	FY13	FY14	FY15	FY16	FY17
Guest Count	15,334	14,342	13,778	13,793	13,866
CKA	$8.59	$8.72	$8.75	$8.82	$8.94
Same store sales	127,421	121,552	117,070	116,178	120,429
Change					
Guest Count	n/a	-6.5%	-3.9%	0.1%	0.5%
CKA	n/a	1.6%	0.3%	0.8%	1.4%
Same store sales	n/a	-4.9%	-3.7%	0.9%	1.9%

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Projected guest count change by location Fcst. (Mar.'12 - Jan.'14)	1 Jan. 2012	2 Feb. 2012	3 Mar. 2013	4 Arp. 2013	5 May 2013	6 June 2013	7 July 2013	8 Aug. 2013	9 Sept. 2013	10 Oct. 2013	11 Nov. 2013	12 Dec. 2013	13 Jan. 2014	14 Feb. 2014
ALEX			6.1%	6.1%	6.1%	6.1%	6.1%	6.1%	6.1%	6.1%	6.1%	6.1%	6.1%	6.1%
AM			-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%
ATCON			-8.9%	-8.9%	-8.9%	-8.9%	-8.9%	-8.9%	-8.9%	-8.9%	-8.9%	-8.9%	-8.9%	-8.9%
ATDRU			-3.2%	-3.2%	-3.2%	-3.2%	-3.2%	-3.2%	-3.2%	-3.2%	-3.2%	-3.2%	-3.2%	-3.2%
ATFAY			-2.1%	-2.1%	-2.1%	-2.1%	-2.1%	-2.1%	-2.1%	-2.1%	-2.1%	-2.1%	-2.1%	-2.1%
ATGOD			0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%
ATHM			-5.3%	-5.3%	-5.3%	-5.3%	-5.3%	-5.3%	-5.3%	-5.3%	-5.3%	-5.3%	-5.3%	-5.3%
ATMEM			-7.9%	-7.9%	-7.9%	-7.9%	-7.9%	-7.9%	-7.9%	-7.9%	-7.9%	-7.9%	-7.9%	-7.9%
ATNLP			-14.1%	-14.1%	-14.1%	-14.1%	-14.1%	-14.1%	-14.1%	-14.1%	-14.1%	-14.1%	-14.1%	-14.1%
ATSLM			8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%
ATSTB			15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%
AUGWS			5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%
BILOX			-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%
BRDEN			-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%
BRFM			-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%	-7.3%
BRGON			-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%
CHATH			-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%
CHESP			-7.6%	-7.6%	-7.6%	-7.6%	-7.6%	-7.6%	-7.6%	-7.6%	-7.6%	-7.6%	-7.6%	-7.6%
CVNTN			7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%
DAY			-1.7%	-1.7%	-1.7%	-1.7%	-1.7%	-1.7%	-1.7%	-1.7%	-1.7%	-1.7%	-1.7%	-1.7%
DEK			-4.0%	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%
DV			-10.6%	-10.6%	-10.6%	-10.6%	-10.6%	-10.6%	-10.6%	-10.6%	-10.6%	-10.6%	-10.6%	-10.6%
ESSEN			-8.5%	-8.5%	-8.5%	-8.5%	-8.5%	-8.5%	-8.5%	-8.5%	-8.5%	-8.5%	-8.5%	-8.5%
FTLHW			-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%
GB			-4.2%	-4.2%	-4.2%	-4.2%	-4.2%	-4.2%	-4.2%	-4.2%	-4.2%	-4.2%	-4.2%	-4.2%
GRNVL			2.2%	2.2%	2.2%	2.2%	2.2%	2.2%	2.2%	2.2%	2.2%	2.2%	2.2%	2.2%
HOUMA			22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%
HTNBB			-18.4%	-18.4%	-18.4%	-18.4%	-18.4%	-18.4%	-18.4%	-18.4%	-18.4%	-18.4%	-18.4%	-18.4%
HV2			-4.8%	-4.8%	-4.8%	-4.8%	-4.8%	-4.8%	-4.8%	-4.8%	-4.8%	-4.8%	-4.8%	-4.8%
JAX55			1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
JAXRR			-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%	-10.2%
JM			-9.0%	-9.0%	-9.0%	-9.0%	-9.0%	-9.0%	-9.0%	-9.0%	-9.0%	-9.0%	-9.0%	-9.0%
JVL10			-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%
JVUB			12.0%	12.0%	12.0%	12.0%	12.0%	12.0%	12.0%	12.0%	12.0%	12.0%	12.0%	12.0%
KINGS			-6.0%	-6.0%	-6.0%	-6.0%	-6.0%	-6.0%	-6.0%	-6.0%	-6.0%	-6.0%	-6.0%	-6.0%
LAF			-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%
LAF2			-0.6%	-0.6%	-0.6%	-0.6%	-0.6%	-0.6%	-0.6%	-0.6%	-0.6%	-0.6%	-0.6%	-0.6%
MAR			4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
MCOM			-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%
MIAFL			-16.0%	-16.0%	-16.0%	-16.0%	-16.0%	-16.0%	-16.0%	-16.0%	-16.0%	-16.0%	-16.0%	-16.0%
MIARR			-9.9%	-9.9%	-9.9%	-9.9%	-9.9%	-9.9%	-9.9%	-9.9%	-9.9%	-9.9%	-9.9%	-9.9%
MOBSP			-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%
MON			-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%
MONT			0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
MPS			-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%
MPSCS			-7.2%	-7.2%	-7.2%	-7.2%	-7.2%	-7.2%	-7.2%	-7.2%	-7.2%	-7.2%	-7.2%	-7.2%
MPSGT			-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%
MPSPH			-0.5%	-0.5%	-0.5%	-0.5%	-0.5%	-0.5%	-0.5%	-0.5%	-0.5%	-0.5%	-0.5%	-0.5%
NNMKT			-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%	-6.8%
NOCLV			0.9%	0.9%	0.9%	0.9%	0.9%	0.9%	0.9%	0.9%	0.9%	0.9%	0.9%	0.9%
NOG			-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%	-8.4%
NOJ			1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%
NORMC			-1.8%	-1.8%	-1.8%	-1.8%	-1.8%	-1.8%	-1.8%	-1.8%	-1.8%	-1.8%	-1.8%	-1.8%
NVMW			-1.4%	-1.4%	-1.4%	-1.4%	-1.4%	-1.4%	-1.4%	-1.4%	-1.4%	-1.4%	-1.4%	-1.4%
PENPB			-3.3%	-3.3%	-3.3%	-3.3%	-3.3%	-3.3%	-3.3%	-3.3%	-3.3%	-3.3%	-3.3%	-3.3%
PLM			2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%
RICH2			-11.9%	-11.9%	-11.9%	-11.9%	-11.9%	-11.9%	-11.9%	-11.9%	-11.9%	-11.9%	-11.9%	-11.9%
RICHC			1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%
SAVOM			-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%
SHER			-6.3%	-6.3%	-6.3%	-6.3%	-6.3%	-6.3%	-6.3%	-6.3%	-6.3%	-6.3%	-6.3%	-6.3%
SHP2			-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%
SHPBK			-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%
SLI			-1.6%	-1.6%	-1.6%	-1.6%	-1.6%	-1.6%	-1.6%	-1.6%	-1.6%	-1.6%	-1.6%	-1.6%
SLRR			-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%
TPDMN			4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%
TUSUM			-5.4%	-5.4%	-5.4%	-5.4%	-5.4%	-5.4%	-5.4%	-5.4%	-5.4%	-5.4%	-5.4%	-5.4%
WD			23.5%	23.5%	23.5%	23.5%	23.5%	23.5%	23.5%	23.5%	23.5%	23.5%	23.5%	23.5%
WH			-2.6%	-2.6%	-2.6%	-2.6%	-2.6%	-2.6%	-2.6%	-2.6%	-2.6%	-2.6%	-2.6%	-2.6%
FSSJC			2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%
FSSMD			2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%
FSSRS			-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%

