783,61	176,815 207,72 20,02 119,52 20,01	787,881 25,1,58 30,85 817,85 917,85	878,881 871,52 86,0% 86,0% 86,9%	266,386 27,065 54,745 28,745 28,745 28,745 28,745 28,745 28,745	287,92 287,82 26,3% 26,3% 26,3%	208'95 20'80 20'80 20'80 208'91 208'911	18 88 88 88 88 88 88 88 88 88 88 88 88 8	19, 151 26, 205 26, 205 26, 205 20, 206 200, 200	245,859 (10,499) 28,956 (10,499) 18,7% 18,559 18,559	718,31E (237,ET) 340,60E 760,58 760,58 781,81 778,601	289,862 (778,7) (76,7) (7,6) (8,7) (8,7) (8,7) (8,7) (8,7) (9,7) (9,7) (1,7) (	(281 C) (281 C) (281 C) (281 C) (201 C	Net sales Food cost Food cost w Labor cost Food cost set Labor cost Pood cost per Guest Pood cost per Guest Pood cost per Guest
(888,27) 110,817,5 191,757 815,252 815,252 32,00,554,1	(155,57) 089,630,5 766,657 %6,05 %70,562 %2,01 %2,01	(857,57) C15,669,5 010,817 069,952 Wb 82 Wb 91 Wb 91	\$0.05 \$03,0TT,S \$01,000,S \$01,	(\$59,88) 	(SSQ, h) (SSQ, h) (SQ,	881,005 (194,4) (194,201 (194,900 (194,900	SSE,00S (AAA,A) 878,881 AT1,S2 A0,3S 0AT,&C 80,905 80,401	263,430 (8,044) 26,326 54,745 54,745 54,745 54,745	881,722 (162,7) 88,815 (80,83 81,83	206,264 (6.753) 209,611 56,2% 44,917 20,8%	\$86,057 \$6,067 \$6,067 \$7,057 \$6,196 \$	151,434 16,705 26,206 20,204 230,204 18,179)	18 29 29 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	718.31E 301.81 301.81 301.81 301.81 301.81	250 CT 25	281.20 781.307 787.808 787.	Gross Sales Net sales deductions Net sales Food cost Food Cost % Labor Cost per Guest Labor Cost per Guest Met Margin Net Margin
878,007,5 (388,27) (110,817,5 110,217,5 101,757 815,242 815,242 82,01	028,827,5 (158,47) 089,688,5 766,627 766,627 779,62 88,00,7 688,204,7	(847,57) (847,57) (15,969,5 (10,917 (10,917 (10,917 (10,917 (10,917)	809,077,5 (E1C,27) 801,809,5 018,157 018,157 865,118 888,01	262,828,2 (Sh8,88) 082,787,2 076,427 769,728 782,61 782,81	%E 61 116,5h %E 61 119,5h %E 61	%E.G1 %E.G1 %E.G1 %E.G1 %E.G1	%1.0.7 \$25,005 \$18,881 \$5,005 \$71,52 \$0,95 \$0,05 \$0,005 \$10,005 \$10,005	9.22% 56,630 18,040, 10,040, 1	26,717 26,317 26,316 26,316 26,316 26,316 37,125 37,135 37	#6.05 #6.05 #6.05 #6.05 #6.05 #6.05 #6.05 #6.05 #6.05 #6.05 #6.05 #6.05 #6.05 #6.05 #6.05	%8'61 296'85 %8'85 p20 <u>/</u> <u>/</u> *61'88Z (198'61 *60'86Z %6'01	90'121 97'61 90'97 197'99 197'002 197'90'207 190'802 90'802	245,859 (10,499) 28,956 (10,499) 18,7% 18,559 18,559	718,31E (237,ET) 340,60E 760,58 760,58 781,81 778,601	289,862 (778,7) (76,7) (7,6) (8,7) (8,7) (8,7) (8,7) (8,7) (9,7) (9,7) (1,7) (	(281 C) (281 C) (281 C) (281 C) (201 C	Check Average Once 2 Sales Wet sales deductions Wet sales Food Cost % Labor Cost per Cuest Labor Cost per Cuest Labor Cost Sales Average National Sales Met Margin
00.88 578,007,5 (888,27) 110,817,5 121,727 815,242 815,242 82,91 82,91	87.02 000,807,5 (155,47) 000,600,5 TCC,CST 70,4C2 710,4C2 W2 Q1	07.8\$ 196.217.5 (83.7.67) C15.868.5 (10.817 86.952 708.262,1	\$0.05 \$03,0TT,S \$01,000,S \$01,	26.62 202,838) (Sh8,88) 080,787,5 076,827 789,722 #8.91 203,824,7	2 CL-29Q	606,401 606,401 606,401 606,401 606,401 606,401	60.02 #10.7 60.005 #0.005	90012 90012 90012 90012 90012 90012 90012 90013 90013 90013 90013	62.62 (162, 7) 638, 915 (162, 7) 86.36 86.36 87.61 87.61	20'901 %9'02 416 PP %2'92 99'901 119'602 (652'9) 99'901 %15'4 \$2'4 \$2'8 \$	88.88 409.882 409.8	500'97 %2'92 197'29 702'002 (6/1.9) 702'002 %50'92 %50'9	%1981 %1000 %1000	970°C0\$ 970°C0\$ 970°C0\$ 970°C0\$ 159°8\$	452 CF 46 81 452 CF 46 42 916 59 901 622 (229 2) 509 962 462 8 678	997'26 100'14	Check Average Check Average Orose Seles Net sales deductions Net sales Food cost Labor Cost Seles Labor Cost Seles Average Ave
684,215 688,37 688,37 110,217,5 121,757 815,242 815,242 82,61	87.82 87.82 87.82 60.867.5 (100.67) 689.686.5 766.657 776,662 776,662 82.80	\$59,115 07.8\$ 106,217,5 (847,67) 116,610 116,610 116,610 116,925 116,610 116,925 116,935 116,935	\$68,055 \$68,071,5 \$68,071,5 \$61,598,5 \$1,898,5 \$1,85 \$	22 22,4,82 22,683,2 202,683,2 (506,83) 202,707,2 (90,722 Wh. 65 (90,722 Wh. 65 (90,722 (90,722 (90,722)	## 661 ## 661	820,AS 620,AS 820,AS 831,00S 831,00S 787,881 (111,1) 817,88 40,8S 787,881 817,88	\$96,401 \$6,005 \$71,52 \$78,891 (bh.h.) \$78,605 \$71,52 \$78,891 (bh.h.)	21415 6.040	CSO, 25 CSO, 2	20°901 20°907 20°207 20	### 61 ### 62 #### 62 #### 62 #### 62 ### 62 #### 62 ### 62 ### 62 #### 62 ########	500'9F %2'9Z 19F 29 19F 29 19Z'0GZ (621 91 19G'0GZ (621 91 19G'0GZ	956'SF 956'SF 950'SF	22.75 2.82 2.82 2.82 2.82 2.82 2.82 2.82 2.8	255,051 45,05	90% 261 C1 000 C1 F 600 C1 F 6	Chock Average Grass Sales Not sales deductions Not sales Food cost % Labor Cost Set Cost Set Cost Set Cost Set Set Set Set Set Set Set Set Set Se

E88,917	788,698	805,078 86,15	842,598 20.5%	661,223 88,01	ATT,18 #8.01	103,50	875,52 %0.61	89,449 20.2%	181,54 #8.81	46,238 19.2%	818,51 23.6%	880,25 18.9%	18.5%	80'038 80'038	056,76 %7.81	27,743 13.9%	Unit-level EBITDA % of Groza sales
12,664	12,664	140,41	559,21	/S7'91	PZE'I	660,1	1,099	1 658	859'1	102'1	£49 L	848,1	976	(462)	865.1	2,486	A&D level-hinU
128,955	126,955	126,955	126,955	556'9ZL	10,298	10,298	10,298	11,424	278,01	11,424	11,424	11,424	11,424	5,223	17 424	17.424	Occupancy charges
827,7SS	222,203	£81,81S	211,496	211,496	Z0'028	780.81	710.81	21 763	16.293	888.81	515.61	109 51	15,294	20.712	207.71	15.21	notisensoment tramagensi
%G.EE	33.3%	35.8%	31.0%	#1.15	%Z.1E	%F'1C	31.4%	MC.0C	58.1%	%8'IC	NG.IC	30.0%	29.6%	%9'FC	%F'00	28 6%	% of Gross sales
085,780,1	876,880,1	815,850,1	599,663	161,888	83,505	69,945	615,63	104,294	146,0T	185,87	105,130	ett,et	72,690	105,482	£80,88	822,18	Unit-level profit
PSS'655	554,452	562,645	593,272	181,168	82,938	411'97	102,83	12828	181,08	811,44	80,395	818,71	49,363	49,055	42,692	28,234	Other operating expenses
120,461	327,711	118,368	106,301	EST,ETT	788,8	296'9	740,6	£61 E1	4216	10 083	11 264	1978	Z01 6	155 8	77£ 8	8 459	Opinios
119,114	119,174	119,174	214,SE1	314,261	12,729	10,183	E81,01	187.41	226 PI	17E.01	80.8	P9P'6	962 01	13.047	5.372	896.8	enidding
948,68	878,52	878,52	Z98'6S	110,88	S88.2	207,A	207.≱	BES.7	PO7 8	929 €	1919	96±'S	587 2	118 €	169.7	126 Z	Repairs & markenance
26,395	858,11	73,495	696,ST	72,097	6,286	5,225	5,223	£\$9'9	426 S	25¢ S	<b>566 9</b>	967 9	968.8	691 2	086 5	998 9	Payroll taxes
43,293	42,653	42,023	202,12	067,02	3,279	87S.E	97S,E	3.898	€16€	261 €	70∂,€	3,382	602 €	3348	921 E	922€	eousinsul
S6,632	SE8,83	741,28	72,386	986,ST	P#E.7	278.2	218.2	6.247	978.7	424.8	€€19	190'9	699 8	20 S	779 P	7.212	General expense
181,11	44,184	481,44	181,114	461,44	861'F	9,358	3,358	3,187	5 990	5 <b>r</b> 6 €	3 452	148 €	266 €	3 €05	984.4	69⊅ €	Anicaud & security
543	243	. 510	300	318	<b>6</b> E	ıe	31		500	-		1		7	15		Unit-level marketing
43,296	43,296	<b>701,85</b>	53,452	<b>992'9</b> 9	5,623	86 <b>7</b> °7	661,1	<b>TAE, T</b>	891.8	2014	1122	6.341	197.8	9677	998 €	POL L	Advertising - Marketing Dept
%9'ZS	%8'ZS	%8'ZS	%8'ZS	<b>%€</b> :0\$	52.1%	%1.SS	52,1%	<b>%9'87</b>	48.2%	%9'09	51.0%	<b>%</b> 0.18	%0'09	%9'0S	<b>%9</b> '67	%2'ZÞ	% of Gross sales
1,648,814	1,609,830	688,068,1	1,589,955	316,718,1	137,441	116,063	116,020	17,701	281,161	119,366	155,524	818,151	122,053	968,481	110,935	82,460	Not Margin % of Gross sales
																	Labor Cost % Net Margin
1,648,814	1,609,830	688,068,1	1,589,955	316,718,1	137,441	116,063	116,020	17,701	281,161	119,366	155,524	818,151	122,053	968,481	110,935	89'480 50'0%	nigraM Joh
31.81 316,834,1	401.81 058,608,1	#1.81 688,068,1	289,982,f	#1.81 816,518,1	110,85 46,71 110,85	290,811	250,811	APT.81	281,161	395,611	48.51 48.58	#8.71 818,151	17 4% 52,0551	905,481 20171	18.2%	89°480 50°9%	Labor cost Labor Cost per Guest Labor Cost % Met Matgin
819,282 #1.81 \$18,838,1	087,ST2 #1.81 058,608,1	#1.81 \$63,068,1	888,288 #1.81 889,988,1	205,888 #1.81 818,588,1	118,85 27,71 154,751	\$2.71 068.95	812,85 47,71 050,811	96, 581 254, 481	712,12 #8 B1	116'288 11 886 15 338	971 FS	919'121 %5'21 978'17	12.25 12.0531	%1'21 %1'21 062'29	18.2% 18.2% 18.2%	89'480 50'0%	Labor Cost per Guest Labor Cost % Not Margin
605,811,6 604,668 75 75 819,882 %1.81	815,850,c 858,588 85,575 87,572 81,81 058,608,1	826,010,6 826,628 872,72 81.81 81.81	808,800,6 808,228 AS, TS 888,288 AP, 81 AP, 81	2942,650 639,963 72,72 72,652 81.81 81.8,748,1	608,485 618,07 718,83 71,71 744,761	216,221 59,629 26,629 39,530 7,71 7,71	209.08 209.08 209.08 209.08 209.08 209.08 209.08	858,FEE 875,001 87,85 87,81 87,81	88 81 715,18 89 81 715,18	119,366 17,9% 17,9% 18,35 26,8% 65,162 28,68%	976,985 846,871 847,85 878,87 878,987 876,985	\$26,539 \$6,539 \$1,645 \$19,151	228,928 64,535 26,4% 42,351 17,4%	80,785 80,739 80,739 80,737 71,71	757.05 45.75 76.75 76.935	%9'02 661'69 49'68 49'68 49'68	Not sales Food Cost % Food Cost % Labor Cost per Guest Labor Cost per Guest Abor Cost per Guest Abor Cost per Guest Abor Cost per Guest
(0S1,8S1) 10S,811,6 684,688 MS, TS 819,882 MI,81 MI,81	(882,621) 815,830,6 815,830,6 820,688 82,75 87,51 81,81	(268,1S1) 856,010,6 826,010,6 87,7S 81,81 110,368,1	609,600,¢ 609,600,¢ 609,228 869,288 75 75 869,282 818,082,f	(806,861) 088,586,5 088,668 MS, TS 208,888 MI, 81 MI, 81	(5.49,8) 388,485 618,07 618,85 718,85 718,71	(588,7) 155,815 156,88 86,86 8	(642,7) #7,71 612,65 #6.85 708,62 708,62 647,71	(SES ST) 858,FEE 875,001 87,85 87,81 87,81	0000111)	11.9% 45.339 26.6% 65.162 65.165 72.666 65.165 73.160 73.160 73.160 73.160 73.160	(285,21) 341,42 35,436 35,436 35,436 35,436 35,436 35,436 35,436 35,436 35,436 35,436 35,436 35,436 35,436 36,4	(862,51) 286,004 62,539 62,539 618,17 818,151	228,928 26,635 26,4% 42,351 17,4% 12,351 17,4%	965,481 965,526 965,526 965,681	61 040 18 767 05 767 05	%9'02 622'17 %9'62 26'69	Food cost Food Cost % Labor cost Labor Cost by Guest Labor Cost by Mot Margin
605,811,6 604,668 75 75 819,882 %1.81	815,850,c 858,588 85,575 87,572 81,81 058,608,1	826,010,6 826,628 872,72 81.81 81.81	808,800,6 808,228 AS, TS 888,288 AP, 81 AP, 81	2942,650 639,963 72,72 72,652 81.81 81.8,748,1	608,485 618,07 718,83 71,71 744,761	216,221 59,629 26,629 39,530 7,71 7,71	209.08 209.08 209.08 209.08 209.08 209.08 209.08	858,FEE 875,001 87,85 87,81 87,81	88 81 715,18 89 81 715,18	119,366 17,9% 17,9% 18,35 26,8% 65,162 28,68%	976,985 846,871 847,85 878,87 878,987 876,985	286,865 (882,51) 286,004 62,539 62,539 618,14 818,151	226,023 226,033 226,035 64,535 72,351 17,4% 122,053	505,505 (16,097) (60,739 (60,739 (60,739 (71,44,505 (71,44,505)	223,906 (27,11) (27,13) (27,3% (27,3% (27,3% (27,3% (27,3% (27,3%) (27	600,191 (800	Not sales Food Cost % Food Cost % Labor Cost per Guest Labor Cost per Guest Abor Cost per Guest Abor Cost per Guest Abor Cost per Guest
155,555,6 (051,851) 105,811,6 (05,816,88 75 819,888 819,888	(882,621) 815,830,6 815,830,6 820,688 82,75 87,51 81,81	(268,1S1) 856,010,6 826,010,6 87,7S 81,81 110,368,1	609,600,¢ 609,600,¢ 609,228 869,288 75 75 869,282 818,082,f	(806,861) 088,586,5 088,668 MS, TS 208,888 MI, 81 MI, 81	T08,685 (6,9,8) 388,485 618,07 718,85 71,71	(SS2,7) (SS2,7) (SS,815 (SS,062 (SS,062 (SS,062 (SS,062 (SS,062) (	(6)5,7) (6)2,5) (6)2,5) (6)3,6) (6)3,6) (6)3,6) (6)3,6) (6)3,6) (6)3,7) (6)3,7) (6)3,7) (6)3,7) (6)3,7) (6)3,7) (7)3,7) (8)3,7	885,655 (SE8 ST) 875,001 866,655 875,001 875,001 877,81	272,249 (059,11) 260,319 712,18 88 87 712,18 89 87	119,366 42,339 42,339 63,162 28,686 63,162 224,666 71,100)	116,400 641,485 641,48 641,	(862,51) 286,004 62,539 62,539 618,17 818,151	122,053 226,023 226,03 226,03 226,03 226,03 226,03 226,03 226,03 226,03 226,03 226,03	983,785 (260 81) 78,785 (260 81) 78,785 (260 81) 78,785 (260 81) 78,785 (260 81)	252,915 257,215 257	099'58 %9'0Z 622'17 %9'6Z 261'69 499'581 (900'7) 561'00Z %09'9	Gross Sales Net sales deductions Net sales Food cost Labor cost sales Labor cost sales Labor cost sales Labor cost sales sales Labor cost sales
(0S1,8S1) 10S,811,6 684,688 MS, TS 819,882 MI,81 MI,81	815,651,6 815,651, 815,656,5 815,656	181,501,0 (808,151) 650,010,0 650,010,0 75,75 710,882 741,81	470,001,0 (287,151) 608,600,0 608,000,0 688,288 887,75 888,288,1	889,870,5 (806,861) (806,861) (806,868) (806,868) (81,81) (818,788,7	%72.8 708.285 708.285 (569.8) 708.285 (669.8) 78.85 78.85 78.72	245.77 25.625 26.629 26.629 26.629 26.629 27.5.21 27.7.71 27.71	7.23% (9)2,525 (9)2,57 (9)2,67 (9)2,67 (9)3,67	### ### ### ### ### ### ### ### ### ##	65,275 65,275 66,055 67,77 715,12 88,077 715,12 88,175 88,175	118 398 45 338 45 338 93 165 93 165 11 100) 534 688 41 100)	975'991 971'75 971'75 971'75 971'75 976'88Z (569'51) 198'905 906'6	256,865 526,865 56,539 56,539 56,539 56,539 56,539 56,539 57,548	226,023 226,033 226,035 64,535 72,351 17,4% 122,053	505,505 (16,097) (60,739 (60,739 (60,739 (71,44,505 (71,44,505)	223,906 (27,11) (27,13) (27,3% (27,3% (27,3% (27,3% (27,3% (27,3%) (27	600,191 (800	Not sales deductions Not sales Food cost ( Labor cost ( Labor cost ( Labor cost ( Labor cost (  Labor cost (  Labor cost (  Labor cost (   Labor cost (
\$7.08 \$55.555.6 \$0\$7.651, \$10\$,811,6 \$10\$,808 \$10,808 \$1.81	78.68 602.621, 605.621, 615.630,c 61	Th.88  181,527,6  626,151)  656,010,6  82,628  MS, 7S  110,882  110,882	03.82 609.800,c 609.800,c 809.800,c 809.800 809.800,c 809.800,c	286,870,5 (806,861) 088,586,5 088,586,5 675,75 504,888 81.81	50.02 700,065 700,065 600,007 600,0	65.92 677,555 775,215 650,62 755,215 755,21	CC.8\$ 455.7 465.7 168.57 708.62 708.62 86.85 708.62 708.62	70.03 70.00 70	78.78 78.55 715.12	25.85 46.57 26.66 23.666 23.666 23.666 23.667 23.666 23.667 2	975'991 971'75 971'75 976'882 976'882 976'882 119'900 90'66 95'95	\$9.85 \$2.50 \$2	250,521 % 7,71 % 6,535 % 6,635 % 6,535 % 6,535	25.88 26.481 26.482	#E 25 011 #E 25 07 #E 25	997'58 %9 0Z 622'17 %9 6Z 261'65 499'561 (906'7) 661'00Z 760'59 461'48	Check Average Orose Sales Orose Sales Not sales deductions Not sales Food Cost Eabor Cost per Cost sales Labor Cost per Cost sales Average Sales Multilation Multilation Multilation Multilation Multilation
\$19,176 \$1,08 \$105,057, \$105,017,6 \$105,017,6 \$10,000 \$10,000,1	28, 28, 28, 28, 28, 28, 28, 28, 28, 28,	387,986 78,88 181,561,6 (368,151) 656,010,6 656,010,6 72,75 72,75 71,81 71,88	164,570 04,82 04,82 606,600,0 606,600,0 606,600,0 606,600,0 606,600,0 606,600,0 606,600,0 606,600,0	\$20,870 \$20,870 \$4,68 \$60,670,0 \$60,621 \$60,625 \$7,75 \$7,625 \$7,75 \$12,762,7	899,15 82,88 82,88 876,89 708,685 708,685 818,07 118,38 118,751	CC.02 CC.02 CC.02 CC.02 CC.02 CC.02 CC.02 CC.02 CC.02 CC.02 CC.02 CC.03	CC7,25 CC.82 CC.82 FE.57 163,555 C61,215 (63,67) 703,81 813,85 703,811	2001 2001 2001 2001 2001 2001 2001 2001	104,067 74,78 104,062 1050,017	25,617 26,635 26,635 26,635 27,647 (01 11) 27,647 27,647 27,647	9725'551 571'75 51'75	819'121 978'17 978'1	28,608 2,808 28,648 28,043 28,	5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	#2.01 #2.02 #2.75	997'58 %9 0Z 6ZZ' LP %9 6Z 261'65 4.99'561 (900'P) C61'002 %09 B 46'45 921'52	Guest Count Check Average Gross Sales Net sales deductions Net sales Food cost Labor cost sales Labor Cost per Guest Labor Cost sales Labor Cost per Guest Labor Cost sales Labor Cost sales Labor Cost sales Labor Cost sales