	FY 2014	FY 2015	FY 2016	FY 2017
ALEX	1.5%	0.4%	0.4%	0.6%
AM	-5.1%	-2.6%	0.0%	0.5%
ATCON	-6.7%	-3.3%	0.0%	0.5%
ATDRU	-2.4%	-1.2%	0.0%	0.5%
ATFAY	-1.5%	-0.8%	0.0%	0.5%
ATGOD	0.2%	0.1%	0.1%	0.1%
ATHM	-4.0%	-2.0%	0.0%	0.5%
ATMEM	-5.9%	-3.0%	0.0%	0.5%
ATNLP	-10.6%	-5.3%	0.0%	0.5%
ATSLM	2.0%	0.5%	0.5%	0.7%
ATSTB	3.9%	1.0%	1.0%	1.5%
AUGWS	1.3%	0.3%	0.3%	0.5%
BILOX	-5.1%	-2.6%	0.0%	0.5%
BRDEN	-5.4%	-2.7%	0.0%	0.5%
BRFM	-5.5%	-2.8%	0.0%	0.5%
BRGON	-1.5%	-0.7%	0.0%	0.5%
CHATH	-7.7%	-3.8%	0.0%	0.5%
CHESP	-5.7%	-2.8%	0.0%	0.5%
CVNTN	1.9%	0.5%	0.5%	0.7%
DAY	-1.3%	-0.6%	0.0%	0.5%
DEK	-3.0%	-1.5%	0.0%	0.5%
DV	-7.9%	-4.0%	0.0%	0.5%
ESSEN	-6.4%	-3.2%	0.0%	0.5%
FTLHW	-4.4%	-2.2%	0.0%	0.5%
GB	-3.2%	-1.6%	0.0%	0.5%
GRNVL	0.6%	0.1%	0.1%	0.2%
HOUMA	5.6%	1.4%	1.4%	2.1%
HTNBB	-13.8%	-6.9%	0.0%	0.5%
HV2	-3.6%	-1.8%	0.0%	0.5%
JAX55	0.3%	0.1%	0.1%	0.1%
JAXRR	-7.7%	-3.8%	0.0%	0.5%
JM	-6.8%	-3.4%	0.0%	0.5%
JVL10	-0.6%	-0.4%	0.0%	0.5%
JVUB	3.0%	0.8%	0.8%	1.1%
KINGS	-4.5%	-2.2%	0.0%	0.5%
LAF	-6.0%	-3.0%	0.0%	0.5%
LAF2	-0.4%	-0.2%	0.0%	0.5%
MAR	1.0%	0.2%	0.2%	0.4%
MCOM	-6.3%	-3.1%	0.0%	0.5%
MIAFL	-12.0%	-6.0%	0.0%	0.5%
MIARR	-7.5%	-3.7%	0.0%	0.5%
MOBSP	-1.5%	-0.8%	0.0%	0.5%
MON	-5.6%	-2.8%	0.0%	0.5%
MONT	0.0%	0.0%	0.0%	0.0%
MPS	-5.1%	-2.5%	0.0%	0.5%
MPSCS	-5.4%	-2.7%	0.0%	0.5%
MPSGT	-1.5%	-0.7%	0.0%	0.5%
MPSPH	-0.4%	-0.2%	0.0%	0.5%
NNMKT	-5.1%	-2.5%	0.0%	0.5%
NOCLV	0.2%	0.1%	0.1%	0.1%
NOG	-6.3%	-3.1%	0.0%	0.5%
NOJ	0.5%	0.1%	0.1%	0.2%
NORMC	-1.4%	-0.7%	0.0%	0.5%
NVMW	-1.1%	-0.5%	0.0%	0.5%
PENPB	-2.5%	-1.2%	0.0%	0.5%
PLM	0.7%	0.2%	0.2%	0.3%
RICH2	-8.9%	-4.4%	0.0%	0.5%
RICHC	0.3%	0.1%	0.1%	0.1%
SAVOM	-4.4%	-2.2%	0.0%	0.5%
SHER	-4.7%	-2.4%	0.0%	0.5%
SHP2	-4.2%	-2.1%	0.0%	0.5%
SHPBK	-5.6%	-2.8%	0.0%	0.5%
SLI	-1.2%	-0.6%	0.0%	0.5%
SLRR	-1.6%	-0.8%	0.0%	0.5%
TPDMN	1.0%	0.3%	0.3%	0.4%
TUSUM	-4.0%	-2.0%	0.0%	0.5%
WD	5.9%	1.5%	1.5%	2.2%
WH	-2.0%	-1.0%	0.0%	0.5%
FSSJC	0.7%	0.2%	0.2%	0.3%
FSSMD	0.6%	0.2%	0.2%	0.2%
FSSRS	-1.6%	-0.8%	0.0%	0.5%

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	1 Jan. 2012	2 Feb. 2012	3 Mar. 2013	4 Apr. 2013	5 May 2013	6 June 2013	7 July 2013	8 Aug. 2013	9 Sept. 2013	10 Oct. 2013	11 Nov. 2013	12 Dec. 2013	13 Jan. 2014	14 Feb. 2014	Actual FY12 $ check.xlsm
ALEX		6.2%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-5.8%	-3.2%
AM		6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	4.7%
ATCON		6.2%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.3%
ATDRU		6.2%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.3%
ATFAY		6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	4.6%
ATGOD		6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	4.6%
ATHM		5.9%	5.9%	5.9%	5.9%	5.9%	5.9%	5.9%	5.9%	5.9%	5.9%	5.9%	5.9%	5.9%	4.4%
ATHMEM		4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	3.2%
ATNLP		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	5.7%
ATSLM		3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	2.2%
ATSTB		-10.8%	-10.8%	-10.8%	-10.8%	-10.8%	-10.8%	-10.8%	-10.8%	-10.8%	-10.8%	-10.8%	-10.8%	-10.8%	-5.9%
AUGWS		-2.9%	-2.9%	-2.9%	-2.9%	-2.9%	-2.9%	-2.9%	-2.9%	-2.9%	-2.9%	-2.9%	-2.9%	-2.9%	-1.6%
BILOX		4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	3.3%
BRDEN		1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.4%
BRFM		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.2%
BRGON		5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	4.0%
CHATH		0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.2%
CHESP		6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	4.8%
CVNTN		-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-5.6%	-3.1%
DAY		2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	1.9%
DEK		-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.9%	-1.0%
DV		-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-1.2%	-0.6%
ESSEN		6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	4.8%
FTLHW		3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	2.8%
GB		5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	4.0%
GRNVL		2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.1%
HOUMA		-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.1%
HTNBB		9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	7.1%
HV2		2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	1.6%
JAX55		2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.2%
JAXRR		0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.1%
JM		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.1%
JVL10		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
JVUB		4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	3.5%
KINGS		2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.0%
LAF		5.6%	5.6%	5.6%	5.6%	5.6%	5.6%	5.6%	5.6%	5.6%	5.6%	5.6%	5.6%	5.6%	4.2%
LAF2		0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.6%
MAR		2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	1.6%
MCOM		2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	1.6%
MIAFL		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MIARR		3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	2.4%
MOBSP		1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.3%
MON		3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	2.6%
MONT		-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	-0.1%
MPS		3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	2.4%
MPSCS		3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	2.5%
MPSGT		4.2%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%	3.2%
MPSPH		0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	0.3%
NNMKT		3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	2.7%
NOCLV		0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.1%
NOG		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	5.7%
NOJ		-0.4%	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%
NORMC		3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	2.3%
NVMNV		4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	4.1%	3.0%
PENPB		3.4%	3.4%	3.4%	3.4%	3.4%	3.4%	3.4%	3.4%	3.4%	3.4%	3.4%	3.4%	3.4%	2.5%
PLM		3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	2.7%
RICH2		1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.0%
RICHC		2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	1.7%
SAVOM		5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	4.1%
SHER		7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	5.8%
SHP2		2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	1.7%
SHPBK		3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	2.6%
SLI		0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.2%
SLRR		3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	2.8%
TPDMN		4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	3.0%
TUSUM		2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	1.9%
WD		8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	6.1%
WH		3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	2.4%
FSSJC		3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	2.4%
FSSMD		3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	2.6%
FSSRS		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.1%

	FY 2014	FY 2015	FY 2016	FY 2017
ALEX	-5.8%	-3.2%	0.0%	1.0%
AM	4.7%	1.7%	1.7%	2.6%
ATCON	1.3%	0.3%	0.5%	0.7%
ATDRU	4.6%	1.2%	1.7%	2.6%
ATFAY	4.6%	1.2%	1.7%	2.6%
ATGOD	2.8%	0.7%	1.0%	1.5%
ATHM	4.4%	1.1%	1.6%	2.5%
ATHMEM	3.2%	0.8%	1.2%	1.8%
ATNLP	5.7%	1.4%	2.1%	3.2%
ATSLM	2.2%	0.6%	0.8%	1.2%
ATSTB	-5.9%	-1.6%	0.0%	0.0%
AUGWS	-2.9%	-1.6%	0.0%	1.0%
BILOX	3.3%	0.8%	1.2%	1.8%
BRDEN	1.4%	0.3%	0.5%	0.8%
BRFM	1.2%	0.3%	0.4%	0.7%
BRGON	4.0%	1.0%	1.5%	2.2%
CHATH	0.2%	0.1%	0.1%	0.1%
CHESP	4.8%	1.2%	1.8%	2.7%
CVNTN	-5.6%	-3.1%	0.0%	0.0%
DAY	1.9%	0.5%	0.7%	1.1%
DEK	-1.9%	-1.0%	0.0%	1.0%
DV	-1.2%	-0.6%	0.0%	0.0%
ESSEN	4.8%	1.2%	1.8%	2.7%
FTLHW	2.8%	0.7%	1.0%	1.6%
GB	4.0%	1.0%	1.5%	2.3%
GRNVL	2.1%	0.5%	0.8%	1.2%
HOUMA	-0.2%	-0.1%	0.0%	1.0%
HTNBB	7.0%	1.7%	2.6%	3.9%
HV2	1.6%	0.4%	0.6%	0.9%
JAX55	2.2%	0.5%	0.8%	1.2%
JAXRR	0.1%	0.0%	0.0%	0.1%
JM	1.1%	0.3%	0.4%	0.6%
JVL10	0.0%	0.0%	0.0%	0.0%
JVUB	3.5%	0.9%	1.3%	2.0%
KINGS	2.0%	0.5%	0.7%	1.1%
LAF	4.2%	1.0%	1.6%	2.4%
LAF2	0.6%	0.1%	0.2%	0.3%
MAR	1.6%	0.4%	0.6%	0.9%
MCOM	1.6%	0.4%	0.6%	0.9%
MIAFL	0.0%	0.0%	0.0%	0.0%
MIARR	2.4%	0.6%	0.9%	1.3%
MOBSP	1.3%	0.3%	0.5%	0.7%
MON	2.6%	0.6%	1.0%	1.5%
MONT	-0.2%	-0.1%	0.0%	0.0%
MPS	2.4%	0.6%	0.9%	1.3%
MPSCS	2.5%	0.6%	0.9%	1.4%
MPSGT	3.2%	0.8%	1.2%	1.8%
MPSPH	0.3%	0.1%	0.1%	0.2%
NNMKT	2.7%	0.7%	1.0%	1.5%
NOCLV	0.1%	0.0%	0.0%	0.1%
NOG	5.7%	1.4%	2.1%	3.2%
NOJ	-0.4%	-0.2%	0.0%	0.0%
NORMC	2.3%	0.6%	0.9%	1.3%
NVMNV	3.0%	0.8%	1.1%	1.7%
PENPB	2.5%	0.6%	0.9%	1.4%
PLM	2.7%	0.7%	1.0%	1.5%
RICH2	1.0%	0.2%	0.4%	0.5%
RICHC	1.7%	0.4%	0.6%	1.0%
SAVOM	4.1%	1.0%	1.5%	2.3%
SHER	5.8%	1.4%	2.2%	3.3%
SHP2	1.7%	0.4%	0.6%	1.0%
SHPBK	2.6%	0.6%	1.0%	1.5%
SLI	0.2%	0.1%	0.1%	0.1%
SLRR	2.8%	0.7%	1.0%	1.6%
TPDMN	3.0%	0.7%	1.1%	1.7%
TUSUM	1.9%	0.5%	0.7%	1.1%
WD	6.1%	1.5%	2.3%	3.4%
WH	2.4%	0.6%	0.9%	1.3%
FSSJC	2.4%	0.6%	0.9%	1.3%
FSSMD	2.6%	0.7%	1.0%	1.5%
FSSRS	1.1%	0.3%	0.4%	0.6%