12 12 13 15 15 15 15 15 15 15 15 15 15 15 15 15
13 (92-13) (92

Init-level EBITDA K of Gross seles	181,C 27%	(824) 20.0-	761,81 #5.8	720,11 %1.8	108,8 #0,5	265,61 295,51	ATS.0 #1.8	257,8 28 8	129,FF #1.8	810,8 %S.8	767,8 #8.8	908,8 90.8	878,001 #5.8	113,493 86.8	888,T11 20,5	765,211 #8,8	099,0S1 %0.5
Unit-level G&A	500.1	990 1	(56)	099	211 1	1919	811,1	640 1	940 I	<b>788</b>	<b>788</b>	1,108	197,11	11,192	£70,01	990'6	990'6
Occupancy charges	2 936	3 680	3 €80	089 €	089.£	3,680	3 €80	089 €	089 €	089,€	088.£	3,680	SIP'EP	811.EA	91 P.C.A	917'67	OID, EA
Management compensation	766 ZI	11,923	642 91	12,464	15 629	167'51	10,260	15 368	14 123	12,306	12,306	15,383	129,028	850,021	163,004	670,781	952,171
% of Gross sales	<b>%0.7</b> t	15.5%	\$5.15	31.3%	30.8%	20.1%	<b>%</b> 9'21	%9'61	50.8%	%1.01	#E.91	%8 OZ	₩£.Q1	167.81	20.0%	%6'6I	X0.05
thorq level-tint	20,120	18,224	32,630	28,060	856,85	181,46	21,333	CY8,CS	30,829	24,922	23,620	186,85	101,815	327,129	333,951	787,AEE	865,445
sesnegxe galistege teato	787,1S	297,7S	29,715	£70,8S	24,644	31,846	187,45	22,237	54,543	617'ZZ	25,589	828,7S	214,254	\$£0,81£	312,668	319,202	324,125
sould	660 11	15 125	166 6	815.01	10 241	11.328	£78.01	15 595	964 8	12,846	261'11	10,853	132,391	135,267	278,8E1	137,120	140,165
sayddng	€88.€	207.€	909 8	2 204	081.2	054.7	<b>ኦሮ</b> ኦ 7	018 4	870.8	969.8	9£9,8	7,420	E#5,17	EAS,17	686,148	685,148	64,389
Repairs & maintenance	1 632	3.530	5.273	5,019	2 058	4,162	078.1	2 293	98₽€	£78,S	£78,S	3,342	117,46	35,232	807,1E	607,1£	907,16
sayroll taxes	1977	4 822	0£9 S	60£, A	2,46€	₽6Z' <del>S</del>	3 948	₽£9'€	3 826	651,A	878.C	827,h	52,824	178,68	120,12	048,42	001,82
BOURINGU	3112	790°E	3 232	960 €	3,265	284 C	380 €	677 €	₽97.£	281.E	291 E	291 E	876,65	39,968	888,03	871,114	107.1A
General expense	(4,129)	(2,564)	(6.280)	(2,532)	(4.684)	(055.5)	(4.582)	(819.8)	1276.2)	(469)	(4,699)	(ET8.2)	(TTB,T2)	(118,12)	(52,089)	(46,880)	(088.84)
griquit e secnus)	779	1.352	1.635	259	Z£8,Z	£97.S	916.1	2,616	961.S	6Z8.1	1,629	2,286	22,009	22,009	22,009	22,009	55,009
Unit-level merketing	•	697	Z	(45F)	1	•	•	•	•	(04)	(01)	(16)	(212)	(202)	(IBI)	(581)	(681)
Advertizing - Marketing Dept	1,104	1,224	1 259	3,490	877,1	416	1,132	1,425	697.1	082,1	082,1	179,r	764.61	18,522	078,81	15,003	£00.21
% of Gross sales	%9'SE	%0.Þ€	%Þ'6E	%0°LÞ	40°5%	38.8%	W7.7E	%1.7£	₩ <b>₽</b> ′ZE	40.2%	%Z'07	40°5%	39.6%	%0'07	%0°C>	%0°0>	%0'0>
Met Margin	906,14	710,bb	9>6,346	56,133	50,972	150,88	V11'97	011,83	\$16,88	52,341	19,209	618,72	882,858	645,163	816,616	623,989	P29'899
Labor Cost per Guest	37 2%	%6 SZ	52 52	54 24	25.0%	%2 SZ	#0.7 <u>S</u>	59.3%	#1.7S	%9 9Z	25 SW	%9 SZ	%9°5Z	25.8%	%9 SZ	%8°5Z	%9'SZ
Papor cost	35 093	39 S46	91811	35 589	31,695	608.Sh	33 003	32 194	£70.0\$	181,55	281,1E	688,86	450,552	827,852	429,715	028,464	272,000
Food Cost %	%5 PE	%9'9C	%Z'1E	31.0%	%4'0E	%9.SE	32.1%	35 8#	35.0%	21.6%	31.6%	31.8%	35.4%	35 4%	32.4%	35 4W	35.4%
faco boo?	827.04	100 20	189 15	468.04	36,945	115.55	39 219	40,256	765.74	41,359	38,884	42,688	686,728	538,288	208,958	188,212	<b>611.122</b>
aelse toli	727,A11	124,963	158,848	256,751	119'121	TAE,481	866,811	118,559	248,SAT	188,851	119,269	091,031	818,572,1	1,612,199	268,218,1	1,634,280	A12,070,r
Net sales deductions	(2,5,5,5)	(4 655)	(98.9)	(017.5)	(100'5)	(629'5)	(1E8.E)	(9,729)	(531.51)	(3,302)	(301,5)	(3,648)	(52,989)	(50,488)	(509,02)	(091,12)	(TIE,S2)
solaß ezonD	%ÞS.7 \$E0.811	819'6Z1 %S6'Z	#81.01 E17.881	150,561	280,051	250,01	7.49% 781,551	7 50%	#10.8 149.71	466.7 E81,0C1	7 50% 125,394	8 62% 143,808	1,630,905	555,555,1	821,888,1	089,288,1	108,557,1
	\$6.53	19.02	TT.82	07.82	00.72	851,25 87,8\$	07E,81 88.8\$	852,81 09.82	668,FS 87.83	808,91 T8.8\$	016,81 T8,8\$	648,15 78.88	885,64S 07.88	240,680	\$6,96	10.78	88,02 81.78
Check Average								262 At	FORFE				■ ■ ¥¥€ £76	UKY U76	107 016	239,401	969 U76
Guest Count Check Average	18,072	109'61	24,458	19,688	Z80,81												
		19,604	6 24,458	\$20.01	CI-YEM	Et-nut.	ग्रानाउ	€1-gvA ▶	ड हान्त्रम्ड	्र ठवनात्र	Ct-yoM	€ 500 1300 1300 1300 1300 1300 1300 1300 1	[80] S2	<b>ドル・オ</b>	51.74	FY.16	᠘ᡰ᠕Ⅎ
Guest Count	18,072	F	S	Þ	7	ç	7			P	•	S	25	الله ع ع	51'YA	A FY16	۲۱.۸ط و

AGTEB EBITDA Sol Gross sales	(29,207) 29,8%	(\$27,62) \$3.05-	(21,913) -20.9%	(\$2,004) -25,094	(ATO,SS) %0, AS-	(S.8-	(121,72) 27,16-	(168,03) (18.93-	io/Ala#	iO/AIG#	io/AlG#	iO/AIO#	(015,781) %8.75-	ioviali -	iO/AIG#	IO/AIO#	iO/AIQ# -
Unitered G&A	209	69£	966	677	585	pZr	523	201					3,496	•	•		
Occupency charges	900,12	166.81	87/ 61	874.61	874.61	874 61	847 91	12 148	*	-	•	•	EET,EE!	•	•	•	•
Management compensation	498.11	12,381	060.21	987,11	12,005	107,51	960 11	997.71	•	•	•	•	106,190	•	•	•	•
% of Gross sales	%8 ¢	%) G	13.2%	11.3%	%F'11	<b>%6.81</b>	<b>%97</b>	%Z'11-	iO/AIQ#	iO/AIO#	iO/AIG#	iO/AIQ#	82.8	iO/AIQ#	iO/AIQII	iO/AIQ#	iO/AIQ#
Unit-level profit	882,4	828,Y	13,664	098'6	10,063	24,539	3,944	(8,013)	·	<u> </u>	<del></del>	<u> </u>	QY1,00		<u> </u>	•	<u> </u>
Ciner operating expenses	8>C,0S	20'828	22,944	20,454	20,656	25,166	710,85	28,052	•	•	•	•	858,151	•	•	•	
Secret	928'9	<b>26£ 9</b>	055.0	9 144	6185	\$86.8	PP1,6	298.6	•	•	•	•	592,85	•	•	•	•
sanddng	3.484	08E.E	788 L	SES.E	LEP E	EEP'P	4.436	4,821	•	•	•	•	32,413	•	•	•	•
Repairs & maintenance	2.508	69£.1	895 L	1.383	785.r	164	5 629	255		•	•	•	12,238	•	•	•	•
Payroll taxes	5.949	3 022	3,774	3,262	980 €	696 €	3 004	3,284	•	•	•	•	126,351	-	•	•	•
insurance	5 289	2 254	360 Z	5 561	5115	278.S	2 283	267 S	•	•	•	•	19,293	•	-	•	•
General expense	1 392	SET 1	£83.1	1,942	999 1	SPLI	056'1	08€.1	•	•	•	•	12,689	•	•	•	•
grajqud g secnup	608	2,309	109	472	848.1	1,624	▶76	3 101	•	•	•	•	848,11	•	•	•	•
Unit-level marketing		21	2	-	:			•		•	•	•	St	•	•	•	•
Advertising - Marketing Dept	160.1	211.1	1 604	1 353	1,298	850 L	850.1	•	•	•	•	•	PPS.8	•	•	•	•
% of Gross sales	%S'EE	%9'SE	35.1%	%S'VE	%4.AE	%9'6E	%1.2E	24.8%	10/AIO#	iO/AIO#	iO/AIQ#	iO/A/O#	₩9.AE	:0/AIG#	#DIA/Di	i0/AIC#	iO/AXG#
nigisM tek	919'PZ	28,494	<b>T08,8£</b>	30,433	30,719	207,83	30,022	650,Yr	·	•	•	<u> </u>	247,636	•	•	•	
Labor Cost %	%P 0E	77.2%	%Z 1Z	28 6%	%Z /Z	75.5%	28.2%	33 8 <i>W</i>	N/VIC#	i0/∧iQ#	iO/AIG#	#DIAVO	%Z'8Z	28.2%	%Z 9Z	28.2%	%Z'8Z
Labor Cost per Guest													201,450				_
Labor cost	22,343	148,15	918.85	861,85	24,113	32,102	24.112	23,162					35.9%				35.9%
Food Cost %	MI EE	%» CE	35.6%	%6 ZE	33.4%	%9'0E	35.6%	38.4%	iQ/AIQ#	IO/AIG#	iO/AIG#	10/A!Q#	780 CE 781 'SEZ	35.9%	35.9%	%0.SE	no ce
Food cost	24 285	26 832	34 202	810,65	21962	946.86	52 933	P96 PZ	•	•	•	•	AGI 255	-	•	•	•
Ref sales	242,17	005,17	959'68	088,88	577'78	£81,0Sf	190,28	92,165	•	•	•	•	679,488	<u> </u>	-	•	•
Net sales deductions	(5,203)	(001 E)	(585 2)	(168 6)	(4185)	(078.2)	(788.E)	(054.5)	•	•	•	•	(80,15)	•	•	•	•
Gross Sales	TAB,ET	005,08	104,939	181,88	058,88	125,823	A58.634	219,88	•	•	•	•	888,81T	•	•	•	•
	10.26%	11.22%	%49 PI	15 35#	12.39%	468.71	%26 II	9485 B	%00 O	%00°0	<b>%00</b> '0	%00°0					
Chock Average	88.88	85.88 88.88	\$6.88 \$6.88	283,8 18.82	9,635 05.62	888,Cf 70.02	97.8\$	288,7 58.62	IOIAIGH	00.02	\$0.00	00.02	801,08 £6.82	00.02	00.02	00.02	00.02
Guest Count	7070		2	7	,	ç	· ·	,	<u> </u>	7	7	S	25				
Location: SLRR	<u> </u>	CEAP3	ELIBM	हा-वि	EL-YEM	700-13	741-13	<u>st-puA</u>	हा-वरुष्ट	ठवनाउ	ET-YOM	हा-ठक्त	[SIO]	FY'14	SI'YA	81,14	71.73
1	Z	E	7	ş	9	4	8	6	O!	11	SI	Et				. 7	. 5

Unit-level EBITDA % of Gross sales	Management compensation Occupancy charges Unit-level G&A	Unit-level profit % of Gross sales	Other operating expenses	Obites	Supplies	Repairs & maintenance	Payron taxes	Insurance	General expense	Sunding a security	Ont-evel marketing	Advertising - Marketing Dept	% of Gross sales	Capol Cott 3	Capar Cost per Goest	Labor cost	Food Cost %	Food cost	Net sales	Net sales deductions	Gross Sales		Check Average	Guest Count	Location: WH
42,948 16.1%	17 908 20 369 2,222	83,464 31.3%	43,096	8.891	13 166	916	.366	3.768	3.554	3 104	206	1 104	47.5%	19.6%	•	52,312	30.8%	82,005	260,876	(5,800)	266,676	6.68%	\$8.09	32,951	4n-13
74,588 22.5%	20,007 20,369 2,167	117,149 35,4%	52,163	6 424	15 906	5 023	8.06	3.740	1018	3.924	312	3.756	169,313 51.1%	17.3%	i	57 205	28.2%	93 385	319,902	(11.343)	331,245	8.29%	\$8.49	39,006	Feb-13
124,167 28.1%	26,628 16,625 (788)	166,633 37.8%	69,415	8 973	18 679	3.277	10 099	3 935	4 938	4.925	152	4 437	228,047 51.2%	16.9%		74 753	27.5%	121,178	421,979	(19 362)	441,341	11.05%	\$8.67	60,901	Mar-13 5
60,970 17.9%	19,739 20,926 1,238	102,872 30.2%	69,775	10,669	12,940	15 037	8.026	3 772	9.953	3,433	181	5.764	172,647 50.6%	17.6%		60,065	27.6%	94,068	326,779	(14.318)	341.097	8 54%	\$8.60	39,642	Aprella 5
58,996 18.3%	20 065 22,742 2,197	104,000 32.2%	58,872	10 743	14,278	6,440	7.623	3,975	5 089	3,810	223	6.691	162,872 50.5%	18.1%		58,510	27.7%	89.534	310,916	(11,837)	322,752	¥80.8	\$8.67	37,238	May-13
94,974 23.2%	23 405 21 235 2 690	142,304 34,7%	64,098	11,796	16.329	906	9 461	4 239	5 893	3,840	246	4.386	208,402 50.4%	18.1%		74.297	27.5%	112 735	393,434	(16.176)	409.610	10.26%	\$0.48	48.309	7 <u>Jun-13</u> 5
49,385 17.2%	16 844 21 235 2,294	89,737 31.3%	50,722	10.714	13,003	5.527	7 048	3 757	4 196	4 363	100	2 014	140,459 49.1%	19.9%		56 974	27.6%	79.156	270,589	(9.703)	286,291	7.17%	\$8.47	33.803	8 441-13
51,167 18.4%	15,783 21,235 2,211	90,395 28.9%	65,121	10.770	20,632	7 324	6.974	4 599	4 4 1 0	4,137	107	6 168	155,516 49.7%	19.2%		59,988	27.9%	87, 188	302,692	(9,978)	312,670	7.83%	\$8.52	36.715	0 Aug-13
75,923 20.5%	19 710 21 235 2.191	110,059 32,7%	64,436	19 657	9,555	5 109	7 373	4,582	4,829	4.854	163	7 315	183,495 49.6%	19.6%		72,709	27.4%	101 535	357,740	(12.302)	370,042	9.27%	\$8.35	44,308	10 <u>Sep-13</u> 5
52,472 18.1%	18,841 20,686 1,514	93,493 32.2%	56,795	10,558	14,748	7.002	6,869	3,856	5,304	3,770	ī\$	4,533	160,288 51.8%	18.2%		52,835	27.6%	85211	283,333	(7,056)	290,389	7.27%	\$8.21	35.384	713 11
49,181 17.5%	18,841 20,666 1,514	90,182 32.1%	55,051	8,985	14,748	7.002	6,696	3,856	5,304	3,770	155	4,533	145,233 51.8%	18.2%		51,058	27.6%	77.513	273,804	(6,819)	280,622	7.03%	\$8.21	34,194	12 Nov-13
68,308 19.4%	23,551 20,666 1,693	112,418 33.0%	64,122	7,672	18,435	8,753	8,204	3,856	6,630	4,713	194	5,000	176,537 51.8%	18.2%		62,063	27 6%	92 220	332,821	(8,289)	341.100	8.54%	\$8.21	41.584	13 Dec-13 5
801,033 20.1%	241,319 248,008 21,342	1,311,702 32.8%	703,665	125,852	182,417	82,314	93,802	47,964	B4,119	48,643	2,188	56,366	2,015,368 50.5%	18.3%		732,767	27 9%	1,112,727	3,860,863	(132,983)	3,993,846		\$8.43	474.015	Iotal S2
825,182 20.6%	241,319 248,008 20,275	1,334,784 33,3%	703,924	126,830	182,417	83,549	94,058	48,683	64,119	48,643	2,078	53,548	2,038,678 52.4%	18.3%		735,417	27.9%	1,116,750	3,890,845	(117,440)	4,008,285		\$8.62	454,729	PY14
851,180 21.3%	247,352 248,008 18,248	1,364,768 34.2%	665,887	126,331	164,175	75,194	94,360	49,414	57,707	48,643	1,871	48, 193	2,030,654 52.4%			732,522			3,875,531				\$8.68	480,177	3 FY'15
872,518 21.7%	253,538 248,008 16,423	1,390,485 34.5%	658,194	127,452	164, 175	75,194	95,581	50,155	51,936	48,643	1,684	43,374	2,048,678 52.4%			739,024			3,909,931	(118,016)	4,027,948		\$8,76	480,177	A FY16
898,822 21.9%	259,875 248,008 16,423	1,423,127 34.7%	663,207	129,795	164,175	75,194	97,500	50,907	51,936	48,643	1,684	43,374	2,088,334 52.4%	18 3%		752,608	27.9%	1,142,855	3,981,797	(120,185)	4,101,982		\$0.87	482,478	5 FY17

Init-level EBITDA 6 of Gross seles	(812,81) %5.81.	(12,097) 20 E1-	179,7	(869)	(TO2,A)	(185,S)	(607'7)	(ACA,8)	(12,391)	(683,S)	(2,190)	(brc,r)	(TAA,CB)	(814,68) 26.34	(03-0,00)	(355,244)	(088,88) %7, b-
A&S laval-Inu	368	424	077	121	irr	854	187	182	564	383	383	847	856,5	014'9	4,239	3,815	S18.E
Occupancy charges	806'9	004.9	004.8	007.8	007.8	007.8	004.9	007.8	004 9	007,8	007,8	007,8	808,08	809,08	809,08	808,08	809,08
Management compensation	12 035	₽95 €1	152.8	7,291	4191	217.41	215,11	ppi'll	12,899	9,332	9,332	11,665	129,488	129,488	257,SE1	136,043	139,444
K of Gross sales	<b>%</b> 5.7	82%	20 B1	%0'F1	<b>%9'01</b>	%0'S1	%1.51	12.8%	%9'9	%0'F!	15.0%	15.2%	12.8%	12.6%	MP.C1	13 8%	14:13
Hord level-fini	960'9	565,8	20,632	13,845	016,01	EYA,er	14,034	12,697	110,7	568,E1	14,225	068,71	<b>109,181</b>	166,181	156,932	164,222	78r,88r
ther operating expenses	22,938	012,0S	841,66	28,853	101,75	618,16	156,85	36,469	32,635	26,696	166,85	384,05	107,855	329,958	918,515	308,048	310,164
se tribit	017.8	060 8	699 9	0119	8107	178.8	19€ /	798 S	2169	629'9	016.8	060,8	605,77	682,47	018,57	191,57	DET, DT
seiddng	797.5	EGE.A	P68 /	105 €	168.€	EBE 4	96P F	81 E S	780.8	A70,A	A70,A	£60,2	A28,12	128,12	899,84	888,83	899'97
epairs & maintenace	1 805	172 €	25E ±	: 205	207.S	978.S	770.S	167d	4.025	2,331	2,331	2,914	32,034	32,514	29,263	29,263	29,263
eaxel lonys	7 e54	Spi r	586 F	995 €	3 528	529 P	099 €	OFF E	490 P	874.6	3,435	4,202	060,75	E78,23	45,208	£07,23	161,84
nsurance.	2 130	760,S	2 2 2 2 2	2 134	5.250	5 388	2 126	2 604	2,593	2,176	2,176	2,176	880,72	161,72	906,7 <u>S</u>	28,325	28,750
Seneral expense	1,306	285 !	960 Z	959 1	2,223	2 232	192'1	S 066	169 L	188,1	168,1	2,351	C18,SZ	22,613	20,532	974.81	<b>674,81</b>
Juliding & security	S 265	1681	2 860	565.5	997 1	368.E	676 1	2 290	3 049	2,312	2,312	2,690	££7.9S	29,733	££7,62	CET, QS	29,733
godsham level hinu	•	15	Ζ	-		Lv				9	8	01	99	28	74	19	19
Advertising - Marketing Dept	1.331	5 8 2	718 E	4 588	4,655	194	5 S	512.5	S 545	018.6	016,6	697,4	282,73	45,206	289,03	818,8€	818,8£
% of Gross sales	%9'SE	MS.TE	43.2%	%Z'0>	38.7%	38.3%	39.8%	39.4%	38.6%	MY.IA	%Z'17	%L'14	₩1.9£	%6'0 <del>)</del>	%6'0 <b>&gt;</b>	%6'07	%6'07
nigraM sev	\$8,034	118,46	T08,88	39,68	38,074	289,03	AT0,82	39,166	8/Z'l7	40,230	29,562	610,63	885,783	682,163	118,683	182,214	186,814
# feo Cost %	MP'IE	28.8%	%Z'9Z	#8.7 <u>S</u>	%0'8Z	%L'9Z	%0'82	77.9%	%6'6Z	%1.7 <u>5</u>	%1.7 <u>5</u>	%1.7S	<b>%8.7</b> 2	27.8%	%8.7S	%9.7 <u>S</u>	%8.7 <u>S</u>
Labor Cost per Guest																	
Labor cost	25,652	26,784	881 CC	DDD 72	766,72	782 AE	626.72	27,709	\$88.EE	181,82	25,748	91,249	OST, TAE	195,566	325,440	SA1,7SE	331,356
Food Cost %	35.6%	%9'1E	%8'8Z	%0 6Z	%» OE	21.0%	29.3%	30.0%	31.2%	%9 6Z	%9'6Z	29.8%	30.2%	30.2%	30.2%	30.2%	30.2%
F00d cost	58,600	29,330	909,78	769,82	569 62	40 253	712.62	919.62	25 113	217,82	28,238	ETS.AE	168,77€	362,383	INT.ERE	166,885	171,086
Ret seles	885,18	888,08	206,TS1	_611,88	82'266	125,825	818,89	169'96	£70,011	821'58	49°E6	113,639	1,223,139	1,177,062	1,148,993	1,185,000	878,881,r
Met seles deductions	(402)	(\$70.5)	(3 744)	(3002)	(058.5)	(288 E)	(2,889)	(2 684)	(2.627)	(1,354)	(\$55,1)	(818,1)	(28,446)	(288,55)	(28,297)	(22,414)	(22,703)
sols8 eso10	#66.8 #888,18	220,E8	%ZS:01	#68.7 187,86	#88.7 865,89	027,6S1	<b>%18.</b> 7 <b>707,8</b> 8	#16.68	9.00%	%17.7 083,80	#88.7 878,48	951,811	1,251,585	1,199,904	1,171,290	<b>\$1\$,</b> 577,1	158,581,1
Слеск Ачегаде	61.62	06.82	66'8\$	£0.02	81.08	P1.88	\$8.88	11.68	\$9.05	88.88	\$6,88	88.88	96.82	60.68	\$9.12	81.68	72.62
Guest Count	9,638	10,458	14,650	10,935	847,0f	161,41	501,11	209,01	12,447	068,01	607,01	12,998	088,9Ef	110,561	128,474	128,474	129,116
APAUG MANAGA	FI-U87	टा-वब्न	S S	हा-ावच	CI-YAM	2 700-13	**************************************	<u>€1-2vA</u> ▶	2 200-13	ठवनात	EL-YON	2 080-13	25 [6]	FLAS	EA.42	EA.18	ムいんご
																	20.73
Location: BRDEN	5 Ft-oat.		b	c	9	,	A	6	OF	11	ZL	13		Z	E		S

192,425	011,081	815,681 #6 01	116,831	820,151	840,T!	11,135	981,7 #5.8	(\$18,4) 20 E-	¥09'p	870,S	189,01 20.51	568,01 25.8	701,Ef #E.01	50 4% 32 888	898'ZI 10'8%	978 %9.0	ACTIBLE SOUTH TO WITH THE SOUTH THE
PPL'L	177'L	1,938	5,154	7,267	120	150	ızo	962	(066)	286	562	262	941	911	622	254	ABB ISVSHINU
68,120	021,88	021,89	021,88	021,88	5,683	E89,2	£89'S	688.2	E86'S	689.5	6883	689.2	£89 S	689.5	€89 €	609.8	Occupancy charges
72E,821	154,494	150,726	050,741	147,050	14,129	11,303	11,303	13,856	12,231	480,11	672.41	02911	100.6	12 226	742.51	817.01	Management compensation
				<b>a</b>													
%0 GZ	24.7%	24.2%	23.3%	22.2%	25.5%	24.3%	21.0%	268.01	<b>26.61</b>	261.81	26.1%	21.8%	22.1%	32.3%	25.3%	%9'21	% of Gross sales
879'027	697'707	380'001	BEP,ATE	269,692	800,72	145,85	24,265	610,81	22,326	9£1,91	\$12°C7	28,339	£16,TS	110,TZ	31,205	SST, TI	Mint level profit
340,121	<b>618,855</b>	339,422	323,380	C63,12C	30,504	25,789	896,92	679'17	31,208	097,72	718,92	29'62	58,955	224,75	25,044	Z4'220	Other operating expenses
£78,78	82'350	090,48	1148,68	81,280	5,683	764.8	970,9	976 9	44£.8	8 365	796 S	£222	614.9	9318	628.5	922.9	Obtines
\$3,224	<b>23,224</b>	\$3,224	<b>751,92</b>	<b>∠€1'6</b> ⊊	491'S	721'7	AC1,A	10.834	961 ¥	2722	207 9	660.2	989 7	P191	899 €	126.4	seiddag
S0,539	S0'238	50,539	228,SZ	22,484	1,956	595'1	295'L	Z95 ¥	996 I	522	990°Z	1,268	1 990	286	984	188 1	Hepaira & maintenance
92'894	616,68	695,55	201,68	121,52	4,620	788.C	3,836	4 855	694 €	€94 €	£84 #	1,044	890 7	rrs s	164.4	99r r	Payrol taxes
807,62	28,284	999,72	AZA, TSA	6¥0'4Z	2,173	2,173	2,173	68912	009 Z	2 123	5 395	5 256	5 131	2 2 2 4	760 Z	5 156	Insurance Payor teres
915,81	915,81	21'488	128,EZ	128.EZ	2,317	£28,1	ESB.F	676 1	Z#6 1	2.023	5 096	2 038	818.1	2,130	09¥°Z	E7E,1	General expense
38,465	38,465	39,465	38,465	38,465	3,728	Z'883	2'893	687.£	2,725	PIPE	3,095	096.2	6146	264 £	2,650	3 044	gording & security
EÞ 43	CY	87	CS	99	ı	0	0	07				1		2	21		Unit-level marketing
36,166	381,85	181,01	639,53	666'97	629,4	727.E	727.E	711.8	₹80 S	2.272	290 r	425 v	1977	218 E	3.210	ice'ı	Advertising - Marketing Dept Unit-level marketing
				_													and addatest a poletherth
167 87	%7 97	%) 97	%F'8F	%2'97	%\$'97	%9'8 <b>7</b>	%S 97	%9 C7	44.3%	39.1%	%5'SF	148.61	166.53	%8.7h	42.6%	269.15	the of Gross sales
<b>181,087</b>	740,348	SSA, QST	\$15,15T	998'689	£18,78	64,030	618,68	899,88	162,68	989'97	\$60,6Y	865,88	26,928	964,48	56,249	42,052	Mergin
24.6%	24.6%	24.6%	24.6%	24.6%	54.3%	24.3%	24.3%	H2.75	34.4%	28.7%	24.2%	23.9%	%L'92	21.4%	%9 ZZ	%6 9Z	Labor Cost %
413,285	402,193	386,257	382'588	382,664	116,86	58,259	190'82	#96 ZE	59,445	31 554	152,76	31,138	31 300	710.10			Labor Cost per Guest
%7.7S	%1.75	73C 20C	%7.7Z	#1.7 <u>5</u>	%E.7 <u>S</u>	%E'\Z	#6.7Z	78.8%	%9'ZZ	%Z8Z	%9'ZZ	%E.7S		37.842	106.72	56,998	Labor cost
996'597	005,624	787,834	965,254 185 TC	426,624 445 55	39,650	SET, I C	782,1E	768 BC	33 281	291 PE	966 Zr		%9'9Z	<b>39 9%</b>	%9'8Z	30.6%	Food Cost %
880 281	UNF ESF	Tat all	002 2hh	ACR ACA	13 GE	2236	TAN IF	251 00	182 56	CALAF	401 CF	32 467	829.66	47 003	781 SE	30,720	Food cost
1,640,019	1,596,000	1,672,447	1,568,334	1,520,443	142,473	114,020	021,611	ATT, AET	116,260	216,411	649,811	124,912	288,1SF	169,281	105,611	044'66	soles lav
(985,95)	(TS2,6E)	(828,75)	(928,75)	(019,82)	(2°292)	(2,157)	(2,141)	(4,843)	(632.4)	(401 4)	(881.4)	(151.6)	(986 7)	(456.7)	(961 4)	(127)	Met sales deductions
809,678,1	158,468,1	1,610,405	1,606,193	P&E,788,1	145,169	871,811	115,281	139,616	120.713	610,611	153,865	130,063	126,841	219,871	123,443	100,491	Gross Sales
					9 26%	%14.Y	%9E.Y	%16'B	%0Z'Z	%09'Z	%Z9 6	9.30%	%50 B	11 57%	%89°Z	%179	
88.88	17.02	08.68	09.68	A1.02	80.62	80.08	89.08	\$9.23	\$9.29	\$9.39	£6.0\$	TC.02	£7.8 <b>\$</b>	\$9.26	\$9.22	99.88	Check Average
168,591	\$87,781	S27,781	168,984	287,171	16,021	12,622	12,723	15,133	15,899	12,686	967'91	13,881	14,534	19,065	13,389	11,736	Guest Count
21.13	EA.40	51.12	EA.14	52	2 Dec-13	CI-YON	ठवनाउ	ç <u>a∌</u> g	EL-QUA	£1-104	2 700-13	EL-YEM	हान्क्र	S	-		
21.73	****	31.73	71.73	intoT	El	21	71-100	01	* ft-out	्राच्याः इस्यन्यः	Strong	El-veM	£1.10A	Matc13	हान्वभ्य	्टर-पश्र	Location: BRGON
, ,	, ,	, -	, ,		7		;	· ·	ĭ	ř	<del>,</del>	•	,	7	Ŀ	6	1
•	•	•	•		•	•	•	•	,	•	•	•	•	•			