ACM0043085

FOOD COST GROWTH

	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
ATCON	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATDRU	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATFAY	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATGOD	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATHM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATMEM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATNLP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATSLM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATSTB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DEK	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
GB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MAR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BLOX	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CHATH	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CHESP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
HV2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
KINGS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MOBSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MONT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NNMKT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NORMC	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
PENPB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
RICHC	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
RICH2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
TUSUM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ALEX	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
AM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BRFM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DV	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ESSEN	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
HTNBB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAF2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
PLM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SHER	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SHPBK	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SHP2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
WD	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
AUGWS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DAY	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FTLHW	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
JVL10	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
JVUB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MIAFL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MIARR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SAVOM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
TPDMN	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
GRNVL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
JAXRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
JAX55	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
JM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MON	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MPS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MPSCS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MPSGT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MPSPH	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NVMW	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SLRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
WH	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BRDEN	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BRGON	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CVNTN	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
HOUMA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MCOM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NOCLV	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NOG	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NOJ	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SLI	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FSSJC	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FSSMD	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FSSRS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FSSTM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

LABOR COST GROWTH

	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13
ATCON	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATDRU	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATFAY	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATGOD	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATHM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATMEM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATNLP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATSLM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ATSTB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DEK	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
GB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MAR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BLOX	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CHATH	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CHESP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
HV2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
KINGS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MOBSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MONT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NNMKT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NORMC	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
PENPB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
RICHC	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
RICH2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
TUSUM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ALEX	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
AM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BRFM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DV	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ESSEN	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
HTNBB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAF2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
PLM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SHER	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SHPBK	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SHP2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
WD	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
AUGWS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DAY	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FTLHW	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
JVL10	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
JVUB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MIAFL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MIARR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SAVOM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
TPDMN	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
GRNVL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
JAXRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
JAX55	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
JM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MON	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MPS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MPSCS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MPSGT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MPSPH	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NVMW	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SLRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
WH	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BRDEN	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BRGON	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CVNTN	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
HOUMA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
MCOM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NOCLV	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NOG	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NOJ	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SLI	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FSSJC	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FSSMD	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FSSRS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FSSTM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

ACM0043086

Utilities COST GROWTH

	Dec-12	Nov-13	Dec-13	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
ATCON	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
ATDRU	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
ATFAY	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
ATGOD	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
ATHM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
ATMEM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
ATNLP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
ATSLM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
ATSTB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
DEK	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
GB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
MAR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
BILOX	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
CHATH	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
CHESP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
HYZ	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
KINGS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
MOBSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
MONT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
NNMKT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
NORMC	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
PENPB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
RICHC	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
RICH2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
TUSUM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
ALEX	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
AM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
BR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
BRFM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
DV	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
ESBEN	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
HTNBB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
LAF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
LAF2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
PLM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
SHER	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
SHPBK	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
SHP2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
WD	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
AUGWS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
DAY	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
FTLHW	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
JVL10	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
JVUB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
MIAFL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
MIARR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
SAVOM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
TPONM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
GRNVL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
JAXRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
JAXSS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
JM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
MON	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
MPS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
MPSCS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
MPSGT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
MPSPH	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
NVMW	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
SLRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
WH	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
BRDEN	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
BRGON	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
CVNTN	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
HOUMA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
MCOM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
NOCLV	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
NOG	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
NOU	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
SLI	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
FSSJC	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
FSSMD	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
FSSRS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%
FSSTM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%