Unitered G&A 524 319	insation 12.190	Unit-level profit 26,016 16,241 % of Gross sales 22.9% 13.6%	Expenses 23,149	280 /	3.870 4.014	s maintenance 1 068	4,597	2 440	(1,590	3 395		ing Dept 1,104	% of Gross sales 43.2% 39.5%	10 488	27 44		28.1%	Food cost 31,953 37 204	112,280	ľ	113,699	888%	Check Average \$7,74 \$7,87	- 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2 3
2603	14,619 11 18,897 18	38,459 24 21.6% 1	36,318 31		3,490 6								43.1%	i				47 944 34	121,145	l			\$7.90	١,	•
(6,240) (12,620)	11,883 11,944 18,897 18,897 396 445	24,936 18,666 19.3% 14.8%	31,283 33,413		6 227 4 820							5.025 6.101	43.5% 40.3%	I			27.0% 28.6%	34,953 36,884		ı	9,313 129,144	ı	16,867 10,259 \$7.67 \$7.94		<b>U</b> -
(14,051)	14,708 18,897 348	19,903 11.9%	48,289	8 060	6,779	11,879	5.359	2741	2.517	3,843	131	4.980	39.5%	2/.5%	1	45,696	28.4%	47,604	160,492	(7.043)	167.534	10,14%	18,522 \$9.05	5 5 10 10 10 10 10 10 10 10 10 10 10 10 10	7 ,
(7.978)	11,961 18,897 414	23,294 17.6%	29,842	7 775	5 331	1 735	4 231	2 430	2.069	3 841		2 430	40.2%	2/.5%	ì	36,431	28 4%	37 563	127,129	(4.963)	132,092	7.99%	15,159 \$8.71	l	œ -
(14,753)	12,234 18 897 401	16,779 13.1%	34,505	9 122	4 026	3 164	3 989	2 975	1.914	3 245		6.070	39.9%	27.7%	ł	35.575	28 8%	37.063	123,923	(4.623)	128,546	7.78%	14,589 \$8.81		• •
(14,958)	15 250 19 605 1 164	21,080 14.2%	37,679	7 435	3 708	6 124	1 800	2 963	2116	4.235		6,298	39.6%	27.6%	!	40,943	29.8%	44 282	143,964	(4 456)	148,420	88%	17,569 \$8.45	39 <u>0-13</u>	<b>5</b> -
(6,690)	11,900 18,897 361	24,488 18.0%	33,803	8,353	4,719	3,823	4.42	2,489	2,008	3,388	8	4,584	42.8%	26.8%	!	36,432	28.3%	38,494	133,197	(2,882)	136,079	8 23%	18,555 \$7.33	Oct-13	= -
(8,000)	11,900 18,897 361	25,157 19.6%	29,848	4,586	4,719	3,823	4.242	2.489	2,008	3,388	8	4.564	42.0%	28.6%	!	34,391	28.3%	36,337	125,734	(2,720)	128,454	777%	17,516 \$7.33	Nov-13	ನ -
(0,126)	14,875 18,897 451	28,097 18.6%	36,703	5,974	5,899	4.778	5.078	2489	2.510	4,235	37	5,705	64,800 42.8%	26.8%	!	40,515	28.3%	42,808	148,124	(3,204)	151,328	9.16%	20,635 \$7.33	<u>Dec-13</u> 5	ಪ -
(105,454)	154,744 226,262 5,523	261,076 17.0%	403,548	88,214	55,601	49,057	55.239	30,973	24,870	43,915	<b>3</b> 2	55,374	684,624 41.4%	26.8%	!	443,669	28.6%	473,089	1,601,382	(51,109)	1,652,492		206,883 \$7.99	S Total	•
(117,570)	154,744 226,262 5,247	268,683 16. <i>9%</i>	397,470	85,277	55,601	49,792	53.683	31.438	24.870	43,915	289	52,605	888,183 43.0%	26.8%	!	426,803	28.6%	455,105	1,548,061	(41,611)	1,589,672		210,740 \$7.54	FY'14	N
(117,567)	158,613 226,262 4,722	272,030 17.6%	376,727	83,050	50,041	44.813	53.011	31.909	22,383	43,915	28	47,345	649,757 43.0%	26.8%		415,657	28.6%	443,220	1,507,635	(40,524)	1,548,159		211,730 \$7,31	FY'15	ω -
(112,429)	162,578 226,262 4,250	280,662 18 0%	371,144	83,440	50,041	44.813	53.557	32 388	20.145	43.915	234	42.610	651,805 43.0%	28.8%		417,610	28.6%	445.302	1,514,718	(40,714)	1,555,432		212,725 \$7,31	FY'10	-
(108,285)	166,643 226,262 4,250	288,870 18.3%	374,093	84,868	50,041	44.813	54 592	32 874	20.145	43.915	22	42610	662,963 43,0%	26.8%		424,759	28.6%	452,925	1,540,647	(41,411)	1.582.058		214,224 \$7,39	FY:17	ۍ -

15,002   15,003   15,005   15,270   15,771   17,473   19,900   7,682   13,000   12,775   27,725   27	Location: HOUMA	Jan-13	Feb-13	Mar:13 5	Apr-13	May-13	3un-13	## <u>#</u>	Aug-13	10 5 5	1 1 1 1	Nov-13	<b>Dec</b> 13	25 <u>F</u>	FY14	P715	F.74	_
	Guest Count Check Average	15,682 \$5,90	15,925 \$8.05	23,020	18,217	17,435	9,990	7,862	13,508	23,736	24,662	22,470	23,715	217,222	220,479			1
194.417   98.316   146.171   111.445   111.227   79.317   98.317   198.070   193.260		6.42%	6.26%	9.53%	7.27%	7.47%	%00 B	5.10%	044%	0 12%	12 43%	11 33%	19.05%					ı
17.5   19.5   19.5   19.5   12.349   12.617   11.210   19.65   12.920   1	Gross Sales	98,487	96,316	146,171	111,445	114,623	101,172	79,217	98,812	139.870	190,706	173.750	183,380	1.533.949	1.617.144			
97.512 98.319 143,022 108,027 111,210 97,187 78,291 98,305 138,646 187,899 171,193 160,081 1,502,893 30,93 30,93 31,93 31,73 27,84 28,48 32,28 30,93 30,22 81,480 55,995 59,096 502,376 31,48 27,296 28,892 38,979 30,282 32,596 32,738 28,48 32,58 32	Net seles deductions	(975)	(997)	(2 349)	(2617)	(3.412)	(3 985)	(2.926)	(2 907)	(3,023)	72.807	(2,557)	(2,699)	(31,256)	(31.887)			
30921   34539   52144   37,493   37723   27844   22496   32233   59422   61,460   55,965   59,068   502,378   31,48   33,684   33,687   33,687   33,687   32,684	Net sales	97,512	95,319	143,822	108,827	111,210	97,187	78,291	95,905	130,846	187,899	171,193	180,681	1,502,693	1,585,257			
21.06   25.06   25.76   23.05   22.06   27.56   23.07   23.27   22.2	Food cost	30 921	34 539	52 144	37,493	37 723	27 864	23 498	200	50 433	81 480	£	50 705	500 37A	SCH BCS			
	Food Cost %	31.4%	35 9% *	35.7%	33.6%	32 9%	27 5%	29.4%	326%	36.0	3	3	30.00	30.00	32 84			
	Lebor cost	27,286	25,882	38.379	30.282	32,546	32,175	24 407	25 992	40,132	53,801	49,017	51,734	432,634	456,098			
38,304   33,886   53,289   41,053   40,041   37,140   283,385   37,600   40,227   72,539   64,160   66,461   567,681   38,984   33,278   36,584   36,884   35,784   37,184   38,178	Labor Cost %	27 7%	27 9%	3	<b>37</b> 74	ž	2		ž	3	į	į	į	į	į			
### 1104 2912 5061 4999 5822 4893 2.314 5953 6191 4.450 4.507 30.009   ### 1104 2912 5061 4999 5822 4893 2.314 5953 6191 4.450 4.507 30.009   ### 1104 2912 5061 4999 5822 4893 2.314 5953 6191 4.450 4.509 5.502 50.000   ### 1105 1006 3256 3177 813 2142 977 100 17 10 33 33 43 15.750   ### 1105 1006 3256 3171 2.002 3.507 1102 1103 30.000 3.718 31.100 31.100   ### 1105 3775 3.031 3.000 4.132 3.130 3.000 3.719 3.100 3.100 3.100 3.100 3.100   ### 1105 3775 3.031 3.000 4.132 3.132 3.100 3.100 3.100 3.100 3.100 3.100 3.100   ### 1105 3775 3.031 3.000 4.132 3.132 3.100 3.100 3.100 3.100 3.100 3.100 3.100 3.100   ### 1105 3775 3.031 3.031 3.040 4.132 3.000 5.000 6.230 5.550   ### 11124 3.137 2.007 4.152 3.531 3.000 3.110 3.000 3.000 4.537 40.251   ### 11124 3.137 2.000 3.1197 4.1500 3.11104 3.237 12.200 4.1320 3.000 4.337 40.251   ### 11124 3.137 2.007 4.152 3.531 3.000 3.000 4.337 40.251   ### 11124 3.137 2.007 4.1523 3.531 3.000 3.000 4.132 3.130   ### 11124 3.137 2.007 4.1523 3.531 3.000 3.000 4.132 3.130   ### 11124 3.137 2.007 4.1523 3.531 3.000 3.000 4.132 40.1320   ### 11124 3.137 2.007 4.1523 3.531 3.000 3.000 4.132 40.1320   ### 11124 3.137 2.007 4.1523 3.531 3.000 3.000 4.132 40.1320   ### 11124 3.137 2.007 4.1523 3.531 3.000 3.000 4.132 40.1320   ### 11124 3.137 2.007 4.1523 3.531 3.000 3.000 4.132 40.1320   ### 11124 3.137 2.000 1 11.974 (3.000) 7.68    ### 11124 3.137 3.137 2.000 1 11.974 (3.000) 7.68    ### 11124 3.137 3.137 3.000 1 11.974 (3.000) 7.68    ### 11124 3.000 1 10.0	Net Margin	30.304	11,000	806.13											20.2.7			I
Ing-Marketing   Dept   1.104   2.932   5.961   4.999   5.822   4.833   2.314   5.953   6.181   4.450   4.450   5.502   53,000	% of Gross sales	39.9%	35.2%	36.5%	36.8%	35.7%	36.7%	37.1%	38.1%	33.1%	38.1%	38.1%	38.1%	37.0%	37.8%			Ī
d. securing         12         78         11         107         10         17         10         33         33         41         340           d. Securing         1 422         702         1877         813         2 142         5677         1 202         1 743         707         133         343         1,343         1,943         1,943         1,943         1,943         1,943         1,943         1,943         1,943         1,943         1,959         3,182         1,943         1,959         3,182         3,182         3,182         3,182         3,182         3,182         3,182         3,182         3,182         3,182         3,182         3,183         3,000         3,183         3,000         3,783         3,182         3,182         3,182         3,182         3,183         3,000         3,183         3,000         3,183         3,000         3,183         3,000         3,183         3,182         3,182         3,182         3,182         3,182         3,183         3,000         3,183         3,000         3,183         3,000         3,000         3,000         3,500         3,500         3,500         3,500         3,500         3,500         3,500         3,500         3,500	Advertising - Marketing Dept	1 104	2 932	5.061	4 909	5 822	4 863	2314	5 953	6 181	4 450	4 450	5 582	53 600	50 920			
description         1.25         702         1.877         813         2.12         677         1.020         1.743         707         1.315         1.943         18,750           supprince         1.412         1.951         1.97         2.982         3.717         2.982         3.773         3.759         1.182         3.1589         3.258         3.121         3.286         3.577         3.193         3.090         3.791         3.193         3.488         3.188         3.962         3.281         3.092         3.172         3.193         3.093         3.791         3.193         3.188         3.188         3.062         4.912         3.122         4.181         5.493         5.093         5.093         5.093         5.093         5.093         5.093         5.093         5.093         5.093         5.093         5.093         5.093         3.188         3.193         3.888         3.713         3.093         3.188         3.129         3.122         4.881         5.000         5.000         5.000         5.000         5.000         5.000         5.000         5.000         5.000         5.000         6.250         5.938         11.04         12.297         12.298         37.13         3.000	Unit-level merketing		ī2	76		-	107	10	17	10	ខ	<u>ب</u>	4	3	373			
descriptions         1412         1091         1671         2092         3747         3579         1182         456         3445         258         248         258         2182         3913         3902         3912         3913         3912         3913         3912         3913         3912         3913         3912         3913         3912         3913         3912         3913         3912         3913         3912         3913         3912         3913         3912         3913         3912         3913         3912         3913         3913         3913         3913         3913         3912         3913         3913         3913         3913         3913         3913         3913         3913         3913         3913         3913	Building & security	1,525	702	1.877	813	2,142	677	1.292	1,743	707	1,315	1,315	1,043	15,750	15,750			
the         3135         3086         3255         3121         3099         3007         3109         3007         3109         3105         3171         3182         3108         3125         3126         3128         3108         3128         3128         3109         3000         3191         5403         5,500         4,525         4555         4572         2,427         12,399         6,177         4,930         2,016         6,433         5,000         5,000         6,250         5,580         4,527         6,250         5,580         4,527         3,630         3,031         3,000         2,016         6,433         5,000         5,000         6,250         5,580         4,527         2,237         12,399         6,177         4,930         2,016         6,433         5,000         4,537         42,517         12,399         6,177         4,930         2,016         6,433         5,000         4,527         23,519         3,713         3,000         3,000         4,527         23,519         23,237         3,000         3,000         4,527         23,527         23,527         23,527         23,527         23,527         23,527         23,527         23,527         23,527         23,527         23,527 <td>General expense</td> <td>1.412</td> <td>1.091</td> <td>1,671</td> <td>2,092</td> <td>3 747</td> <td>3.579</td> <td>1,182</td> <td>1,558</td> <td>3 445</td> <td>2,589</td> <td>2,589</td> <td>3,237</td> <td>31,192</td> <td>31,182</td> <td></td> <td></td> <td></td>	General expense	1.412	1.091	1,671	2,092	3 747	3.579	1,182	1,558	3 445	2,589	2,589	3,237	31,192	31,182			
######################################	Insurance	3.135	3,086	3,256	3 121	3,289	3,507	3 109	3 806	3,791	3,188	3,188	3,188	39,662	40,257			
A REMEMBRANCE 248 2.055 4.572 2.427 12.379 6.177 4.930 2.016 6.433 5.000 5.000 6.250 69.588 6.500 6.25	Payroll taxes	3 914	3,475	4 505	3,331	3,609	4,132	3 129	3,132	4 161	5,493	5,087	5,550	49,518	51,534			
Paralling expenses 20,050 27,477 31,397 29,079 44,552 35,391 30,095 37,10 30,09 30,09 4,537 42,257 11,04 11,259 11,04 11,259 123,251 11,04 11,259 123,251 12,051 11,04 11,051 12,051 12,051 11,04 11,051 12,051 12,051 11,04 11,051 12,05	Repart & marrienance	2.348	2,055	4 572	2,427	12,379	6.177	4 930	2.016	6 433	5,000	5,000	6,250	59,588	60,482			
### 11.208 11.005 24.477 31.397 26.079 44.562 36.361 30.985 39.120 40.735 41.320 11.024 11.229 123.281 11.024 11.229 123.281 11.224 12.300 24.477 31.397 26.079 44.562 36.361 30.985 39.120 40.735 41.320 30.915 41.320 42.4189 11.224 9.421 21.003 11.974 (3.610) 768 (1.507) (1.430) 5.455 31.319 26.265 26.561 14.325 11.228 11.2	Supplies	6.426	3 729	3 063	3,933	3 848	4 326	3 826	4,598	3713	3,630	3,630	4,537	49,257	49,257			
### 11.254 0.427 21.007 0.44.522 35,341 30,685 30,120 40,729 41,320 36,915 41,267 424,189 11,224 0.447 21,003 11,974 (3,610) 768 (1,507) (1,430) 6,653 31,319 20,265 26,581 143,612 11,424 0.685 15,060 76,775 3.175 0.685 12,061 143,612 11,627 12,066 11,025 12,060 12,025 12,060 12,025 12,060 12,025 12,060 12,025 12,060 12,025 12,060 12,025 12,060 12,025 12,060 12,025 12,060 12,025 12,060 12,025 12,060 12,025 12,060 12,075 12,060 12,075 12,060 12,075 12,060 12,075	Coinces	8 1 <b>8</b> 6	7 395	7.313	8.453	9715	8 993	11.104	13,297	12 299	15,623	11,624	11,259	125,261	132,144			ļ
11.24 9.41 21.903 11.974 (3.610) 788 (1.507) (1.430) 9.683 31.319 20.268 28.981 143.512 (1.507) (1.430) 9.683 31.319 20.268 28.981 143.512 (1.507) (1.430) 9.583 31.319 20.268 28.981 143.512 (1.508) 9.7491 9.514	Other operating expenses	28,050	24,477	31,397	29,079	44,552	36,361	30,895	39,120	40,739	41,320	36,915	41,267	424, 189	431,880			
Technicion 11,208 11,005 15,060 7,491 9,514 15,627 12,068 11,522 14,380 10,969 10,969 13,712 143,345 19,969 19,969 13,712 143,345 19,969 19,969 13,712 143,345 19,969 19,969 13,712 143,345 11,71 9,43 1,612 1,485 5,480 5,480 17,71 9,53 5,942 7,572 17,572 17,572 17,572 17,572 17,572 18,000 19,000 1	Unit-level profit % of Gross sales	11,254 11,4%	9,421 9,8%	21,903 75.0%	11,974	(3,610)	286	(1,507)	(1,430)	5,653	31,319	29,265	28,581	143,512	187,574			1
8195 823 8612 832 1485 5480 6240 7653 5942 7653 5942 77,572 17,572 1177 94 5,774 83 80 (1941) (149) 18 64 787 787 983 0,908 0,908 (0,320) (0,320) (0,021) (7,004) (3,932) (14,590) (20,124) (19,005) (19,234) (18,644) 13,621 11,697 7,944 (88,603)	Management compensation	11 208	11 005	15.080	7 401	0 514	15.627	13.048	. 63	14 190	0000	1000			13.646			ı
(0.320) (0.321) (7.004) (3.332) (14.590) (20.124) (15.005) (15.234) (15.44) (15.01) (15.01) (15.01)	Occupancy charges	8 195	8 243	8610	A 749	1 485	5.480	5,008	11.5Z	7653	, C. S.	10,969	\$2,712	75,545	77 677			
(3.50) (3.50) (7.004) (3.502) (14.600) (7.004) (3.502) (14.600) (7.004) (3.502) (3.502)	Unit-level G&A	1 171	2	5.274	8	80	(194)	(149)	18	2.8	787	787	983	8,998	8,548			
	Unit-level EBITDA	(9,320)	(9,921)	(7,064)	(3,932)	(14,690)	(20,124)	(18,905)	(19,234)	(18,544)	13,621	11,567	7,944	(88,603)	(61,991)			