ACM0043087

ACM004308B

	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13
	4	4	4	4	4	5	4	4	5	4	4	5	4	4
Guests	1,207,661	1,334,521	1,738,481	1,299,306	1,276,802	1,577,248	1,225,328	1,304,580	1,760,260	1,270,054	1,255,904	1,492,827	1,130,901	1,241,594
Check Average	$37.99	$38.22	$38.18	$38.25	$38.29	$38.34	$38.29	$38.13	$38.08	$38.10	$38.03	$38.76	$38.18	$38.52
Gross sales	9,646,615	10,973,199	14,221,153	10,720,724	10,562,494	13,148,652	10,162,127	10,602,035	14,222,891	11,083,607	13,080,255		9,252,344	10,583,840
Net sales deductions	(140,121)	(158,237)	(154,841)	(145,146)	(182,887)	(165,321)	(170,412)	(194,172)	(165,595)	(178,879)	(205,222)		(172,937)	(248,496)
Net sales	*9,506,495*	*10,814,962*	*14,066,312*	*10,575,578*	*10,379,607*	*12,982,331*	*9,991,715*	*10,407,863*	*14,056,996*	*10,904,728*	*12,874,033*		*9,079,407*	*10,237,344*
Food cost	2,852,153	3,178,383	4,059,006	3,130,770	3,054,768	3,688,556	2,909,987	3,062,365	3,923,068	3,170,044	3,695,445	4,213,714	2,983,805	3,122,434
Food Cost %	29.4%	29.0%	28.5%	29.2%	28.9%	28.1%	28.6%	28.9%	27.6%	30.8%	33.3%	32.2%	31.2%	29.5%
Labor cost	2,202,627	2,253,762	2,895,860	2,298,572	2,277,745	2,869,269	2,286,527	2,326,742	2,949,960	2,326,547	2,368,621	2,917,523	2,227,328	2,256,500
Labor Cost per Guest														
Labor Cost %	22.8%	20.5%	20.4%	21.4%	21.5%	21.8%	22.5%	21.9%	20.7%	22.6%	21.4%	22.3%	24.1%	21.3%
Net margin	*4,471,714*	*5,382,817*	*7,053,943*	*5,130,742*	*5,104,835*	*6,408,140*	*4,800,602*	*5,042,495*	*7,155,890*	*4,620,388*	*4,640,661*	*5,743,796*	*3,966,274*	*4,558,410*
Net Margin %	46.4%	49.1%	49.7%	47.9%	48.2%	48.7%	47.2%	47.6%	50.3%	44.9%	43.7%	43.9%	42.9%	45.8%
Advertising - Marketing Dept	78,946	231,331	310,838	317,539	237,168	240,625	184,974	252,099	283,494	115,846	289,611	183,736	84,757	209,763
Unit-level marketing	12,019	10,496	14,481	11,448	11,198	12,324	10,310	10,857	12,085	9,085	8,743	14,166	9,570	12,322
Building & security	172,936	182,449	211,347	167,164	179,601	207,687	163,840	178,155	202,732	163,008	152,658	189,893	153,395	167,595
Insurance	171,626	171,626	173,123	173,123	173,123	173,123	161,440	171,938	174,755	167,642	198,964	223,745	200,592	197,502
Payroll taxes	333,238	337,076	423,818	335,806	311,416	387,593	289,548	291,137	354,659	283,927	284,850	392,485	351,589	348,505
Repairs & maintenance	152,413	181,222	282,448	172,337	194,674	268,655	203,451	216,712	233,354	138,819	148,011	243,671	162,991	177,806
Supplies	334,517	392,153	528,841	360,760	402,911	487,263	399,315	436,948	497,651	399,790	444,495	501,418	363,641	381,104
Utilities	614,741	621,133	633,931	610,875	623,439	655,220	716,699	650,000	647,484	604,286	596,820	591,857	636,055	579,215
Other operating costs	*2,018,589*	*2,291,381*	*2,768,231*	*2,350,222*	*2,282,666*	*2,624,558*	*2,305,963*	*2,361,186*	*2,586,207*	*2,101,773*	*2,317,379*	*2,689,665*	*2,117,362*	*2,228,492*
Unit-level profit	*2,452,825*	*3,091,436*	*4,295,713*	*2,780,519*	*2,021,970*	*3,783,582*	*2,494,699*	*2,681,308*	*4,559,483*	*2,518,625*	*2,523,282*	*3,154,241*	*1,850,891*	*2,329,918*
Unit Profit %	25.4%	28.2%	30.2%	26.0%	26.7%	28.8%	24.5%	25.3%	32.1%	24.5%	22.6%	24.1%	20.0%	24.8%
Management compensation	940,864	908,942	1,137,068	913,347	872,825	1,004,183	841,062	838,335	1,142,154	880,776	877,509	1,054,902	847,540	867,168
Occupancy charges	945,936	872,099	867,999	914,831	919,839	970,947	870,516	908,792	913,191	809,673	943,631	890,391	970,013	923,346
Unit-level G&A	54,179	43,234	56,756	81,850	61,498	66,154	57,500	24,182	54,917	49,472	52,359	43,331	66,379	57,157
Unit-level EBITDA	*511,843*	*1,257,162*	*2,233,879*	*870,492*	*807,807*	*1,662,298*	*725,619*	*909,998*	*2,449,222*	*778,704*	*649,703*	*1,065,017*	*782,243*	
Unit-level EBITDA %	5.3%	11.5%	15.7%	8.2%	9.1%	12.8%	7.1%	8.6%	17.2%	7.6%	5.9%	8.1%	-0.2%	7.4%
Corporate Expenses														
Advertising	11,615	11,265	9,268	2,735	13,200	13,927	5,430	14,050	30,078	23,752	(585)	10,885	5,902	10,940
Bank fees	5,059	2,472	3,543	3,648	3,838	3,188	6,276	(30)	3,034	169	4,041	1,888	4,609	2,063
Insurance	31,321	31,489	35,626	16,965	36,914	37,821	47,075	3,902	2,359	(7,110)	(19,460)	(92,719)	(20,517)	19,357
Corp Losses	2,359	(2,166)	6,892	15	(570)	5,146	298	1,715	23	41	-	-	-	582
Legal & professional	56,416	57,063	102,081	75,400	77,954	85,703	70,286	75,882	153,034	59,083	71,276	78,240	74,692	110,688
Miscellaneous expense	19,216	28,990	19,029	35,597	26,333	27,824	21,095	28,636	25,868	31,730	29,804	(54,737)	30,799	37,798
Office building expense	2,086	1,860	2,312	1,860	2,086	2,312	2,086	3,946	2,086	2,096	226	2,086	2,086	2,086
Postage	4,195	2,448	3,098	2,792	4,180	6,719	4,057	3,324	7,891	3,938	3,327	3,753	3,557	4,805
Payroll taxes	25,144	23,501	28,607	24,082	23,396	29,398	30,594	21,857	30,345	25,666	23,436	36,102	24,858	23,917
Rent	38,457	39,708	22,514	39,737	39,562	(47,320)	(8,855)	35,438	32,200	34,001	(55,836)	20,583	25,583	25,583
Repairs & maintenance	15,189	15,547	12,869	9,808	12,618	14,074	12,335	14,688	13,437	12,765	12,964	17,260	17,377	8,850
Salaries	352,719	307,577	375,027	327,694	320,679	341,607	314,068	315,654	379,483	288,446	318,457	324,028	317,369	337,007
Supplies	5,834	3,671	9,950	5,929	10,569	9,345	5,354	10,636	6,076	6,692	8,047	5,193	15,874	12,711
Telephone	10,359	9,208	11,124	11,306	(9,388)	13,882	13,246	8,201	10,307	11,042	10,799	9,584	9,708	10,740
Travel & moving	20,998	28,367	41,776	38,028	25,007	55,498	41,933	36,456	40,774	30,856	38,106	35,224	32,695	42,660
Taxes, other	7,694	7,655	3,417	(1,891)	2,832	3,082	2,832	2,832	2,832	2,832	2,832	3,082	3,192	1,044
Miscellaneous income	(87,656)	(111,868)	(127,612)	(97,212)	(103,355)	(98,234)	(87,953)	(69,836)	(55,481)	(108,818)	(681,774)	(422,591)	(98,707)	(104,192)
Misc Income														
Benefits	105,332	104,803	127,176	108,269	100,528	130,335	98,901	111,700	120,038	88,546	86,820	126,115	80,694	89,131
Total corporate expenses	*626,349*	*571,680*	*687,536*	*604,724*	*588,523*	*831,164*	*563,279*	*617,181*	*806,249*	*505,717*	*(188,418)*	*304,495*	*570,805*	*685,862*
Operating EBITDA	*(114,506)*	*685,482*	*1,546,343*	*265,768*	*219,084*	*831,133*	*162,340*	*292,807*	*1,642,973*	*272,988*	*838,202*	*761,122*	*(53,649)*	*95,386*
Operating EBITDA %	-1.2%	6.3%	11.0%	2.6%	3.6%	6.6%	1.4%	2.8%	11.7%	2.2%	7.7%	5.9%	-0.5%	0.9%

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Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	LTM	YTD Total
5	4	4	5	4	4	5		
$8.66	$8.51	$8.78	$8.96	$8.91	$8.65	$8.41	$8.43	$8.62
1,662,616	1,268,460	1,216,163	1,445,682	1,102,938	1,191,171	1,427,445	16,405,935	7,985,416
14,404,476	10,795,864	10,679,679	12,960,748	9,827,787	10,303,534	12,007,560	138,288,554	66,667,151
(573,395)	(432,411)	(414,091)	(499,084)	(343,532)	(358,257)	(388,111)	(3,201,620)	(2,438,415)
13,831,081	10,363,453	10,265,588	12,461,664	9,484,255	9,945,277	11,618,449	135,086,934	66,228,737
4,026,688	3,017,864	2,977,740	3,564,265	2,716,722	2,894,762	3,422,782	40,691,342	19,592,797
28.0%	28.0%	27.9%	27.5%	27.6%	28.1%	28.5%		28.5%
2,903,716	2,319,186	2,291,598	2,804,554	2,217,455	2,304,048	2,722,656	30,043,519	14,802,885
20.2%	21.5%	21.5%	21.7%	22.6%	22.4%	22.7%		21.6%
6,900,673	5,026,402	4,990,451	6,062,845	4,550,078	4,746,407	5,474,012	64,362,072	31,833,055
47.9%	46.6%	46.6%	47.0%	48.3%	48.1%	45.6%		46.4%
204,724	278,520	280,383	221,499	136,560	274,399	326,883	2,710,532	1,379,645
13,040	9,770	9,143	13,450	10,624	12,114	13,684	131,405	67,286
199,642	161,724	164,978	199,698	162,370	161,513	193,269	2,105,309	1,047,032
192,952	184,093	183,065	206,652	163,795	165,743	173,690	2,171,455	1,076,142
205,299	196,783	207,402	221,162	196,030	207,999	223,136	2,279,182	1,228,739
412,206	326,361	310,526	373,192	288,768	282,300	328,480	4,033,386	2,122,379
294,650	210,316	214,540	318,217	165,165	229,659	312,891	2,513,069	1,378,912
544,538	391,156	407,627	458,450	379,881	428,259	468,002	5,254,976	2,646,516
596,825	572,417	668,913	696,127	688,655	705,939	671,003	7,584,783	3,749,552
14,595,914	28,764,108	2,701,039	2,487,927	2,191,879	2,708,446	2,444,576	2,331,141	2,763,876
17,237,141	35,577,964	2,772,973	2,250,541	3,574,398	2,649,875	2,458,262	2,608,673	4,138,787
25.1%	26.3%	23.9%	24.0%	26.1%	23.9%	25.0%	28.7%	
6,111,584	12,957,747	7,604,813	544,813	641,389	1,415,078	813,494	980,075	2,143,729
8.9%	9.4%	7.4%	5.3%	6.5%	10.9%	7.6%	9.1%	14.9%
256,551	507,664	63,705	42,465	50,549	36,802	40,970	45,474	19,769
5,450,488	10,853,553	819,512	851,536	872,194	912,079	882,569	860,519	909,963
5,410,519	11,099,000	1,005,543	819,727	794,087	1,010,440	812,843	809,193	1,063,335
87,634	159,728	24,584	3,131	11,086	25,444	13,044	12,897	19,407
29,843	42,888	5,633	5,940	4,767	5,422	8,234	10,093	(567)
51,170	9,867	(4,626)	7,655	29,869	13,171	3,609	2,940	(8,475)
3,048	7,606		14,070	1,797	2,465	563	(682)	
475,091	888,306	81,727	68,629	92,006	80,787	71,296	78,277	59,360
173,017	256,804	19,012	25,471	25,728	20,501	17,165	12,542	24,884
12,517	24,478	3,946	1,875	2,090	3,946	2,096	2,096	226
19,833	50,100	4,514	2,706	2,879	2,741	(1,623)	6,259	4,093
213,554	380,068	28,600	26,959	21,602	30,883	22,990	18,580	42,325
181,733	122,123	20,553	20,690	25,583	29,826	29,597	29,631	41,514
88,770	175,469	19,981	13,132	13,546	8,844	17,165	16,368	18,165
270,233	480,087	54,837	42,891	48,829	68,993	45,053	37,425	43,408
62,635	131,196	10,005	8,474	9,663	8,499	7,266	12,700	13,721
69,673	111,087	11,284	10,534	9,956	7,930	10,229	9,336	13,582
2,222,456	4,466,628	468,083	271,538	318,415	437,570	343,578	349,182	437,749
175,469	122,123	20,553	20,690	25,583	20,826	29,597	29,631	41,514
88,770	175,469	19,981	13,132	13,546	8,844	17,165	16,368	18,165
270,233	480,087	54,837	42,891	48,829	68,993	45,053	37,425	43,408
606	20,210	720	720	920	720	720	720	(5,790)
(532,594)	(1,867,922)	(174,412)	(171,145)	(114,548)	(89,359)	(89,349)	(82,984)	(68,004)
-	-							
535,864	1,200,628	111,394	84,415	83,693	97,579	72,600	83,886	111,764
747,483	619,306	577,639	761,785	587,827	447,381	794,916	6,859,750	3,962,870
2,148,713	6,297,997	60,297	97,432	53,462	653,284	360,770	2,235,854	1,396,266
3.2%	4.7%	0.8%	1.0%	0.6%	5.2%	3.5%	2.3%	10.1%