	Location: MCOM	2	3		) ;		7			; ;	; = -		ជ -		۸.	<b>ω</b>	•	
		41112	4	5	ABRILL	May-13	5 13	<u>*</u> ₩-13	Aug-13	2 <u>565-13</u>	<u> </u>	Nov-13	<u> </u>		FY'14	FY'15	FY16	FY"17
CAN	Check Average	7,904	9,103 \$9,08	12,545	10,078	10,103	12,037	9,955	9,547	11,599	9,090	9,153	10,422	121,548	113,927	110,357	110,357	
		6.24%	7.47%	10.49%	8 14%	W57 B	10.00	nac e	7000	9	MOC 4	4 4 6 6	40.00		67.40	38.27	.r.ue	1
	Gross Sales	68.926	82.515	115.588	89.935	96 623	1000	91 248	AR 150	9.047	5 ca 6		3 5					
20,000   20,000   20,000   211,000   20,005   21,410   20,000   24,511   20,000	Net sales deductions	(835)	(2 039)	(4 009)	(3.280)	(3 205)	(2 804)	(2 244)	1 808	0.56	130	1	1 577	1,104,540	1,001,700	1,022,920	1,029,085	
20233 2242 31189 2396 2595 2949 24653 2133 28948 21,825 21,825 28,84 22,	Not sales	68,090	80,476	111,879	86,655	93,418	107,848	89,004	88,342	103,900	79,177	79,768	90,778	1,077,335	1,029,120	1,000,879	1,006,920	.1
294%   294%   294%   296%   296%   206%	Food cost	20 263	23 424	31 188	23.056	35 050	70 400	74.661	74 13	3		3	2					
## 17.116 19.289 24.34 19.759 20.560 25.877 20.93 23.850 17.934 18.067 20.94 24.28 23.48 2	Food Cost %	29.4%	29.4%	26.0	3 2	200	74.67	27.003	24 133	20,940	21,036	21.020	(4,85)	300,332	200,039	2/8,189	279,869	
at         24.0%         24.4%         19.78         24.9%         20.90         25.97         20.93         23.95         17.94         18.007         20.90         23.9%         22.9%         23.9%         23.9%         23.9%         23.9%         23.9%         23.9%         23.9%         23.9%         23.9%         22.9%         42.9%         4	abor cost	7.16			20.03	70.87	20.7%	27.0%	27.4%	21.2%	26.8%	20.9%	26.9%	27.2%	27.2%	27.2%	27.2%	
248%   224%   271%   226%   273%   274%   276%	Labor Cost per Guest	ā	19,289	24 434	19.758	20.590	25 877	20 637	20 683	23 850	17,934	18,067	20,561	248,795	236,954	230,452	231,843	
Addition	Lebor Cost %	24.8%	23.4%	21.1%	22.0%	21.3%	23.4%	226¥	23.5%	22.4%	22.3%	22.3%	22.3%	22.5%	33.54	33.55	3	
	Net Margin	30,712	37,763	56,258	42941	45.889	62.480	43 763	11.525	51 103	ž Ž	10 201		200	(A)			1
Ing Dept         1,104         2,648         3,973         4,371         4,044         3,132         1,091         4,397         5,256         3,323         4,153         41,443         39,371         35,434         31,800           1,179         1,264         1,875         7,85         1,251         2,634         1,551         2,634         1,531         4,143         3,323         4,153         4,143         39,371         35,434         31,800           2,599         1,739         1,885         1,255         1,685         1,681         1,617         1,171         1,489         1,335         1,335         1,231         19,337         19,	% of Gross sales	44.6%	45.8%	48.5%	47.7%	48.5%	47.4%	47.9%	47.1%	48.0%	49.2%	49.2%	49.2%	47.8%	49.2%	49.2%	49.2%	49.2%
1176 1.26 1676 765 1.251 260 1677 1771 1456 1.53 26 20 20 20 20 20 20 20 20 20 20 20 20 20	Advertising - Marketing Dept	1.104	2.648	3 973	4.371	4 044	3 132	681	4 397	306	1 101	101	4 153		10771	36.32	34 800	
1,175   1,284   1,876   785   1,251   2,604   1,511   9,54   3,74   1,305   1,305   1,307   19,307	Unit-level marketing		24	32	29	ō	o	4	3.	8	8	8	3 8	240	73.55 -	2,12	101	
2,009 1,739 1,485 1,155 1,164 1,167 1,171 1,159 1,164 1,167 1,172 15,000 1,172 1,170	Busing & security	1,179	1.284	1 876	785	1,251	2.604	1.531	954	3,374	1,385	1,385	1,731	19,337	19.337	19.337	19.337	
27.09 2.075 2.204 2.113 2.227 2.075 3.105 2.507 2.075 3.105 2.507 2.075 3.105 2.075 2.075 3.105 3.105	General expense	2,939	1,739	1 485	1,155	1.648	1617	1,171	1 458	1 157	1.313	1.313	1,641	18,637	18,637	16.773	15 096	
2549   2694   2695   2549   2575   2525   2569   3735   3186   2695   2495   2395   2425	Insurance	2 108	2.075	2 204	2 113	2 227	2.375	2.105	2 578	2.567	2154	2,154	2.154	26.811	27.214	27 622	28.036	
1968   1968   1968   1968   1975   1968   1975   1976   1976   1978	Payrol (axes	2,649	2 894	2 517	2.527	2.656	3 188	2.630	2,550	3.336	2,423	2,436	2,857	32.654	31,571	31,224	31.605	
2591 6395 4573 3000 4955 2193 3026 5114 6305 1219 37569  5981 6395 5258 5072 6194 5594 6114 7870 5492 5740 4078 4001 69271 6914 6914 6914  5981 6395 78,400 22,740 26,700 21,207 22,760 24,820 24,820 22,877 22,007 22,870 24,820 24,870 22,877 22,007 22,870 24,870 22,877 22,007 22,877 22,007 22,877 22,007 22,877 22,007 22,877 22,007 22,877 22,007 22,870	Repairs & maintenance	1 958	3 095	4,689	3,735	3 165	2,460	3 549	2.693	3,248	3,152	3,152	3,940	39.037	39,622	35 060	35.000	
Operation         5,941         6,335         5,068         5,002         6134         5,941         6114         7,870         5,482         24,975         4,001         69,211         69,114         64,300           10,239         18,133         26,469         22,749         23,567         22,760         24,628         24,628         22,677         10,789         71,514         119,043         239,100         222,044         22,017         10,789         17,514         119,043         23,178         222,044         22,044         22,044         22,044         22,044         22,044         22,044         22,044         22,044         22,044         22,178         22,1	Supplies	2.595	2.548	4 573	3.030	4.565	2.183	3 926	3 213	4,342	3,306	3,308	133	41,721	41,721	37.549	37.549	
10239   16,100   20,412   22,033   20,406   22,744   26,760   21,207   22,750   26,255   16,697   22,277   19,769   17,514   19,449   239,100   212,704   224,125	Caraca	5 941	6 336	5 058	5 002	6 194	5.694	6 114	7.870	5,482	5,740	4,978	4.801	69,211	66,114	64,300	64.688	
16,239 18,130 20,891 20,195 21,109 29,221 20,985 18,697 22,277 19,789 17,814 19,948 239,103 222,304 224,125 231,157 14,995 18,335 22,595 22,595 22,595 22,425 23,1457 20,995 20,9	Outer operating expenses	20,472	22,633	26,406	22,748	25,760	23,267	22,750	25,928	28,626	22,817	22,067	25,438	289,100	283,622	268,110	264,052	- 1
1.15% 2.15%	Unit-level profit % of Grass sales	10,239	18,130	29,851	20,195	21,109	29,224	20,988	18,597	22,217	18,769	17,814	19,943	239,108	222,304	224,128	231,157	- 1
Demandor         8 121         8 345         10 320         8 088         8 084         9,277         9,001         8 093         12 544         8,125         10,150         108,233         108,233         110,839           6         9.98         6.980         6.960		17.5%	10.37	20.07	46.22	27.5%	20.4%	23.0%	17.7%	20.9%	20.8%	22.0%	21.6%	21.7%	21.1%	21.9%	22.5%	1
6 6 918 6 918 6 960 6 96	Management compensation	8 121	8 349	10,320	8,088	B 094	9,227	9.001	8 093	12 544	e. 125	8,125	5 5	108,233	108.233	110,939	113,712	
(5.30) (543) 11,051 4,729 5,655 12,619 4,562 148 1,972 1,225 2,269 2,266 41,225 24,440	Company marges	6,918	6.918	6 960	6.960		6,960	6,960	6.960	5,960	6,960	<b>0.96</b> 0	6,960	83,436	83,436	83,436	83,436	
(5.30) (543) 11,001 4,729 5,055 12,019 4,562 148 1,072 1,225 2,259 2,250 41,225 24,40	CIII HEVER GOA	9,90	. 5	910	418	6.960	419	432	395	801	450	459	574	6,214	5,904	5,313	4,782	
	Untt-level EBIYDA	(5,330)	(543)			6.960 410												1

Unit-level EBITDA % of Gross sales	Management compensation Occupancy charges Unnt-level G&A	Unit-level profit % of Gross sales	Other operating expenses	Utilities	Supplies	Repairs & maintenance	Payroll taxes	Insurance	General expense	Building & security	Untilevel marketing	Advantage Marketta Park	% of Gross sales	Net Marcin	Labor Cost %	Labor Cost per Guest	F000 C081 %	Food cost	Nat seles	INST SERES GEGUCTIONS	Gross Sales		Check Average	Guest Count	Location: NOCLY	•
46,151 17.7%	14 082 20.732 1 215	82,179 31.5%	48,021	11.432	7.789	5.622	7 543	4 291	.3 86	4 575	Ę		49.2%	300	20.9%	54.420	28.4%	74,119	256,739	(3 820)	260,559	7.06%	\$7.57		El-uer	<b>.</b>
50,859 18.6%	18.671 20.732 667	90,928 33.3%	46,198	8.848	10.938	4.780	7.490	4 225	3 584	3.388	2.932		50.2%	1	18.2%	.49 642	28.2%	76,983	283,751	(9 668)	273,418	7.41%	\$8.37	,	Feb-13	- د
82,831 22,0%	20 953 26 289 594	130,668 34.7%	59,490	9,434	9.980	7.148	9 458	4 439	6.268	4 122	8 <b>5</b> 39 2		50.5%		18.2%	68 564	27.2%	102,356	360,978	(15 208)	376,185	10.19%	\$8,31		Mer-13	
02,522 21.0%	16,398 20.732 824	100,475 33.7%	49,702	9,183	8,805	6 063	7.659	4 255	4 278	4 480	4.951 28		50.4%	1	17 0%	53,418	27.6%	82,141	286,737	(12.395)	298, 132	8.08%	\$8.07		Apr.13	
61,152 20.5%	16.561 20,732 877	99,422 33.3%	51,979	10 878	8.173	6 489	7.511	4 484	4 357	4 080	5,822 191		50.7%	10.0%	12 24	56,291	26.4%	79,002	286,693	(12,030)	298,723	9.60.8	34,710 \$8.61		Mey-13	
71,877 19.7%	19,224 20,732 690	112,523 30.9%	69,744	12,432	13 023	15 391	8.868	4 782	4 816	5 569	4 863		50.1%	10.7.7	10 44	70 609	26.0%	94 561	347,437	(16,702)	364,139	%BB.6	\$8.49	,	strouts ,	
51,740 18.3%	14 586 20 732 736	87,795 31.0%	53,162	13 920	10.407	7 383	305	4 238	95	3 631	2.314		49.8%	20.37	35.74	57,599	25.9%	73.317	271,873	(11,421)	283.293	7.67%	\$8.40	ŀ	ST-THE	
41,356 14.9%	15 188 20 732 690	77,966 28 0%	57,928	13 106	9.378	9 925	7.025	5 187	3 610	3541	5.953 2		48.9%	20,72	3	57.556	26.6%	74,037	267,487	(10.641)	278,128	7.53%	33,4ZZ \$8,3Z	•	Ayg-13	, -
38,833 11.0%	19 101 41 608 1,069	98,610 29.5%	60,057	12 812	9.918	8 151	8.513	5 160	4 1	4 445	6,384		47.4%	40.870	3	69,961	28.0%	93,908	322,538	(12,269)	334,804	9.07%	42,002 \$7.97	G	992-13	; <u>-</u>
88,500 22.0%	15,848 21,658 694	104,700 34.6%	51,639	9,487	9.185	000	7.363	1,22,0	4 200		5,008 34		51.7%	27.61	90	57,994	26.6%	80,516	294,850	(7,612)	302,462	8.19%	37,240 \$8.12	-	0d:13	: <b>-</b>
60,116 20.8%	15,848 21,658 694	88,316 34.1%	50,918	9,029	9.195	8.061	7,100	1353	4 .		5,00 <b>6</b>		51.7%	2.281	i c	55,358	26.6%	76,857	251,449	(7,266)	288,715	7.82%	35,548 \$8,12		Nov-13	i <b>-</b>
71,455 21.4%	19,810 21,658 868	113,790 34.2%	58,428	7,685	11,493	10.077	B 346	4.163		4 8 4 6	6,258		51.7%	4.7 AI	5 36	63,684	28.6%	88,695	324,798	(8,385)	333,183	9.03%	41,023 \$8.12	5	13 Dec-13	· <b>-</b>
703,192 19.0%	208,389 277,991 9,720	1,197,272 32.4%	655,286	128,246	118.294	97 153	2 1	£ 5.	2 1 2	5	59,233 346		1,852,538	K. W. R.	Ė	715,295	27.0%	996,493	3,564,327	(127,417)	3,691,744		\$8.23	8	Total	
725,359 19.6%	206,369 277,991 9,234	1,218,983 32.9%	655,000	129,249	118.294	28.610	91,000	20.00	41.5	5	56,271		1,874,753	19.47	ŝ	717,657	27.0%	999,783	3,592,192	(111,738)	3,703,930	ĺ	449,517 \$8.24	1	FY14	
753,818 20.3%	211,528 277,991 8,311	1,251,646 33.8%									50,844		1,876,299	ı		718,249			3,595,165				449,761 \$8.24		PY'15	
759,476 20.5%	216,816 277,991 7,480	1,261,763 34.0%	616,348	129,480	106,464	88 749	95.622	54.000 54.000	200	5	45,579	ı	1,878,112 52.2%	ı		718,942			3,598,628				450,005 \$8.25		FY'16	
755,080 20.3%	222,238 277,991 7,480	1,262,788 34,0%	618,045	129,668	108.484	88 749	96.783	57 448	30.00	S & &	45,579	- 1	1,580,834	ı		719,984			3,603,843				450,371 \$8.25		5 FY"17	

Location: NOG	1 2 <u>Jan-13</u>	1 3 <u>Feb-13</u>	Mer-13	5 Apr-13	1 6 <u>May-13</u>	1 7 <u>Jun-13</u>	1 8 <u>Jul-13</u>	1 9 <u>Ay<b>o-13</b></u>	10 Sep-13	Oct-13	1 12 <u>Nov-13</u>	13 Dec-13	<u>Total</u>	2 FY14	3 FY:15	1 4 FY16	5 FY'17
Guest Count Check Average	18,483	19,131	26,395	20,086	19,609	5 25,491	18,990	19,740	5 23,489	17,934	18,203	5 22,198	52 249,749	234,026	228,660	226,680	227,793
Gneck Average	\$8.88	\$9,41	\$9.65	\$9.66	\$9.98	\$9.66	\$9.61	\$9.56	\$9.50	\$9.49	\$9.49	\$9.49	\$9.54	\$10.08	\$10.22	\$10.44	\$10.77
Gross Sales	6.89%	7.58%	10.69%	8.14%	8.21%	10.33%	7.66%	7.92%	9.36%	7.14%	7.25%	8 84%					
Net sales deductions	164,197 (3.539)	180,105	254,638	194,026	195,664	248,221	182,471	188,624	223,037	170,181	172,737	210,648	2,382,547	2,358,734	2,316,767	2,385,868	2,453,285
Net sales	150,658	(7,099) 173,005	(11 516) 243,121	(8 964)	(10,023)	(10.646)	(7 601)	(7.789)	(9,589)	(4,997)	(5,072)	(6,185)	(93,021)	(81,054)	(79,611)	(81,299)	(84,303)
net seles	100,036	173,005	243,121	185,063	185,641	235,575	174,870	180,835	213,448	165,184	167,665	204,451	2,289,526	2,277,681	2,237,158	2,284,589	2,368,983
Food cost	50 667	52 889	69.814	52,460	52.895	67 551	51 485	52.665	62,922	46,789	47.491	57.914	665.544	658,892	647,169		
Food Cost %	30 9%	29 4%	27.4%	27.0%	27.0%	27.4%	28.2%	27.9%	28.2%	27.5%	27.5%	27.5%	27.9%	27.9%	27.9%	660,885 27.9%	685,304
Labor cost	42 643	39 273	51.792	40 368	40,812	54 411	43 775	41.541	49.848	36,784	37,336	45.530	524,112	518,874	509,642	520,443	27.9% 539,673
Labor Cost per Guest			••	-0.000		5447.	-5,115	41,541	49,040	30,764	37,330	45,550	324,112	310,074	309,042	520,443	339,073
Labor Cost %	26 0%	21.8%	20.3%	20 8%	20.9%	22.1%	24.0%	22.0%	22.3%	21.6%	21.6%	21.6%	22.0%	22 0%	22.0%	22.0%	22.0%
Net Margin	67,348	80,843	121,515	92,235	91,934	113,613	79,610	86,629	100,679	81,611	82.837	101,017	1,099,869	1,099,915	1,080,345	1,103,241	1,144,005
% of Gross sales	41.0%	44.9%	47.7%	47.5%	47.0%	46.1%	43.6%	45.9%	45.1%	48.0%	48.0%	48.0%	48.2%	48.3%	48.3%	48.3%	48.3%
Advertising - Marketing Dep																	
Unit-level marketing Dep	1 104	2 932	8 965	4,951	5 822	4 863	2.314	5 953	6 181	5,057	5,057	6,321	59,520	56,544	50,889	45,800	45,600
Building & security	5.628	12 3 415			1	-			22	0	0	1	39	37	33	30	30
General expense	2 010	2 014	4 719 2 913	4.449	3,928	4 415	6,027	3 540	4.665	4,166	4,166	5,207	54,325	54,325	54,325	54,325	54,325
Insurance	3 251	3 201	3 375	2,585	2 433	2.665	2,593	2.389	2 339	2,397	2,397	2,996	29,730	29,730	26,757	24,081	24,081
Payroll taxes	5 591	5.357	3 373 6 582	3 235 5,051	3.409 4.894	3,636 6,266	3.223	3 945	3,930	3,305	3,305	3,305	41,121	41,737	42,363	42,999	43,644
Repairs & maintenance	5 742	1 978	20 190	1 360	3.929	11 603	4.968 9.075	4,631 7,434	5,812 7,292	4,495 8,245	4,546 8,245	5,578	63,771	63,284	62,803	64,193	68,375
Supplies	6.831	6 066	9 872	6.785	7.216	7 888	6.853	6.273	9 335	6,245	6,906	10,306 8,632	95,399 89,560	95,830 89,560	87,147	87,147	87,147
Utilities	12 235	10 349	10.769	5 985	10 701	10 973	13 472	10 811	12 428	8,934	11,049	8.878	127,585	126,925	80,604 124,666	80,604 127,308	80,604 132,012
Other operating expenses	42,392	35,323	67,388	35,401	42,332	52,309	48,523	44,977	52,004	43,504	45,670	51,224	561,048	558,971	529,588	526,458	534,019
Unit-level profit	24,956	45,519	54,127	56,834	49,601	61,304	31,086	41,651	48,675	38,107	37,167	49,793	400 464 T		850.757	252 524	
% of Gross sales	15.2%	25.3%	21.3%	29.3%	25.4%	24.9%	17.0%	22.1%	21.8%	22.4%	21.5%	23.6%	538,821 22.6%	540,943 22.9%	23.8%	575,753 24.4%	609,986 24.9%
Management compensation	11 958	-13.075	15 431	13 301	12 801	15.731											
Occupancy charges	22.102	21,461	22.673	22,673	12.801 22.673	15.731 22.673	10.810 22.673	12,939 22,673	15,651	12,464	12,464	15,580	182,205	162,205	166,260	170,417	174,677
Unti-level G&A	730	364	22,073	373	22,673 445	22,673 351	22.6/3 348	22,673 350	23,381 1 081	22,673 341	22,673 341	22,673 427	271,002 5,502	271,002 5,227	271,002 4,704	271,002	271,002
		J.4	331	3/3		331	348	350	1,001	341	341	421	5,502	5,227	4,704	4,234	4,234
Unit-lovel EBITDA	(9,834)	10,619	15,672	20,486	13,682	22,549	(2,745)	5,688	8,562	2,629	1,689	11,113	100,112	102,509	108,790	131,101	160,073
% of Gross sales	-8.0%	5.9%	6.2%	10.6%	7.0%	9.2%	-1.5%	3.0%	3.8%	1.5%	1.0%	5.3%	4.2%	4.3%	4.7%	5.5%	6.5%

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Unit-level EBITDA % of Gross sales	186,85 11.0%	267,03 16.9%	080,58 %E.51	858,AA 20,71	788,88 #9.81	815,74 %0.81	252,65 27,51	2,934	788,687 A & B	160 Zi	025,75 95 A1	35,774	SCT, C83.	687,183	\$18,884 240 ht	258,883 20 71	784,124 191 A1
Unit-level G&A	£26	707	101	674	950	(EZS E)	667	085	527	(691)	(169)	(211)	80>	388	348	314	PIE
Occupancy charges	61211	15,539	6ES ZI	15 238	PPO'PL	250,51	990.71	669 91	£19,71	14,304	14,304	14,304	£09,07r	£09,071	£08,071	£08,071	170,603
Management compensation	996 41	801.31	762,02	ZZ6,71	14 831	157.81	15,266	201 31	23,742	15,804	15,804	A27,61	168,115	168,115	881,71S	816,555	228,183
% of Gross sales	34.3%	29.1%	XC.7S	%2.85	%0'8Z	58.0%	₩0.1€	XFE!	20.6%	28.1%	%	25.8%	25.7%	52.9%	%8'9Z	%1.75	27.2%
Unit-level profit	Z96,88	115,60	8972'06	S80,81	\$28,EY	164,81	Y8C,8T	38,219	899,17	STEAT	882,78	159'69	10,008	OTC,338	S&Y,CY8	882,468	199,868
Other operating expenses	567'77	875,03	262,88	159,81	505,18	696'09	47,299	828,78	69,855	52,055	333,63	119'89	850,888	697'999	517,850	267,718	175,158
999300	658 01	0766	10 154	111 01	11612	872.51	12 890	13 649	13.526	011,01	688,7	6,393	118,161	132,169	132,048	132,201	133,755
enipidine	801 11	942.9	13,526	6.555	8 159	12,362	260'8	907.71	13 333	10,564	105,01	13,205	TIT,EEI	TIT,EEI	120,345	120,345	120,345
Repairs & maintenance	968.1	1855	84111	699 Z	7.285	74S 6	S89'S	660 Z	288. hr	6,843	6.843	1.22,8	770,98	C11.08	\$1,372	\$75,18	81,372
Payroll taxes	5.603	846 9	990 6	7,020	968.8	928 7	548.2	767.0	669.8	6,823	875,8	9ZZ.7	281,86	142,88	218,88	092,78	89,562
eouzansu	LSP E	ECA.E	585 €	9€⊅ €	3,622	Z98 €	3 423	061 P	471 A	3,512	3,512	3,512	688.EA	646,44	800,21	688,21	194,85 186,34
Genetal expense	082 9	(419)	OPP E	3.269	Zep e	93€€	169 2	188.5	3 021	2,929	2,929	199,E	SA7,86	36,742	880,EE	197,65	197.65
Brilding & security	169.5	918.5	612.8	629 \$	607 A	761.7	5.351	126 6	187.2	\$9Z'9	6,265	168.7	<b>785,87</b>	786.27	78C.25T	786,27	EZE SZ
Unit-level marketing	-	ir	7	£	1		8		888	2	2	6	614	870,82 89£	845,02 855	353 42'454	45,424 FCF
Advertising - Marketing Dept	101,1	ZE6 Z	6639	156 7	5.822	€99 ₹	2314	£\$6.8	181.3	800,8	800,8	82.8	69,030	820 95	12705	PGP SP	VCV 57
% of Gross sales	%9°E7	%0°97	%0'8Þ	48.2%	%Þ.75	%L'97	%1.03	39.2%	%L'07	%9'Z1	₩9.7A	%9°27	%8 SP	%1'27	%1.7A	%1.7h	%1'ZP
nigraM tak	723,001	£68,80?	039,881	120,694	125,156	024,761	123,666	102,756	141,522	YSA,YS1	116,774	128,265	1,492,669	1,499,838	197,861,1	1,600,203	EAB, TIB, F
Labor Cost %	%E EZ	31.3%	%L'0Z	%E'12	20.6%	21.7%	%6 GL	24.7%	%E 62	21.5%	31.5%	71.5%	21.6%	%9 1Z	21.8%	71.6%	21 8%
Labor Cost per Guest										*****				728,017	876,807	008,017	951,917
Labor cost	917.53	21015	987 89	198.88	15005	63 923	19 138	619,48	81,028	565,78	788,52	178,72	220,017	759 D17	#8.85 #8.85	%8'6Z	%9'6Z
Food Cost %	31.2%	968 DE	28 S#	%Z:8Z	28 3%	%0 8Z	%1 /Z	%S CE	33.7%	29.0%	<b>59.0%</b>	782,87 782,87	E72,178	201,278 201,002	112,178	858,578 298 05	S40'#86
Food cost	708.17	53 629	78£,89	£28,67	TITAT	85 343	788,83	017.78	696,911	<b>9</b> 77,77	175.17	765 87	629 120	207 220	119 120	969 620	920 F80
solse 1911	556,009	868,465	323,514	250,084	726,324	783,685	539,660	910,885	339,513	Z65,697	240,735	264,423	3,174,264	3,182,668	129,971,6	2,183,642	3,221,077
Net sales deductions	(4 193)	(0EP P)	(860.7)	(278.11)	1574.61	(10.754)	(810 T)	(040,7)	(600.8)	(660,2)	(678,4)	(561,33)	(66,233)	(78,409)	(TEE,8T)	(8SA.8T)	(086,85)
Gross Sales	230,202	238,968	330,552	261,456	667,685	144,465	818,815	262,119	\$\$\$.74C	867,T8S	245,409	269,556	765,685,C	872,185,6	785,885,£	3,262,069	3,300,426
	%90 Z	<b>%EE.7</b>	%#1 D1	%Z0 8	<b>%01.8</b>	%00'8	%15.Y	%Þ0 8	%/9:01	8.22%	<b>%89.7</b>	#YS.8					
Check Average	808,8S 89.78	726,82 \$8,41	39,174 \$8,44	12,134 \$8,14	\$6,95 58.83	177,SC 88.88	59.6\$	011,AC 88.T&	202,12 27.82	881,66 70.82	S82,00 T0.82	C8C,CC T0.82	39,921	TTT,10> S1.88	402,244	117,50>	S1.62
Guest Count		754.85	PZ 1 02	72.02	******		177.72		ç	7	7	9	29				
Focsilon: NOJ	<del>7</del> 80-13	रान्वय	ST-18M	SC-19A	CI-YEM	480-13	द्यानम	<b>ELRYA</b>	<u>800-13</u>	ठवनाउ	ET-YON	<u>61-200</u>	<u>leioT</u>	FYM	SI'YA	FY'16	71.74
	Z	E	7	ç	9	L	8	6	01	11	Zı	EI		ζ	ε	. *	. s

Unit-level EBITDA % of Gross sales	Management compensation Occupency charges Untillevel G&A	Unit-level profit % of Gross sales	Other operating expenses	Unkties	Supplies	Repairs & maintenance	Payroli taxes	Insurance	General expense	Building & security	Unit-level marketing	Advertising - Marketing Dept	A CI CACOLO SECOLO	Net Margin	Labor Cost %	Labor Cost per Guest	Labor cost	Food Cost %	Food cost	Not \$505	Net sales deductions	Gross Sales		Check Average	Guest Count	Location: SLI	
(15,455) -19.8%	12.427 9.586 726	5,285 6.4%	27,772	9 897	2.571	3 496	3.852	2 805	2,467	2.428	62	1 104	38./%	33,057	27.2%		22 587	31.4%	26.112	61,756	(1.426)	83,182	6.59%	\$8.73	9,529	2 180-13	_
(2,304) -2.3%	11.363 8.586 374	18,019 18.3%	27,170	8 590	2173	3 095	3 454	2 762	345	2,703	ī.	2 932	45.8%	45,189	22.2%	1	21 913	28.5%	28 127	95,229	(3 361)	98,590	7.81%	\$8.90	10,973	3 Feb-13	_
(8,145) -4.8%	16,213 20,706 (610)	30,165 23.7%	28,403	5 082	3613	2 099	4 538	918	11.	2 547	150	5 311	6.1%	58,567	23.2%	:	29 56.	77 74	34 560	122,693	(4.475)	127,168	10.08%	\$9.29	13,695	Mar-13 5	-
(6,701) -6,7%	12,888 10,246 417	18,851 16.9%	28,049	7 233	2 683	772	3.472	2797	3 283	2 495	76	5 0 3 7	45.0%	44,900	24.5%		24 433	3	26 741	96,074	(3 813)	99.887	7.92%	\$9.15	10,918	Apr13	-
(8,634) -6.4%	12 543 8 901 494	16,305 14.7%	32,254	8719	2,682	3 510	3 329	2 949	2 780	2095	230	5 960	45.7%	47,559	23 0%		71043	300	27 676	99,176	(4 792)	103,968	8.24%	39.47	10.978	May-13	_
(6,371) -4.3%	14,385 10 553 404	19,970 15,8%	36,908	8 103	3 894	8 521	4 17 1		1716	2 202	165	J 991	45.1%	56,876	23.7%	1000	30.010	37.6	364 76	120,820	(5 207)	126,027	<b>%68 6</b>	\$9.39	13.428	7 <u>Jun-13</u> 5	-
6,972 7.2%	12 169 553 413	20,107 20.8%	23,314	5 312	2 984	2.372	3 281	7 786	1 470	3 405	5	2 44 1	48.8%	43,421	24.9%	64.05.6	44.07	20.00	36.60	93,095	(3 748;	96,842	7.68%	\$9.19	10.537	8 - 141-13 - 141-13	-
(5,105) -5.2%	11 765 3 215 403	10,278 10.5%	33,387	9.538	2671	5011	3 180	244.5	1.040		214	A 08.	¥.1	43,665	24.2%	23,770	KC.12	20,997	3	94,432	(3 843)	98.275	7.79%	\$9.17	10 710	Aug.13	-
(2,195) -1.9%	14.799 3.324 1.083	17,011 14.5%	35,631	9 654	3 627	1 2 2 2 2	3.39/	200	4.42	3 196	6.55	6 300	44.8%	52,842	24.0%	681 07	27.47	861.75	3	113,041	(4,498)	117.538	76CE 0	\$9.04	11001	Sep-13 10	-
(1,227) -1.2%	12,302 5,867 234	16,976 16.8%	30,622	9.113	2.881	100	3.424	1.9/3	. 10	, \$ 9			6.9%	47,495	23 9%	24,100	3	087'17	1	98,966	(2,338)	101.295	A 03%	\$8.82	1 287	• 11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	-
(4,211) -1,4%	12,302 5,007 234	13,992 14.6%	31,009	9719	2.881	1 2 2	2,656	1,9/3	2.5	,	, 360 0		46.9%	45,001	23.9%	96977	20.97	25,855	:	93,754	(2,216)	95 970	70194	\$	6	Nov-13	•
(2,567) -2.3%	15,378 5,667 282	18,770 18.6%	34,198	8.456	3601	0.974	2,856	2.457	2.0.52	, is	3 &		46.9%	62,988	23.9%	20,852	26.9%	30,433	} }	110,352	(2,609)	112051	2006	\$8.62		Dec.13	•
(51,941) -4.1%	158,536 91,670 4,454	202,729 16.1%	388,615	98.407	8 3	43,034	35,534	24,527	28,103	1,86/	55,0//		45.3%	571,344	24.0%	302,320	27.4%	345,714		1,219,378	(42 326)	307 708		190,90		1 <u>1</u>	
(24,719) -2 <i>0%</i>	158,536 68,000 4,241	208,057 1 <i>6.5</i> %	365,211	97 947	3 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	45,530	36,067	24,527	28,103	1.//4	52,323		47.2%	572.269	24 0%	299,205	27.4%	342,152		1,213,626	(35 079)	1 248 708		30.10		FY14	
(15,641) -1,3%	162,499 68,000 3,817	218,675 17.6%	350,359	97.70	3 50	45,734	36,608	22,074	28,103	1,590	47,090		47.2%	569.034	24 0%	297,514	27.4%	340,218		1,206,766	(34,881)	31.07		\$0.403		P(1)	
(12,842) -1.0%	166,561 66,000 3,435	225,155 18.1%	344,314	07.463	7000	4.5	37, 157	19,867	28, 103	1,43/	42,381		47.2%	569,489	24.0%	297,741	27.4%	340,479		1,207,690	134 907	1 243 607		130,403		FY10	
(15,229) -1.2%	170,725 68,000 3,435	226,932 18.2%	346,042	22,900	30,038	44./32	37.714	19,867	28,103	1,437	42,381		47.2%	572.974	24.04	299,574	27.4%	342,574		1,215,122	120		10.10	137,085		FY17 3	