Piccadilly Restaurants

Projected Income statement for periods FY'13 - FY'17

	Actual																							
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	FY'13 Total	%	FY'14 Total	%	-4.6%	FY'15 Total	%	-3.7%	FY'16 Total	%	0.9%	FY'17 Total	%	1.9%
Guest Count	1,131	1,242	1,663	1,268	1,216	1,446	1,103	1,191	1,427	1,148	1,135	1,364	15,334		14,342			13,776			13,793			13,866		
CKA	$8.18	$8.52	$8.66	$8.51	$8.78	$8.96	$8.91	$8.65	$8.41	$8.43	$8.47	$8.49	$8.69		$8.72			$8.75			$8.82			$8.94		
Gross sales	9,252	10,584	14,404	10,786	10,680	12,951	9,828	10,304	12,008	9,675	9,615	11,579	131,676	103.3%												
Net sales deductions	(173)	(346)	(573)	(432)	(414)	(499)	(344)	(358)	(388)	(226)	(226)	(226)	(4,254)	-3.3%												
Net sales	**9,079**	**10,237**	**13,831**	**10,364**	**10,266**	**12,452**	**9,484**	**9,945**	**11,619**	**9,448**	**9,389**	**11,353**	**127,421**	**100.0%**	**121,552**	**100.0%**		**117,070**	**100.0%**		**118,178**	**100.0%**		**120,429**	**100.0%**	
Food cost	2,884	3,122	4,027	3,018	2,978	3,564	2,717	2,895	3,423	2,687	2,664	3,201	37,178	28.2%	35,048	28.0%		33,674	27.9%		34,000	28.0%		34,658	28.0%	
Food Cost %	*31.8%*	*30.5%*	*29.1%*	*29.0%*	*29.0%*	*28.6%*	*28.6%*	*29.1%*	*29.5%*	*28.4%*	*28.4%*	*28.3%*	*29.2%*		*28.8%*			*28.8%*								
Labor cost	2,227	2,256	2,904	2,319	2,292	2,805	2,217	2,304	2,723	2,076	2,058	2,473	28,653	21.8%	26,873	21.5%		25,746	21.4%		25,995	21.4%		26,500	21.4%	
Labor Cost per Guest																										
Labor Cost %	24.5%	22.0%	21.0%	22.4%	22.3%	22.5%	23.4%	23.2%	23.4%	22.0%	21.9%	21.9%	22.5%		22.1%			22.0%			22.0%			22.0%		
Net Margin	**3,968**	**4,858**	**6,901**	**5,027**	**4,906**	**6,063**	**4,550**	**4,746**	**5,474**	**4,685**	**4,668**	**5,032**	**61,589**	**48.3%**	**59,630**	**47.7%**		**57,650**	**49.2%**		**56,184**	**49.2%**		**59,271**	**49.2%**	
% of Gross sales	*43.7%*	*47.6%*	*49.9%*	*48.6%*	*48.7%*	*48.9%*	*48.0%*	*47.7%*	*47.1%*	*49.6%*	*49.7%*	*49.8%*	*48.3%*		*49.1%*			*49.2%*			*49.2%*			*49.2%*		
Advertising - Marketing Dept	85	210	305	279	280	221	137	274	327	216	216	270	2,820	2.2%	2,532	2.1%		2,197	1.9%		1,977	1.7%		1,977	1.6%	
Unl-level marketing	10	12	11	10	9	11	12	14	10	10	10	13	137	0.1%	118	0.1%		106	0.1%		96	0.1%		96	0.1%	
Building & security	153	168	200	162	165	200	162	162	183	153	153	191	2,052	1.6%	1,956	1.6%		1,894	1.6%		1,894	1.6%		1,894	1.6%	
General expense	155	155	193	184	183	207	164	186	174	160	160	200	2,120	1.7%	1,995	1.6%		1,745	1.5%		1,570	1.3%		1,570	1.3%	
Insurance	201	198	205	197	207	221	196	208	223	185	185	186	2,413	1.9%	2,297	1.9%		2,246	1.9%		2,260	1.9%		2,314	1.9%	
Payroll taxes	352	349	412	326	311	373	289	282	328	279	278	337	3,916	3.1%	3,672	3.0%		3,554	3.0%		3,603	3.0%		3,679	3.1%	
Repairs & maintenance	163	178	295	210	215	318	165	230	313	211	211	264	2,773	2.2%	2,694	2.2%		2,319	2.0%		2,319	2.0%		2,319	1.9%	
Supplies	364	381	545	391	408	458	380	428	468	377	377	470	5,047	4.0%	4,785	3.9%		4,204	3.6%		4,204	3.6%		4,204	3.5%	
Utilities	636	579	597	572	669	696	689	706	671	606	498	493	7,412	5.8%	6,783	5.6%		6,465	5.5%		6,529	5.5%		6,657	5.5%	
Other operating expenses	**2,117**	**2,228**	**2,764**	**2,331**	**2,447**	**2,708**	**2,192**	**2,488**	**2,701**	**2,199**	**2,069**	**2,425**	**28,689**	**22.5%**	**26,833**	**22.1%**		**24,729**	**21.1%**		**24,472**	**20.7%**		**24,710**	**20.5%**	
Unit-level profit	*1,851*	*2,630*	*4,137*	*2,696*	*2,459*	*3,374*	*2,358*	*2,259*	*2,773*	*2,487*	*2,579*	*3,208*	*32,901*	*25.8%*	*32,797*	*26.2%*		*32,921*	*27.3%*		*33,712*	*27.7%*		*34,561*	*27.9%*	
% of Gross sales	*20.4%*	*25.7%*	*29.9%*	*26.0%*	*24.0%*	*27.1%*	*24.9%*	*22.7%*	*23.9%*	*26.3%*	*27.5%*	*28.4%*	*25.8%*		*26.2%*			*27.3%*			*27.7%*			*27.9%*		
Management compensation	848	867	1,063	809	813	1,010	794	820	1,007	772	772	964	10,538	8.3%	9,978	8.2%		9,943	8.5%		10,192	8.6%		10,446	8.7%	
Occupancy charges	970	923	910	861	883	912	822	852	820	771	771	771	10,315	8.1%	9,263	7.6%		8,911	7.6%		8,911	7.5%		8,911	7.4%	
Unl-level G&A	56	57	20	45	41	51	42	64	35	35	44	526	0.4%		467	0.4%		404	0.3%		364	0.3%		364	0.3%	
Unit-level EBITDA	**(23)**	**782**	**2,144**	**980**	**813**	**1,414**	**641**	**545**	**883**	**909**	**1,002**	**1,429**	**11,721**	**9.0%**	**13,090**	**10.8%**		**13,662**	**11.7%**		**14,245**	**12.1%**		**14,840**	**12.3%**	
% of Gross sales	*-0.3%*	*7.6%*	*15.6%*	*9.6%*	*7.9%*	*11.4%*	*6.8%*	*6.5%*	*7.6%*	*9.6%*	*10.7%*	*12.6%*	*9.0%*		*10.8%*			*11.7%*			*12.1%*			*12.3%*		
Corporate Expenses																										
Advertising	6	11	19	13	13	25	11	3	25	13	13	16	168	0.1%	160	0.1%		128	0.1%		89	0.1%		89	0.1%	
Bank fees	5	2	(1)	10	8	5	5	6	6	4	4	5	58	0.0%	58	0.0%		58	0.0%		58	0.0%		58	0.0%	
Insurance	21	19	(8)	3	4	13	30	8	(5)	5	5	7	102	0.1%	102	0.1%		102	0.1%		102	0.1%		102	0.1%	
Corp Losses	-	1	-	(1)	1	2	2	14	-	1	1	2	24	0.0%	22	0.0%		18	0.0%		13	0.0%		13	0.0%	
Legal & professional	75	111	59	78	71	81	92	69	82	77	77	96	967	0.8%	919	0.8%		827	0.7%		744	0.6%		670	0.6%	
Miscellaneous expense	31	38	25	33	21	26	26	25	19	27	27	33	329	0.3%	313	0.3%		250	0.2%		188	0.2%		141	0.1%	
Office building expense	2	2	0	2	2	4	2	2	4	2	2	2	27	0.0%	25	0.0%		23	0.0%		18	0.0%		18	0.0%	
Postage	4	5	4	6	(2)	3	3	3	5	3	3	4	41	0.0%	39	0.0%		35	0.0%		26	0.0%		26	0.0%	
Payroll taxes	25	74	42	19	23	31	22	27	29	31	31	39	391	0.3%	391	0.3%		391	0.3%		391	0.3%		391	0.3%	
Rent	26	26	42	30	30	30	26	21	30	29	29	29	346	0.3%	245	0.2%		245	0.2%		245	0.2%		245	0.2%	
Repairs & maintenance	17	9	18	16	17	9	14	13	20	13	13	16	176	0.1%	176	0.1%		176	0.2%		176	0.1%		176	0.1%	
Salaries	317	337	438	349	344	438	318	272	468	354	354	443	4,432	3.5%	4,432	3.6%		4,432	3.8%		4,432	3.8%		4,432	3.7%	
Supplies	16	13	14	9	10	8	10	11	11	9	9	11	130	0.1%	123	0.1%		111	0.1%		83	0.1%		83	0.1%	
Telephone	10	11	14	13	7	8	10	8	10	9	9	12	121	0.1%	115	0.1%		104	0.1%		78	0.1%		78	0.1%	
Travel & moving	33	43	43	37	45	69	49	43	55	39	39	49	544	0.4%	516	0.4%		465	0.4%		349	0.3%		314	0.3%	
Taxes, other	3	1	(6)	1	1	1	1	1	1	1	1	1	6	0.0%	6	0.0%		6	0.0%		6	0.0%		6	0.0%	
Miscellaneous income	(99)	(104)	(68)	(83)	(89)	(89)	(115)	(171)	(74)	(91)	(91)	(114)	(1,190)	-0.9%	(1,272)	-1.0%		(1,228)	-1.0%		(1,238)	-1.0%		(1,259)	-1.0%	
Benefits	81	89	112	84	73	98	84	94	111	93	93	116	1,128	0.9%	1,128	0.9%		1,128	1.0%		1,128	1.0%		1,128	0.9%	
Total corporate expenses	**571**	**686**	**747**	**619**	**578**	**762**	**588**	**447**	**795**	**620**	**620**	**767**	**7,800**	**6.1%**	**7,500**	**6.2%**		**7,271**	**6.2%**		**6,889**	**5.8%**		**6,712**	**5.6%**	
Total EBITDA	*(594)*	*96*	*1,396*	*361*	*236*	*653*	*53*	*97*	*88*	*290*	*382*	*661*	*3,721*	*2.9%*	*5,590*	*4.6%*		*6,391*	*5.5%*		*7,356*	*6.2%*		*8,128*	*6.7%*	
% of Gross sales	*-6.5%*	*0.9%*	*10.1%*	*3.6%*	*2.3%*	*5.2%*	*0.6%*	*1.0%*	*0.8%*	*3.1%*	*4.1%*	*5.8%*	*2.9%*		*4.6%*			*5.5%*			*6.2%*			*6.7%*		