220,27	905,07 #5.8	888,07 #5.8	961,78 89.5	801,58 %2.7	1,622	2,809	889'Y	22,722 23,4%	195,5 25,3	(848,4) %E.01-	%1.05,81)	7,005 12.6%	272,S1 %8.81	888,81 %1,51	%9'}! 11'8%	(887,S) %7.8-	Month-level EBITDA % of Gross seles
702	202	097	788	815	411	<b>P6</b>	84	0	o	209		10)	0	(0)	(0)	:01	AAS IBVSI-IMU
•		•		•	•	•	•					•	-	•	-		Occupancy charges
889.83	£87.7A	46,628	163.25	167'57	175,4	76≯.€	761.E	788.L	3 301	5€7 €	261 5	rsi E	FC6 7	Crr r	1998	791 E	Management compensation
%9.£1	13.8%	13.8%	ME.C.I	13.2%	8 5%	%6'6	%F 01	39.1%	11.2%	%9°0-	%¢ 9Z-	18.3%	%F 61	\$1.2%	%1 61	<b>%8</b> '0	% of Gross sales
St7,1St	119,305	996,711	388,611	108,609	011,8	008,8	670,8	60£,7S	6,695	(503)	(118,01)	981,01	BTA,&P	760,££	12,499	386	Unit-level profit
828,87	74,826	£60,b7	T10,TT	889,87	116,7	881,8	_288.Y	588,8	£18,8	£19,5	699'9	2,691	121'2	9,132	82C,8	P18'9	Other operating expenses
2,354	2,317	2,292	ATS,S	2,204	591	163	76L	9/1	121	071	092	58	291	291	941	216	Oppues
30,944	39,944	30,944	34,382	34,382	2,716	≥684	3,186	2,521	2.873	£49 Z	Z09 Z	1,222	791.4	2 045	9172	2,283	sanddng
1,323	1,323	1,323	074,r	SAA,1	271	071	071	53	22	ZZ	004	ZZ	12	153	57	68	Repairs & maintenance
29,655	751,85	29,760	28'481	CAT, TS	Z,357	2,260	7 <u>5</u> 8,2	2415	506.1	1 834	2,235	Z98'L	2,110	281 €	669 2	292°Z	הפאנמן (axes
12,685	12,498	12,313	12,131	11,952	Z'824	2,123	2,123	979	159	629	<b>46</b> 9	099	188	799	982	962	BOURINGUI
(SOA,1)	(1,402)	(888,f)	(ret.r)	(ret,r)	(257)	(909)	(604)	101	09	(5,355)	(962)	(690.1)	841	49	9Z9'Z	1201	General expense
•	•	•	-	•	-	•	-										Building & security
-	•	•	•	•	•	-											Untilevel marketing
-	•	•	•	•	•	•	•	-	•	•	•				•	•	Advertising - Marketing Dept
35 4%	35.4%	% P ZZ	22.4%	22.4%	Z0.3%	%E'0Z	20.3%	%1.bE	%9'0Z	%6.8	%9'Zi-	%Z'CZ	28.4%	%9'6Z	%E'6Z	%8'F1	% of Gross sales
197,274	161,481	192,059	190,572	100,481	13,422	13,266	12,744	33,193	12,367	2770	(\$,022)	12,850	22,650	32,229	YS8,65	015,Y	nigram review
											A1 - 1 - 0						
33.9%	%6 EE	33 8W	33.9%	33.9%	%9'SC	32.5%	%5'SE	%9°82	%7'SE	%E'Z7	%P'25	%6'SE	%9'/Z	%£'8Z	%£'8Z	3/8/6	46 1907 JOGET
								26.6%	%P'SE	%E:27	%P 25	₩8 SE	#9.7 <u>S</u>	28.3%	28.3%	₩8.7£	Labor Cost 9st Guest
298,315	293'262	280,430	288,180	124,672	%9'SC 878'EZ	875,ES #8.8E	SS8,7S #2,26	<b>39.6%</b>	%P'SE	718.02 718.02	53 018	999'61	110,55 77,6%	219.05 28.3%			Labor Cost per Guest
43 6% 43 6%	Z93'26Z	43.6% 290,430	789°180	124,87S	23'248 44'1%							999.61	22.011	216.05	110 62	DED 81	Labor cost Labor Cost per Guest
298,315	293'262	280,430	081,882	124,672	89'62	972,25	SS8,7S	198.82	77012	20.817	53 018						Labor Cost per Guest
062,818 118,686 %9.61 216,882	818,288 628,776 708,685 508,685	085,888 287,676 48,64 064,085	658,658 768,076 #8 65 081,835	129,623 43,672 129,623	879'EZ %1'77 50'588	65,56 41.% 25,276 572,62	229.12 27.022	198'9Z	77 044 43 64	218'0Z	23 018 25 120	999 61 %P'0P Z6C ZZ	34,218 42,9% 22,011	30'915 4 <b>2'5</b> % 46'062	110 EZ <b>%E'ZÞ</b> 34 325	141 CS <b>144 CS</b> 145 Bt	Food cost Food Cost % Labor cost Labor Cost per Guest
(136,1) 062,818 109,636 216,895	(SAC,1) 618,286 618,286 776 78,576 508,585	267,676 #8.64 064,085	768,076 #8.64 081,885	628,626 #3.64 154,675	23°248 74°1 <i>%</i> 28'288	28,959 41.94 23,276	34,366 S23,1%	198'9Z <b>%8'5</b> S 38'5S0	20 044 56, 115 26, 115	18'0Z %9'381	52 018 22 14	99' 61 %9' 07' 26' 22'	918,81 812,46 <b>42.94</b> 110,55	109,203 42,2% 219,062	110 EZ %E'ZV 25E PE	<b>164.81</b>	Net sakes Food cost Food Cost % Labor cost Labor Cost per Guest
062,818 118,686 %9.61 216,882	818,288 628,776 708,685 508,685	085,888 287,676 48,64 064,085	658,658 768,076 #8 65 081,835	129,623 43,672 129,623	879'EZ %1'77 50'588	65,56 41.% 25,276 572,62	SET,TT 805,NE 81,NA SS8,TS	198.85 055.85 188.85	(2) 43.9% 56,115 56,115 76,115	718,02 %6,4% 20,361 839,504	23 019 52 021 22 021 25 021 25	998 61 %7'07 Z62 ZZ 901'99	(552) 678,87 812,96 42,9% 110,55	45.2% 42.2% 46.062 46.063	(6) %6.5h 526 b6 110 65	101.65 101.65 101.65	Met sales averages in Met sales
68,088 (1,86,1) 068,818 1149,686 7,8 6A 216,882	626,838 (ShC,1) 818,838 628,776 588,585 588,585	809,788 (856,1) 085,088 297,676 6,64 064,095	(816,17) (816,17) (83,618) (84,618) (84,618) (81,835)	001,858 (088,1) (688,658 (88,658 (89,658 158,675	862,68 (601) (601) (85,68 (85,68 (1,64) (848,62	(102) 65,501 65,501 74,1% 77,65	(151) 567,77 806,66 81,66 528,15	742,79 %6.98 055.86 188.25	929'85 93'859 98'829	18'0Z %9'381	23 018 25 150 25 150	99' 61 %9' 07' 26' 22'	918,81 812,46 <b>42.94</b> 110,55	109,203 42,2% 219,062	110 EZ %E'ZV 25E PE	141 CS <b>144 CS</b> 145 Bt	Net sakes Food cost Food Cost % Labor cost Labor Cost per Guest
85.72 928,038 (88,038 (88,038 068,978 189,686 315,885	91.72 828,688 (ShE,1) 818,886 658,776 788,685	\$1,7\$ 800,728 (85E,1) 085,028 297,676 262,085	80.7\$  709,038  (816,1)  636,638  708,076  708,076	59.82 001.828 (088,1) (088,238 78,628 158,672	11,72 270,68 770,68 (601) 885,68 81,64 848,62	#26.7 #26.50 #26.60 #26.60 #1.66 #1.66 #1.66 #1.66 #1.66	11.7\$ %66.9 (151) 526.77 (151) 567.77 %1.66 553.75	56.25 67.77 675.79 775.79 8 93.86 75.86 158.25	\$6,527 69,526 69,526 69,526 67,046 72,104 72,1044	218'02 %P'97 186'02 296'CP 996'CP %EE'9	610 EZ %L 99 021 ZZ 211'07 0 411'18 0 411'18	998'61 %************************************	518,67 (529) 678,87 815,46 815,46 710,55	(0) (0) (0) (20) (0) (0) (0) (0) (0) (0) (0) (0) (0) (	(c) (c) 280,188 526 ac 380,188 110 cs	687,85 687,85 161,65 686,81	Met sales averages in Met sales
68,088 (1,86,1) 068,818 1149,686 7,8 6A 216,882	626,838 (ShC,1) 818,838 628,776 588,585 588,585	809,788 (856,1) 085,088 297,676 6,64 064,095	(816,17) (816,17) (83,618) (84,618) (84,618) (81,835)	100,011 59,88 001,858 (082,1) 158,658 558,626 158,675	862,68 (601) (601) (85,68 (85,68 (1,64) (848,62	7.95% 65,603 65,501 65,501 65,950 71,64 71,64 71,64 71,64	\$26,17 (15!) \$26,17 (15!) \$26,17 \$1,44 \$2,15	675.79 0 675.79 0 675.79 6.055.86 168.85	29°858 (2) 28°112 28°11	218'02 %9'89 186'02 20'381 99'6'9 893%	23 018 25 120 20 120 20 130 0 0 0 0 0 10 130 0 10 130 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	998 61 %F'OF 260 22 801,88 (682) 4682) 4682)	#78.6 218.67 (933) (933) 812.65 #6.24 110.55	#5.61 (0) (0) (0) (0) (0) (0) (0) (0) (0) (0)	261,18, (6) 581,18 585 as 710 65	#16.8 687.85 1 1 181.65 181.65 181.61 185.81	Gross Bales Net sales deductions Food cost Food cost is
85.72 928,038 (88,038 (88,038 068,978 189,686 315,885	91.72 828,688 (ShE,1) 818,886 658,776 788,685	\$1,7\$ 800,728 (85E,1) 085,028 297,676 262,085	80.7\$  709,038  (816,1)  636,638  708,076  708,076	59.82 001.828 (088,1) (088,238 78,628 158,672	11,72 270,68 770,68 (601) 885,68 81,64 848,62	#26.7 #26.50 #26.60 #26.60 #1.66 #1.66 #1.66 #1.66 #1.66	11.7\$ %66.9 (151) 526.77 (151) 567.77 %1.66 553.75	56.25 67.77 675.79 775.79 8 93.86 75.86 158.25	\$6,527 69,526 69,526 69,526 67,046 72,104 72,1044	218 02 %9 69 196'02 996'07 %00'9 996'07 %00'9 996'07	610 62 %1 95 021 22 211 07 0 211 07 %99 P 41 23 969 9	598 61 %5'04 Z66 ZZ 801'99 (682) 26'55 %11'9 26'55 %11'9	66.51 66.65 718.07 718.07 (65.97 678.87 742.84 710.25	216.05 %2.5h 200.8h 205.801 (0) 505.801 (0	60.7\$ 60.7\$ 60.7\$ 61.78 (5) 61.78 (6) 50.76 110.65	### ### ##############################	Guest count Check average Gross Bales Net sales deductions Net sales Food cost Food cost Labor cost Labor cost Labor cost
85.72 85.72 95.088 60.088 60.088 80.088 80.088 80.088 80.088	81.72 828,888 (SAC,1) 818,886 818,886 89 54 598,685	\$1,72 \$1,72 \$00,728 (856,1) \$267,676 \$6.64 \$0.64,062	601,021 80.72 60.68 (816,1) 686,688 768,076 768,076 768,076	28,88 102,911 001,828 128,628 128,628 158,658	25,558 86,278 86,278 86,075 86,048 86	ASS.9 11.73 17.73 17.63	259,77 258,77 (151) 526,77 (151) 526,77 (151) 526,75 (151)	199'92 %6.65 022'96 ************************************	88.88 87.88	218 02 %9 97 196 02 896 CP %CC 9 78 98 927 9	610 82 %L 99 021 22 2LL'0P 0 2LL'0P 98 9 41 28 969 9	21.73 %F.OP 26. 22 66.59 70F.28 685)	86.51 86.88 878.9 67.97 815.87 815.85 815.85 817.85	81.72 81.72	50.78 50.78 60.18 (c) 501.18 (c) 501.18 (d)	05.72 267.85 267.85 101.65 101.65	Check average  Grass Bales  Net sales deductions  Net sales  Reposition  Food cost  Labor

Unit-level EBITDA % of Gross seles	(886,1) #1.5-	821,1 83.8	3 9% (930)	%#** #6	(T88,8) %0,£8-	(638) #DIV/Oi	i0/AIO# (992)	10/AIQ# (855)	i0/AIO# (517)	iO/AIG#	iO/AIG#	iO/AIQ#	(085,11) 388,11-	iO/AIG#	iO/AIG#	iO/AIQ#	iO/AIQ# -
A&S level Thu	(0)	210°1	(0)	(1)	(95)	(3E)			-				926			-	
Occupency charges	•		•	•	•	•	•						•				
Management compensation	36	7	(611)	(98)	2311		•		•				2,136				
seles samo lo 2	%8 9-	12.5%	42%	%0'0 (g)	%0'ZF	. IO/AIC#	iO/AIQ#	#DIA\Di (228)	(S14)	iO/AIG#	iO/AIG#	IO/AIO#	(102,6) #8.8-	IO/AIG#	i0/AIG#	iO/AIQ#	ιονλία#
tifote level profit	(1,297)	2,148	(838)	197	(\$18,6)	(270)	(598)	(855)	17561				1106 07				
Other operating expenses	3,192	CP .	2,954	2,104	2,604	350	200	338	314	•	•		12,233		•	•	<u>.                                      </u>
satiliti.	•						•		•	•	•	•	•	•	•	•	•
sauddng	PPE 1	094	C84,1	192	590°L	•	•			•	•	•	5.403				
eonsnetnism & enageR	86	12	12	١Z		•							001				
Payroll taxes	1 536	(311.1)	666	920	r <b>9</b> 9	•		•	· .				2,605				
Insurance	915	513	892	<b>292</b>	122	585	526	71E	315	•	•	•	2,400				
General expense	324	€21	€81	536	268	1.5	0:	22	(86)	•	•	•	1,200				
Building & security					929	•	•	•	•				929				
Unit-level merketing	•		•	•		•	•		•	•	•	•	•	•	•	•	•
Advertising - Marketing Dept	•	•		•	•		-			•	•	•	•	•	•	•	•
% of Gross sales	%1'01	15.7%	<b>%</b> 0′6	%1'8	%0.7S-	#DIA\0i	i0/∧!O#	iO/AIQ#	i0/AIO#	i0/AIG#	iO/AIC#	iO/AIO#	45%	iO/AIG#	10/AIQ#	i0/AIQ#	i0/AIC#
Mergin	168,r	2,185	2,016	2,099	(908,6)	(986)	•	•	•	•	-	•	4,032		•	<u>.</u>	
* 1800 toda	%40>	38 4%	39.2%	%1'77	%6.52	i0/A1C#	i0/AtQ#	:0/VIG#	iQ/AIC#	i0/AIG#	iO/AIC#	iQ/ΛIQ#	45 2%	%S'ZF	45.5%	45.54	%5°Z7
Labor Cost per Guest																	
1800 10081	7,642	969 9	908 8	091 01	7.362					•	•	•	40,565	•	•	•	•
% 1500 poo	%9'87	%0'B)	95.1%	%1'97	%Z'EL	i0/AIQ#	i0/AIQ#	#DIAVO	#D!A\0i	i0/AIC#	iO/AIG#	#DIANG	%4'ZS	%L'ZS	%L'Z9	%1.S2	%L'ZS
1900 Doo7	1716	8 244	11 728	509'01	10.301	324				•	•	•	956,08	•	•	•	•
eolse joy	188,81	850,71	55,549	22,864	668,61		•						84,953			•	
succionap sales and	(611)	(291)	69	(/51)	(922)								(508)				
Gross Sales	087.81	181,71	22,490	120,65	180,51				•				156,56				
10,00	<b>%</b> \$9.61	%66'ZI.	23.54%	24.09%	347.A1	%00'0	1600'0	%00°0	%00'D								
Среск кустаде	\$2.68	22.04	19.S\$	\$5.63	\$2,42	IOVAIGS	IO/VIOR	IO/AIG#	#DIA10#	00.02	00.02	00'0\$	29.52	00.0\$	00.0\$	00.02	00.02
finos faeut	810,T	6,516	111,8	<b>787,8</b>	5,813	•	•	•	•	<u> </u>	•	-	36,521		•	•	<u>•</u>
	,	*	S	-	*	- 5	*	ET-DUA	ड हान्टब्ह	हानञ्ड	EL-YON	<u>€</u>	25 [ठाम	EA.14	FY15	EX.10	41.43
Location: F89MD	<u> </u>	हान्वज्य	CL-18M	<u>££-34A</u>	May-13	<u>Ct-nut</u>	नगर-13	Er-puA			FF-VOM	£1.04()	1010I	FK.49	****	F1.A3	6
i.	۲	E	7	S	A	4	R	0	01	11	C						, ,

Unit-level EBITDA % of Gross sales	Management compensation Occupancy charges Unti-level G&A	Unit-level profit % of Gross sales	Other operating expenses	Utilities	Supplies Gillanderence	Payron (axes	Insurance	General expense	Building & security	Advertising - Marketing Dept Unit-level marketing	% of Gross sales	Cappi Cost %	Labor Cost per Guest	Food Cost %	Food cost	Net sales	Net sales deductions	Gross Sales	Check average	Location: FSSRS
(12,710) -25.4%	3692 2	(9,016) -18.0%	9,109		3 26	3,451	535	776	457		0.2%	43.7%	21,891	56.0%	28,071	50,054	(42)	50,096	\$7.09	Jan-13
(13,072) -23,7%	3,692 2	(9,377) -17.0%	8,427	23	) CA 1	3561	527	992	341		-1.7%	45.9%	25 248	55.8%	30 736	55,034	(25)	55,058	\$5.10	Feb-13
(11,359) -17.7%	4615 (1)	(6,744) -10.5%	11,844	23	4 206	3.487	595	2 471	341		7.9%	38 5%	24,752	53.4%	34 286	64,138	(104)	26.65% 64,242	11,714 88.48	Mar-13
(5,547) -121%	3 692	(1,824) -4.0%	6,510	23	7,00	2 376	570	812	341		10.3%	37.5%	17,120	520%	23,782	45,588	(112)	18.95% 45.700	8,275 \$5,62	Apr.13
(10,061) -38.7%	4 062 0	(8,000) -23.1%	6,777	23	Ž.	1.681	601	1 768			3.0%	43.5%	11,305	53.2%	13 834	25,917	(90)	26,007	4,392 \$5.92	Mar-13
*DIVO		*DIV/O									#DIV/0!	#OIV/O	,	OVICE				0.00%	#DIV/O!	ար <u>ւ13</u> Տ
#DrV/0#		(581) #DIVIO!	581			v	558	œ			MOVO!	OV/O		OVVIOR				0.00%	#DIV/OI	141-13 8
(11) #D/V/D!		10/VOS (11)	11			۸,		00			#DIV/0!	*DIV/0!		#DIV/O				0.00%	#D(V/OI	Aug-13
(442) #D/V/O		(442) #DIV/O!	442	. 202				<b>.</b>	225		#DIV/O!	#DIV/0!		*OVVO				0.00%	#DIVIOI	5 Sep-13
#DIV/O		#DIV/OI									#DIV/O!	#DIV/O		6VAIG#				0.00%	\$0.00	<u>0</u>
*DVVOI		*DIVOI									#DIV/O	SOLVO:		SOVIO!				0.00%	\$0.00	Nov-13
BOWO!		#DIVIO!									#DIV/O!	*OVIO		OVIO.				0.00%	\$0.00	Dec:13
(53,783) -22.3%	19,754 34	(33,985) -14.1%	43,701	92 92	100	14,572	3,396	844	1.704		9,706 4.0%	41.6%	100,316	\$4.24 24.24	130 700	240,731	(373)	241.103	42,284 \$5.71	Total S2
OMOS		*OVVO									*DIV/0!	41.6%		54.2%					\$0.00	PY'14
#D/V/O		*OVVO									#DIV/O	41.6%		54.2%					\$0.00	3 FY15
SONO.		#DIVIO		•						•	10/AIG#	41.6%		£ 2.					\$0.00	FY'16
SDIVIO!		*DVVO'									#DIV/O!	41.6%	. !	£ 24 .					\$0.00	5 FY'17