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Location: Corporate Expenses	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	EXT4	EXT5	EXT6	EXT7
	2	3	4	5	6	7	8	9	10	11	12	13					
	4	4	5	4	4	6	4	4	5	4	4	5	62				
Corporate Expenses																	
Advertising	5 902	10,940	19 407	12,897	13 044	25 444	11 086	3 131	24 584	12,768	12,768	15,960	187,931	159,534	127,628	89,339	89,339
Bank fees	4 609	2,053	(567)	10 093	8,234	5 422	4,767	5,640	5 633	3,799	3,799	4,748	58,229	58,229	58,229	58,229	58,229
Insurance	20,517	19,357	(8,475)	2,990	3,609	13 171	29,869	7,655	(4,626)	5,488	5,488	6,860	101,903	101,903	101,903	101,903	101,903
Losses	-	482	-	(682)	583	2 465	1,797	14 070	-	1,460	1,450.89	1,825	23,600	22,477	17,981	13,486	13,486
Legal & professional	74 692	110 689	59 350	78 277	71 296	80 787	92 006	68,625	81,727	76,758	76,758	95,947	966,912	918,567	826,710	744,039	668,635
Miscellaneous expense	30 799	37,798	24 984	32,542	20 561	28,333	25 728	25 471	19,012	26,521	26,521	33,151	329,420	312,949	250,359	187,769	140,635
Office building expense	2 086	2 086	226	2 086	2 086	3 946	2 086	1 875	3 946	1,909	1,909	2,387	26,630	25,288	22,769	18,215	18,215
Postage	3 557	4 805	4 093	6 259	(1,623)	2 741	2 879	2,708	4 514	3,410	3,410	4,262	41,013	38,963	35,066	26,300	26,300
Payroll taxes	24 858	73 917	42 325	18 580	22 990	30 883	21 602	26,959	28 600	30,953	30,953	38,692	391,314	391,314	391,314	391,314	391,314
Rent	25,583	25,583	41 514	29,631	29 597	25 583	20 690	29,553	29,473	29,473	29,473	29,473	345,860	245,000	245,000	245,000	245,000
Repairs & maintenance	17 377	8 850	18,166	16 368	17 165	8 844	13 546	13 132	19 981	13,069	13,069	16,336	175,902	175,902	175,902	175,902	175,902
Salaries	317 369	337 007	427,749	349,182	343 578	437 570	318,415	271 538	468 083	354,299	354,299	442,874	4,431,964	4,431,964	4,431,964	4,431,964	4,431,964
Supplies	15 874	12 711	13 592	9,336	10,229	7 930	9 556	10 534	11 264	8,783	8,783	10,978	128,970	123,472	111,124	83,343	83,343
Telephone	9 708	10 740	13,721	12 700	7,266	8 499	9 663	8 474	10 005	9,423	9,423	11,779	121,402	115,332	103,799	77,849	77,849
Travel & moving	32 595	42 660	43 408	37 425	45,053	68,993	48 829	42 891	54 937	38,993	38,993	48,742	543,619	516,438	464,794	348,595	313,736
Taxes, other	3,192	1 044	(5,790)	720	720	720	970	720	720	1,067	1,067	1,334	6,484	6,484	6,484	6,484	6,484
Miscellaneous income	(98 707)	(104 192)	(58 004)	(82 984)	(69 249)	(69 359)	(114 548)	(171 145)	(74 412)	(91,403)	(91,403)	(114,254)	(1,188,760)	(1,227,623)	(1,236,033)	(1,259,111)	
Benefits	80 694	89 131	111 764	83 866	72 600	97 579	83 693	94 415	111 394	93,056	93,056	116,320	1,127,588	1,127,588	1,127,588	1,127,588	
Corporate costs	570,605	685,862	747,453	619,306	577,639	761,798	687,927	447,381	794,916	619,826	619,826	767,414	7,800,160	7,499,831	7,270,992	6,889,267	6,711,812

ACM004309Z

Location: ATCON	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY14	FY15	FY16	FY17
	1	1	1	1	1	1	1	1	1	1	1	1		1.00	1.00	1.00	1.00
	2	3	4	5	6	7	8	9	10	11	12	13		2	3	4	5
Guest Count	12,263	13,463	14,711	14,332	17,666	15,301	14,311	17,170	14,071	13,400	15,372	178,011		166,651	161,071	161,071	161,076
Check Average	$9.31	$9.66	$9.91	$9.90	$9.67	$9.86	$9.65	$9.63	$9.78	$9.78	$9.78	$9.78		$9.80	$9.83	$9.97	$9.04
Gross Sales	114,150	130,193	143,516	141,955	170,914	131,360	136,738	163,637	123,570	117,883	134,999	1,690,314		1,482,798	1,437,684	1,444,955	1,462,921
Net sales deductions	(3,146)	(6,114)	(10,303)	(7,501)	(7,425)	(6,646)	(6,754)	(6,761)	(6,328)	(4,123)	(4,729)	(75,369)		(59,359)	(57,561)	(57,845)	(58,564)
Net sales	111,004	124,079	133,213	134,014	134,530	124,714	129,977	157,101	118,241	113,761	130,270	1,614,946		1,423,439	1,380,303	1,387,110	1,404,358
Food cost	31,911	33,874	45,498	33,997	35,362	34,459	35,343	41,443	30,841	28,372	33,694	427,279		374,823	363,464	365,258	369,798
Food Cost %	28.0%	26.0%	24.8%	24.0%	24.9%	25.5%	25.8%	25.3%	25.0%	25.0%	25.0%	25.3%		25.3%	25.3%	25.3%	25.3%
Labor cost	24,912	24,512	32,730	27,079	26,708	33,217	25,061	27,573	23,507	22,387	25,881	327,117		288,958	278,262	279,634	283,111
Labor Cost per Guest																	
Labor Cost %	21.8%	18.8%	17.8%	19.1%	18.8%	19.4%	19.1%	20.2%	20.6%	18.0%	18.0%	19.4%		19.4%	19.4%	19.4%	19.4%
Net Margin	54,180	65,893	55,047	72,838	72,462	66,567	67,106	67,060	61,905	61,802	64,693	680,550		701,658	733,577	742,219	751,446
% of Gross sales	47.5%	50.5%	51.8%	51.5%	51.0%	50.0%	51.1%	49.0%	50.1%	52.5%	52.5%	50.9%		51.4%	51.4%	51.4%	51.4%
Advertising - Marketing Dept	1,645	5,283	7,947	6,538	6,350	6,642	1,897	7,760	9,358	5,713	5,713	71,997		68,397	61,557	55,402	55,402
Unit-level marketing	297	95	301	569	211	319	538	520	424	378	473	4,505		4,280	3,852	3,467	3,467
Building & security	2,004	1,774	1,724	3,799	2,009	3,510	1,944	1,644	2,464	2,245	2,245	28,126		28,126	28,126	28,126	28,126
General expense	2,191	2,814	3,130	2,600	3,772	3,111	2,393	2,246	2,832	2,654	2,654	33,715		33,715	30,344	27,309	27,309
Insurance	2,366	2,329	2,468	2,366	2,494	2,659	2,357	2,886	2,874	2,414	2,414	30,040		30,490	30,946	31,412	31,883
Payroll taxes	4,485	4,203	5,056	3,954	3,998	4,681	3,763	3,882	4,528	3,492	3,377	3,986	49,406	45,156	44,609	45,133	45,690
Repairs & maintenance	3,681	2,496	3,750	2,090	2,973	5,699	1,401	1,797	5,924	2,725	2,725	3,406	38,666	39,246	35,321	35,321	35,321
Supplies	3,883	5,073	6,276	4,573	5,260	4,082	3,825	6,124	7,300	4,637	4,637	5,796	61,469	61,469	55,322	55,322	55,322
Utilities	8,208	7,313	6,643	8,084	7,901	8,361	7,854	9,054	7,617	7,170	6,288	6,102	90,594	79,851	77,431	77,813	78,781
Other operating expenses	28,780	31,382	37,296	34,532	34,068	39,065	25,972	35,914	43,320	31,427	30,430	35,442	408,518	390,732	367,610	359,305	361,600
Unit-level profit	25,420	34,301	67,761	38,406	37,494	47,502	41,133	31,146	36,597	33,466	31,371	35,463	452,032	370,926	371,068	382,915	389,946
% of Gross sales	22.3%	26.3%	31.5%	27.1%	26.4%	27.8%	31.3%	22.8%	23.6%	27.1%	26.7%	26.3%	26.7%	25.0%	25.8%	26.5%	26.7%
Management compensation	11,497	12,005	13,610	11,179	10,741	11,048	11,496	11,127	12,645	10,646	10,646	10,646	139,949	139,949	143,448	147,034	150,710
Occupancy charges	19,297	19,157	20,368	20,368	20,368	20,368	20,368	20,368	21,076	20,368	20,368	20,368	239,845	239,845	239,845	239,845	239,845
Unit-level G&A	194	160	160	160	235	102	110	160	160	143	143	178	1,905	1,810	1,629	1,466	1,466
Unit-level EBITDA	(2,568)	2,978	23,613	6,658	6,150	15,864	9,160	(509)	2,706	2,309	214	1,599	70,333	(10,678)	(13,654)	(5,430)	(2,072)
% of Gross sales	-2.2%	2.3%	12.9%	4.7%	4.3%	9.4%	7.0%	-0.4%	2.9%	1.9%	0.2%	1.2%	4.2%	-0.7%	-1.0%	-0.4%	-0.1%