Management compensation Occupancy charges Unit-lawel G&A	Unit-lavel profit (35,552) \$6 of Gross sales 100,0% KDIVO! KDIVO! KDIVO! KDIVO! KDIVO! KDIVO! KDIVO! KDIVO!	Other operating expenses	Utitifies	repairs manienance	Payroll taxes	Insurance	General sepense	Unit-tayed marketing	Advertising - Marketing Dept	S of Gross sales 100.0% #DIVID! #DIVID! #DIVID! #DIVID! #DIVID! #DIVID! #DIVID!	per Guest %	Food cost:  Food Cost:  O 0% \$DIV/0! \$DIV/0! \$DIV/0! \$DIV/0! \$DIV/0! \$DIV/0! \$DIV/0! \$DIV/0!	Net sales (36,552)	(35.552)	ומעוסי ומעוסי מערסי	Location: FSSTM Jen-13 Feb-13 Mer-13 Apr-13 Mer-13 Jul-13 Aug-13 Jul-13 Aug-13 Jul-13 Aug-13 Jul-13 Aug-13	
	#DIV/O!									#DIV/0!	#DIV/0!	iovald#			#DIV/O!	7 8 8 8	•
	#DIVIO! #DIVIO!									#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!			MOIVIO	Aug-13 Sep-13	•
	#DIV/D!	•								#DIV/0!	#DIV/O!	#DIV/O!				9ct-13	•
	וסעוס: אסועס:							•	•	#DIV/0! #DIV/0!	#OIV/0! #DIV/0!	#DIV/0! #DIV/0!		• •	0	12 Nov-13 Dec-13	•
	· (35,552) / 100,0%								•	· (35,652) 100.0%		9. 0.0%	- (35,552)	. (35,552)	•	13 Total	

1 Location: Closed	2 <u>Jan-13</u> 4	. 3 <u>Feb-13</u> 4	4 <u>Mar-13</u> 5	5 <u>Apr-13</u> 4	6 <u>May-13</u> 4	7 <u>Jun-13</u> 5	8 <u>Jul-13</u> 4	9 <u>Avg-13</u> 4	10 <u>Sep-13</u> 5	11 Oct-13 4	12 <u>Nov-13</u> 4	13 <u>Dec-13</u> 5	<u>Total</u> 52	FY'14	FY:15	FY'16	FY:17
Guest Count Check Average	#DIV/OI	#DIV/01	#DIV/01	#DIV/0I	#DIV/01	#DIV/01	#DIV/OI	#DIV/0!	#DIV/CI	\$0.00	\$0.00	\$0.00	•	:			•
				#O11701	2014101	WOIVIOI	#DIAIOI	#DIVIO!	*DIA/GI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Gross Sales		(248)		248													
Net sales deductions	(9)	10	9	1	6	32							49				
Net sales	(9)	(238)	9	249	6	32	•	•	•	•	•	•	49	•	•	•	
Food cost	(34)	(49)				182		182	1 442				1,723				
Food Cost %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	#D(V/0!	#DIV/0!	#DIV/0!	0.0%	0.0%	0.0%	#DIV/O!				
Lebor cost	6.356	1 644		7	11	157	(3 560)		1,085			•	5,701				
Lebor Cost per Guest																	
Labor Cost %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	#DIV/01	#DIV/0!	#DIV/0!	0.0%	0.0%	0.0%	#DIV/O!				
Net Margin	(8,331)	(1,834)	9	242	(5)	(307)	3,560	(182)	(2,527)	•	•	-	(7,375)			-	-1
% of Gross sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	#DIV/0!	#DIV/0!	#DIV/0!	0.0%	0.0%	0.0%	#DIV/0!	#DIV/0!	#DIV/O!	#DIV/0!	#DiV/0!
Advertising - Marketing Dept	227	1 795	358			4	(0)	0	1 791				4,175				
Unit-level marketing	21	22			10)								43				
Building & security	500	1.306	1 120	550	957	1 150	971	550	2,993				10.097				
General expense	239	269	132	(3)	257	1,304	(1.754)	720	3,911				5.075				
Insurance					3 613	6.708	5.377	(24 729)	4.164		-		(4,887)				
Payroll taxes	(109)		129			14	12	6	95		-		148				
Repairs & maintenance			414	(1,994)	900	126	0	5,000	2.054				8,500				
Supplies			439		893	416	611		4,343				6,701				
Utilities	8 127	2.735	1,874	717	4,418	6.446	5,301	5.003	41,449				76,069				
Other operating expenses	9,005	6,126	4,466	(730)	11,038	18,167	10,518	(13,450)	60,799	•	•	•	103,940	•	•		
Unit-level profit	(15,338)	(7,960)	(4,457)	972	(11,043)	(16,474)	(6,958)	13,258	(63,326)				(111,315)		<del></del>		
% of Gross sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	#DIV/O!	#DIV/0!	#DIV/0!	0.0%	0.0%	0.0%	#DIV/O!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/O!
Management compensation	(1,869)				(0)	(9)	(1.782)		(1,735)				(5,395)				
Occupancy charges	26,770	7 475	3,759	8.400	8,400	25,883	25 883	21.673	(11,588)				116,654				
Unit Jevel G&A	524	538	(2,999)	0	(3,171)	1.010	(50)	280	3,912				45				
Unit-level EBITDA	(40,760)	(15,973)	(5,216)	(7,428)	(16,272)	(43,358)	(31,009)	(8,686)	(53,915)		<del></del>		(222,618)				_1
% of Gross sales	#DIV/O!	6440.7%	#DIV/O!	-2995.3%	#DIV/O!	#DIV/O!	#DIV/O!	#DIV/O!	#DIV/O!	#DIV/0!	#DIV/O!	#DIV/O!	#DIV/O	#DIV/O	#DIV/O!	#DIV/O	#DIV/O

2,320.0	7,484,1	9'bpl'9l	1,213.9	1,801,1	1,685,7	1,223.9	1,235,7	8.243,1	1,269.6	1,1881,1	1,531,5	1,243.5	1,269.9	9'869'L	0.606,1	1'001'1	Lorgi Briest count (excr. closed)
£78,71	18,369	148,900	10,803	070,7	ETT,T	10,054	168,81	19,132	16,317	511,41	14,088	10,129	10,102	12,932	682,6		
13,530	13,484	533,77	6,515	210,7	7,042	8,725	961,8	188,01	859,8		-	269'9	7,132	10,741	161,8	562,7 880,9	SSRS SSRS
18,152	384,81	012,011	11,556	969'9	90'6	096'8	10,633	12,049	8,285	116'9	886,8	169,7	296'01	858,51	10,232	6,253	2821C
11,957	292,97	202,405	900'6€	32,951	42,679	35,111	566,36	967,84	40,442	366,38	468,64	39,798	41,252	099,58	42,688	\$72,85	HW
101,23	72,572	386,090	127,25	32,386	36,285	33,110	301,65	46,264	59,529	849.8	11,405	24,286	32,626	52,260	985,38	581,75	av av
21,379	23,792	155,180	612,11	098'6	15,204	864,11	10,962	14,356	12,417	11,556	15,140	12,141	12,117	766,81	12,501	162,11	Musur
26,279	27,343	183,581	13,423	12,856	16,355	14,004	13,542	288,61	17,051	13,169	16,831	13,368	14,126	178,71	210,41	13,328	PDMN
17,632	18,229	875,851	850,6	162.8	10,982	12,156	10,484	12,852	10,570	TTE.Of	14,888	11,163	10,583	13,994	618,6	014.8	าเกษา
20'20	21,966	695,741	10,973	6,529	13,024	11,065	678,11	12,953	11,262	11,673	14,356	999,11	11,885	15,840	11,663	10,303	INS
25,252 25,252	29,000	194,461	12,735	12,517	16,524	13,925	13,622	058,61	474,21	112,41	19,704	15,260	678,81	21,032	15,226	13,774	ЗНРВК
46,271	52,241	328,176	24,824	744,15	591,163	788,ES	22,495	888,16	695,85	24,511	785,1E	25,164	24,539	34,532	28,712	23,529	ZdHS
377,85	784,FS 46,634	258,824	889,81	160,71	21,935	18,393	831,81	879,45	866,61	20,112	26,018	20,475	785,05	28,185	21,496	19,338	ВНЕВ
18,92	20,509	149,109	10,244	997'6	768, pr	11,325	484,11	981,41	12,376	12,160	14,684	331,11	830,11	164,41	11,454	£10,01	MOVAS
19,556	178,45	160,635	10,429	721,9 836,8	666,71	12,233	261,11	13,812	811,41	11,261	841,21	11,822	966,11	13,874	478,01	9,635	SICHC
31,56	32,624	174,625			13,333	11,598	10,936	15,228	12,302	12,763	15,483	12,805	13,643	579,71	12,906	11,965	SICHS
50'68	24,669	153,583	700,11 947,71	986,6	12,286	762,11 E11,71	288,11 541,81	19,833	067,71	967,71	22,130	260,71	906,81	22,080	031,71	15,464	WTo
78,75	36,506	250,083	109,61	18,072	985 51	\$09'8L		14,674	11,481	417,11	15,099	12,110	17,271	16,457	315,51	11,353	bENb8
33,07	695,54	267,888	211,81	789,41	23,227	901,91	448,41 887,91	260,42	20,095	19,799	26,073	758,61	184,91	53,949	17,823	583,81	WMVV
57,23	078,88	372,121	724,82	28,808	32,774	29,838	32,560	35,266	229,72		26,286	21,070	22,049	28,816	22,920	20,449	ORMC
19,75	583,583	247,804	19,131	584,8T	24,232	178,91	178,91	35,235	19,003	28,306	33,238	136,06	27,611	38,855	608,72	188,72	LOV
92'59	65,173	444,180	159,55	33,100	078,04	35,242	026'9€	43,718	314,15	33,145	25,259	911,91	18,530	24,836	18,266	715,71	NOG
94,18	956,356	362,730	27,290	24,167	34,306	E12,72	36,920	34,001	28,173	39 145	36,964	32,713	35,339	44,980	32,196	32,977	4OCFA
54,52	51,281	346,686	29,441	25,083	31,760	26,470	27,263	100 PE	27,315	25,601	A78,66 A08.86	28,047 740,82	28,714	866,76	28,943	26,413	NAMKT
76,12	818,53	362,034	26,848	25,128	32,259	272,75	592,72	34, AE	29,523	28,036	36,802	28,289	25,72	36,132	27,341	23,940	HdSdV
51,83	895,88	878,626	28,081	23,749	82,699	25,893	596,52	32,802	27,180	26,935	564,45			32,994	27,526	26,290	TDSGT
42,17	626'95	291,555	22,642	19,535	22,124	20,544	21,373	37,478	23,046	22,542	828,6S	101,82	017,82	38,328	30,477	26,091	NPSCS
27,49	28,472	186,772	808,41	12,689	17,363	14,556	13,437	16,674	14,048	965,41	19,354	15,093	410,41 24,109	281,91 281,16	15,329	157,15	SdW
48,70	111,63	372,098	174,85	23,230	969,16	26,104	26,126	33,664	29,722	28,313	36,288	30,754	30,414	39,340			TNOW
S1,88	88,324	645,349	46,107	130,64	95,590	666,84	42,349	106,03	697,54	43,243	769,48	43,627	24,473	758,62	248,84 30,887	28,890	NOW
25,87	31,626	689,061	13,500	12,370	16,311	13,871	12,994	991,71	14,262	13,936	19,253	15,364	466,41	20,922	1/4/1	674,14	ASBOM
54'58	878,65	600,671	12,456	858,11	601'91	13,551	12,573	16,303	12,599	13,613	677,71	14,065	781,41	19,342	789,AT	14,621	
17,00	20,324	687,251	501,6	1,904	11,372	6,993	616'6	13,157	10,432	648,01	13,204	110,11	479,01	\$28,41	11,022	9,302	MCOM
32,04	608,86	198,855	008,81	15,248	21,899	515,91	510,71	201,15	699,81	911,81	795,257	218,71	118,81	24,550	18,884	17,625	яАМ
32,67	EET, EE	140,652	16,243	16,427	22,045	888,71	17,443	21,786	18,450	18,304	24,337	959,81	761,71	23,202	112.71	916,81	CAF2
22,19	25,312	966,881	11,426	997,01	13,585	978,11	11,442	13,785	12,401	11.944	15,532	13,187	12,664	896'91	12,587	12,725	LAF
28,73	969,55	221,070	712.ht	14,216	884,65	818,71	15,694	20,129	724,T1	17,432	21,145	611,81	619,81	21,469	569'91	106,81	KINGS
29,10	33,483	213,830	15,189	13,918	267,71	15,412	714,81	20,256	16,533	16,624	21,488	16,269	454.71	22,122	744.71	16,036	BUVUB
96,72 10,96	32,903	121,765	169,r	175,9	787,01	746,8	8,839	761,11	9,682	6,262	12,264	9,308	148'6	13,474	9,833	199'8	70,710
\$9'09 20'24	1,590	985,7SE 287,681	14,234	13,755	14,583	12,293	13,528	507,71	366,31	14,007	S72,81	078,41	15,340	20,788	16,912	166,81	Wn
64,27	687,78	059,556	59,654 \$78,65	24,012	28,479	22,663	24,220	30,755	25,901	23,805	\$88,15	25,384	886,82	066,25	871,82	25,412	AAXAL
34,06	784.85	818,752	949,71	35,921	23,472	018,75	171,95	49,017	808,01	39,972	52,012	699,14	797,14	199,18	43,604	941,85	SEXAL
18,25	24,702	136,685	118,6	311.81	228,01	\$68.6 687,71	966,91	21,601	998,81	18,463	23,261	18,202	18,539	24,038	707,81	17,750	HV2
32,60	17,206	162,155	15,925	288,81	19,348	18,332	121,02	12,141	10,580	099'6	13,048	10,280	£10,11	917,41	12,613	12,089	BBNTH
52'09	27,156	\$50,871	13,765	11,287	212,71	12,662	13,649	15,901	453,51 374,51	844,61	11,033	9,216	6.939	070,51	178,8	8,535	AMUOH
32,38	35,838	231,655	214,71	14,969	086,61	752,81	698,71	22,855			381,71	12,998	12,865	544,81	15,306	11,850	GRAVL
29,86	31,640	616,861	15,453	804,41	185,81	15,208	14,264	227,71	13,941	17,363	22,242	18,185	17,854	24,610	919,61	16,222	89
9'29	689,83	869,514	29,488	28,053	35,188	30,265	737,1E	42,197	29,846	967.41	208,81	165,81	15,626	21,042	16,580	15,060	WHJTF
33,0	578,55	214,966	818,71	15,408	18,204	39C 0E	16,128	201,12	217,71	16,633	37,954	30,790	93,589	45,486	34,541	32,142	ESSEN
1,03	52,294	338,134	76,567	23,559	896,95	127,751	25,773	31,143	852,82	24,420	32,559 771,12	26,526	709,91	21,610	669'21	15,274	AC
25,4	27,533	878,871	13,554	11,923	116,71	13,891	13,242	815,71	13,846	611,41	234,71	13,256	13,278	36,002	29,535	22,759	DEK
7,62	34,472	212,300	15,112	14,686	19,192	16,291	822,71	912,71	477,41	16,464	991,91	990'21	875.51	921,62	181,81	12,349	YAC
15,2	19,090	123,677	892,8	6,973	12,216	961,6	271,8	11,275	612.6	9,329	12,347	0121	10,452	12,998	669,71	£78,81	NTNV
29,5	28,923	203,521	15,368	14,225	25,112	801,81	15,801	956,81	15,540	946,41	18,442	878.41	14,232	800 51	182,01	608,8	CHESP
1,25,1	606,TS	179,253	13,389	11,736	16,339	970,61	379,21	15,845	12,825	13,865	17,203	14,284	24,672	20,260	14,582	13,327	HTAH
6,65	192,84	312,966	199'92	22,865	56,239	21,836	23,551	30,129	23,643	799,52	30,704	24,394	25,155	35,057	907,92	22,582	RGON
20,02	22,455	154,133	10,458	869,6	910,41	11,548	247,11	14,587	12,457	12,283	017,21	606,11	086,11	250 35	689,11	997,01	BREM
18,4	21,634	279,121	000,01	8,394	15,700	674,01	12,220	13,077	416,01	13,752	15,829	11,311	168,01	826,21	11,842	267.6	BEDEN
55'6	170,65	162,261	11,862	11,133	15,440	12,556	12,820	16,095	13,109	12,188	16,225	12,667	789,11	16,103	12,056	210,11	BIFOX
4.14	32,823	253,166	21,701	19,764	54'042	846,61	24,299	27,830	788,72	451,71	21,636	580,71	414,71	23,125	888,71	15,235	INCMS
8,61	15,279	164,86	7,303	6,502	8,315	999'9	7,013	SE1, 6	£48,7	827,7	886,6	388,7	729,7	267,01	669'8	965.91	MJSTA
25,8	819,05	186,214	13,357	12,507	15,865	14,614	13,321	390,71	13,368	13,983	278,71	14,450	14,682	20,576	16,503	14,115	ATALP ATSTM
20'6	23,166	180,741	311,115	797,6	11,935	10,648	907,11	14,249	019,11	10,840	13,554	061,11	11,485	869'91	12,634	311.51	MEM TA
29,2	32,221	205,182	861,81	14,042	899,71	15,470	116'71	18,520	15,542	064,21	740,15	856,21	16,143	21,912	179,31	15,244	
1,06	979, FE	203,994	15,967	14,200	16,894	14,522	14,542	18,238	15,127	981,81	20,174	15,853	788,81	22,543	669,91	15,040	WHI
29,3	31,875	216,234	15,234	14,165	19,162	185,31	16,275	20,286	211,71	878,81	609'12	172,71	523,71	22,165	788,81	15,218	0057
8'62	801,65	196,201	695,81	14,372	896,71	178,81	15,585	18,568	15,356	14,554	819,81	990 01	15,488	391.55	539.81	13,990	YATI
	32,405	212,912	13,483	12,263	678,81	417,41	15,450	20,111	16,842	900,71	22,158	912,71	17,134	72,997	17,352	15,053	URGITA
		129,950	987,6	611,8	614,11	9,330	994'6	12,063	10,703	787,6	12,895	10.132	10,364	13,633	097,01	608,8	MA
9'11	699'61																
3,54 8,71 7,85	41,480	258,735	896,65	19,835	23,643	19,207	614'61	118'92	21,811	929'91	151'17						
9'41				19,835	23,643	19,207	19,749	2012	2012	16,525	21,141 21,141	20,961	20'446 20'4	196,75	21,285	20,195	VOUR CORNES CONTROL