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Location: ATDRU	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY-14	FY-15	FY-16	FY-17
	1	2	3	4	5	6	7	8	9	10	11	12	13				
	4	4	5	4	5	4	4	4	4	4	4	5	62	2	3	4	5
Guest Count	14,372	15,469	20,473	14,697	15,000	18,081	14,735	15,417	18,446	18,065	16,335	17,391	198,701	191,965	188,853	189,853	190,602
Check Average	38.69	38.91	39.04	38.99	39.21	38.08	38.84	39.03	39.03	39.17	39.17	39.17	39.04	39.46	39.57	39.73	39.99
									8.97%	8.43%							
Gross Sales	124,848	137,868	185,133	133,974	138,186	173,177	131,726	139,144	166,547	136,359	149,828	159,514	1,778,317	1,815,703	1,814,589	1,848,017	1,903,476
Net sales deductions	(2,146)	(3,698)	(5,517)	(4,839)	(4,579)	(5,688)	(4,171)	(4,055)	(4,651)	(2,793)	(3,024)	(3,220)	(49,360)	(45,729)	(45,701)	(46,493)	(47,940)
Net sales	122,702	134,170	179,616	129,136	133,619	167,489	127,555	135,089	161,897	133,566	146,804	156,294	1,728,937	1,769,974	1,768,888	1,798,524	1,855,536
Food cost	36,613	37,877	49,751	36,659	36,731	46,048	36,043	38,086	45,028	37,350	40,448	43,060	483,692	493,881	493,552	502,100	517,734
Food Cost %	29.3%	27.5%	26.9%	27.4%	26.6%	26.6%	27.4%	27.4%	27.0%	27.0%	27.0%	27.0%	27.2%	27.2%	27.2%	27.2%	27.2%
Labor cost	30,360	30,276	39,225	31,530	31,175	39,617	32,623	33,392	43,048	31,861	34,502	36,733	414,341	423,051	422,787	430,114	443,502
Labor Cost per Guest																	
Labor Cost %	24.3%	22.0%	21.2%	23.5%	22.6%	22.9%	24.8%	24.0%	25.8%	23.0%	23.0%	23.0%	23.3%	23.3%	23.3%	23.3%	23.3%
Net Margin	55,729	66,016	89,639	60,947	65,713	81,625	58,869	63,611	73,821	66,355	71,856	76,501	830,004	853,062	852,629	867,304	894,299
% of Gross sales	44.6%	47.9%	48.4%	45.5%	47.6%	47.2%	44.7%	45.7%	44.3%	48.0%	48.0%	48.0%	46.7%	48.2%	48.2%	48.2%	48.2%
Advertising - Marketing Dept	1,645	5,293	7,947	6,538	6,350	6,842	1,897	7,760	9,358	5,713	5,713	7,141	71,997	68,397	61,557	55,402	55,402
Unit-level marketing	255	183	267	238	181	243	288	257	290	227	227	283	2,939	2,792	2,513	2,282	2,282
Building & security	1,677	2,272	1,877	2,379	2,650	2,604	2,469	1,464	1,739	2,068	2,068	2,565	25,653	25,653	25,653	25,653	25,853
General expense	2,161	2,244	3,017	2,506	2,355	2,833	2,374	1,346	2,441	1,143	1,143	1,929	24,491	37,491	33,742	30,368	30,368
Insurance	2,756	2,714	2,868	2,749	2,898	3,080	2,739	3,354	3,340	2,807	2,807	2,807	34,930	34,930	35,886	36,526	37,073
Payroll taxes	5,230	4,933	5,783	4,635	5,570	5,690	4,601	4,544	5,623	4,513	4,788	5,318	60,428	61,361	61,735	62,932	64,787
Repairs & maintenance	2,525	901	4,745	1,842	2,915	5,637	894	5,118	6,049	3,254	3,254	4,067	41,201	41,819	37,637	37,637	37,637
Supplies	4,460	5,265	10,056	4,290	6,345	6,451	4,747	5,285	8,203	5,721	5,721	7,151	73,703	73,703	66,333	66,333	66,333
Utilities	10,847	10,982	10,169	11,759	10,283	10,404	10,790	12,527	11,437	9,003	8,867	9,595	126,664	129,670	129,589	131,835	135,939
Other operating expenses	31,557	34,767	46,739	37,136	36,547	43,585	30,788	47,855	48,481	36,449	36,588	42,877	476,207	476,641	464,845	449,146	455,653
Unit-level profit	24,172	31,229	42,901	23,811	27,167	36,230	28,091	15,956	25,340	29,907	35,269	33,624	365,697	376,621	397,583	418,187	438,646
% of Gross sales	19.4%	22.7%	23.2%	17.8%	19.7%	21.1%	21.3%	11.6%	15.2%	21.6%	23.6%	21.1%	20.0%	20.7%	21.8%	22.7%	23.0%
Management compensation	13,948	8,589	11,022	12,232	14,080	11,152	14,631	16,662	11,403	14,254	150,361						
Occupancy charges	19,151	17,939	18,658	18,658	18,658	18,658	19,658	12,215	12,125	12,125	12,125	188,629					
Unit-level G&A	311	265	315	250	325	212	948	305	255	362	362	453	4,364	4,146	3,731	3,358	3,358
Unit-level EBITDA	(9,238)	4,437	12,805	(6,102)	(4,048)	5,280	(2,667)	(18,638)	(3,792)	6,016	11,376	6,792	2,323	70,494	94,211	111,305	127,844
% of Gross sales	-7.4%	3.2%	7.0%	-4.6%	-2.8%	3.0%	-2.0%	-13.4%	-2.3%	4.3%	7.6%	4.3%	0.1%	4.2%	5.2%	6.0%	6.7%

Location: ATFAY	1	2 Jan-13	3 Feb-13	4 Mar-13	5 Apr-13	6 May-13	7 Jun-13	8 Jul-13	9 Aug-13	10 Sep-13	11 Oct-13	12 Nov-13	13 Dec-13	Total	2 FY'14	3 FY'15	4 FY'16	5 FY'17
		4	4	5	4	4	5	4	4	5	4	4	5	52				
Guest Count		14,185	15,234	21,865	16,653	16,543	21,435	18,595	17,269	21,094	15,940	16,044	18,768	211,624	208,356	206,750	206,750	207,763
Check Average		$8.36	$8.62	$8.87	$8.86	$8.96	$8.91	$8.84	$8.76	$8.72	$8.85	$8.85	$8.85	$8.80	$9.21	$9.31	$9.47	$9.72
		8.36%	7.05%	10.42%	7.92%	7.96%	10.26%	7.88%	8.14%	9.86%	7.58%	7.63%	8.92%					
Gross Sales		118,488	131,262	193,907	147,541	148,210	190,982	145,698	151,526	183,918	141,101	142,020	166,131	1,681,783	1,917,934	1,925,166	1,958,600	2,019,670
Net sales deductions		(2,581)	(5,624)	(9,768)	(7,195)	(6,911)	(10,092)	(6,713)	(6,866)	(8,189)	(4,396)	(4,424)	(5,175)	(77,934)	(69,339)	(69,601)	(70,809)	(73,017)
Net sales		115,907	125,638	184,139	140,346	141,299	180,890	138,985	144,660	175,728	136,705	137,596	160,955	1,783,849	1,848,595	1,855,565	1,887,790	1,946,653
Food cost		36,338	40,289	53,317	39,841	40,752	51,198	40,354	40,973	50,129	38,406	38,656	45,219	515,474	531,021	533,023	542,280	559,189
Food Cost %		30.7%	30.7%	27.5%	27.0%	27.5%	26.8%	27.5%	27.0%	27.3%	27.2%	27.2%	27.2%	27.7%	27.7%	27.7%	27.7%	27.7%
Labor cost		31,622	31,736	41,874	34,815	34,276	42,274	33,823	34,531	42,944	31,942	32,150	37,608	429,594	442,551	444,219	451,934	466,025
Labor Cost per Guest																		
Labor Cost %		26.7%	24.2%	21.6%	23.6%	23.1%	22.1%	23.1%	22.8%	23.3%	22.6%	22.6%	22.6%	23.1%	23.1%	23.1%	23.1%	23.1%
Net Margin		47,947	53,613	88,948	65,690	66,271	87,418	65,607	69,157	82,655	66,357	66,789	78,128	838,781	875,024	878,323	893,577	921,439
% of Gross sales		40.5%	40.8%	45.9%	44.5%	44.7%	45.8%	44.9%	45.6%	44.9%	47.0%	47.0%	47.0%	45.1%	47.3%	47.3%	47.3%	47.3%
Advertising - Marketing Dept		1,645	5,399	7,947	6,538	6,804	6,642	2,059	7,760	9,358	5,808	5,808	7,260	73,028	69,377	62,439	56,195	56,195
Unit-level marketing		422	494	496	590	489	568	445	506	666	476	476	595	6,222	5,911	5,320	4,788	4,788
Building & security		1,350	1,965	2,680	2,065	2,615	1,765	1,970	2,615	2,360	2,109	2,109	2,636	26,239	26,239	26,239	26,239	26,239
General expense		1,754	1,823	2,581	2,248	2,752	2,828	2,220	2,282	2,448	2,294	2,294	2,867	28,390	28,390	25,551	22,996	22,996
Insurance		2,390	2,353	2,494	2,390	2,519	2,686	2,381	2,916	2,903	2,438	2,438	2,438	30,348	30,803	31,265	31,734	32,210
Payroll taxes		5,411	5,262	6,378	5,045	4,685	5,612	4,496	4,160	5,320	4,483	4,483	5,354	60,668	61,945	62,567	63,798	65,668
Repairs & maintenance		1,168	2,647	5,299	1,818	335	3,644	933	2,430	4,060	2,224	2,224	2,781	29,564	30,008	27,007	27,007	27,007
Supplies		3,784	5,776	6,531	5,659	5,107	5,659	4,942	4,552	6,234	4,992	4,992	6,240	64,468	64,468	58,021	58,021	58,021
Utilities		7,503	8,556	6,548	9,035	8,045	9,369	7,476	8,822	9,114	7,504	7,102	6,915	95,990	99,474	99,849	101,583	104,751
Other operating expenses		25,427	34,276	40,953	35,389	33,351	38,774	26,923	36,041	42,483	32,308	31,927	37,086	414,917	416,614	398,259	392,361	397,875
Unit-level profit		22,520	19,338	47,995	30,301	32,920	48,644	38,685	33,116	40,191	34,049	34,863	41,042	423,663	458,409	480,064	501,216	523,564
% of Gross sales		19.0%	14.7%	24.8%	20.5%	22.2%	25.5%	26.5%	21.9%	21.9%	24.1%	24.5%	24.7%	22.6%	23.9%	24.9%	25.6%	25.9%
Management compensation		15,988	14,811	20,781	12,373	13,114	16,367	15,293	14,398	16,782	14,204	14,204	17,755	186,070	186,070	190,722	195,490	200,377
Occupancy charges		18,932	17,681	18,893	18,893	18,893	1,165	18,893	18,893	19,600	15,938	15,938	15,938	199,658	199,658	199,658	199,658	199,658
Unit-level G&A		257	1,192	(28)	140	215	82	90	140	140	98	98	123	2,548	2,421	2,179	1,961	1,961
Unit-level EBITDA		(12,657)	(14,347)	8,349	(1,105)	699	31,030	4,809	(315)	3,669	3,808	4,622	7,225	35,587	70,260	87,505	104,107	121,568
% of Gross sales		-10.7%	-10.9%	4.3%	-0.7%	0.5%	16.2%	3.1%	-0.2%	2.0%	2.7%	3.3%	4.3%	1.9%	3.7%	4.5%	5.3%	6.0%

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Location: ATGOD	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY'14	FY'15	FY'16	FY'17
	4	4	5	4	4	5	4	4	5	4	4	5	52				
Guest Count	14,200	15,967	21,057	15,948	16,155	19,380	15,827	15,556	19,478	14,664	14,644	17,036	199,911	200,332	200,437	200,643	200,701
Check Average	$8.26	$8.45	$8.63	$8.68	$8.70	$8.79	$8.82	$8.69	$8.61	$8.72	$8.72	$8.72	$8.67	$8.90	$8.96	$9.05	$9.19
	6.76%	7.79%	10.72%	7.88%	8.10%	9.83%	8.05%	7.79%	9.67%	7.37%	7.36%	8.57%					
Gross Sales	117,247	134,995	185,910	138,372	140,531	170,445	139,586	135,132	167,716	127,854	127,678	148,533	1,733,999	1,783,609	1,796,348	1,815,120	1,843,580
Net sales deductions	(2,687)	(5,558)	(8,121)	(6,601)	(6,360)	(7,844)	(5,477)	(5,256)	(6,579)	(3,762)	(3,757)	(4,370)	(66,373)	(61,399)	(61,838)	(62,484)	(63,464)
Net sales	114,559	129,438	177,790	131,770	134,171	162,601	134,109	129,876	161,137	124,092	123,921	144,162	1,667,626	1,722,210	1,734,510	1,752,636	1,780,116
Food cost	37,101	41,016	50,643	39,029	39,027	47,162	39,367	38,474	46,781	35,648	35,597	41,411	491,254	505,309	508,918	514,236	522,299
Food Cost %	31.6%	30.4%	27.2%	28.2%	27.8%	27.7%	28.2%	28.5%	27.9%	27.9%	27.9%	27.9%	28.3%	28.3%	28.3%	28.3%	28.3%
Labor cost	25,139	26,688	33,819	26,896	25,942	32,969	26,847	26,839	35,006	24,351	24,317	28,289	337,102	346,747	349,223	352,873	358,405
Labor Cost per Guest																	
Labor Cost %	21.4%	19.8%	18.2%	19.4%	18.5%	19.3%	19.2%	19.9%	20.9%	19.0%	19.0%	19.0%	19.4%	19.4%	19.4%	19.4%	19.4%
Net Margin	52,319	61,734	93,328	65,845	69,202	82,469	67,895	64,562	79,351	64,095	64,007	74,462	839,270	870,155	876,370	885,528	899,412
% of Gross sales	44.6%	45.7%	50.2%	47.6%	49.2%	48.4%	48.6%	47.6%	47.3%	50.1%	50.1%	50.1%	48.4%	50.5%	50.5%	50.5%	50.5%
Advertising - Marketing Dept	1,645	5,293	7,947	6,538	6,350	6,642	1,897	7,760	9,358	5,713	5,713	7,141	71,997	68,397	61,557	55,402	55,402
Unit-level marketing	764	777	919	676	665	933	649	661	803	693	693	866	9,099	8,644	7,779	7,001	7,001
Building & security	5,365	3,825	5,015	4,742	4,397	4,174	4,431	3,881	5,509	4,099	4,099	5,123	54,660	54,660	54,660	54,660	54,660
General expense	1,754	1,853	2,283	2,012	2,371	2,792	2,388	2,133	2,115	2,151	2,151	2,688	26,692	26,692	24,023	21,621	21,621
Insurance	3,293	3,242	3,418	3,276	3,453	3,682	3,263	3,995	3,980	3,347	3,347	3,347	41,645	42,270	42,904	43,547	44,200
Payroll taxes	4,670	4,773	5,472	4,424	4,081	5,065	4,208	3,895	5,067	3,869	3,866	4,612	54,002	55,043	55,751	56,596	57,656
Repairs & maintenance	1,113	3,150	5,128	2,273	561	3,562	206	524	2,914	1,885	1,885	2,357	25,559	25,942	23,348	23,348	23,348
Supplies	5,009	5,468	8,300	4,857	6,034	6,201	5,806	5,061	6,895	5,578	5,578	6,973	71,760	71,760	64,584	64,584	64,584
Utilities	9,631	9,123	10,328	9,105	9,465	9,428	10,533	10,510	11,972	11,753	10,588	8,628	121,064	125,026	125,919	127,235	129,230
Other operating expenses	33,245	37,506	48,810	37,903	37,375	42,479	33,382	38,421	48,614	39,088	37,920	41,735	476,478	478,434	460,525	453,995	457,703
Unit-level profit	19,073	24,228	44,518	27,942	31,827	39,991	34,513	26,141	30,737	25,008	26,087	32,727	362,792	391,720	415,844	431,533	441,709
% of Gross sales	*16.3%*	*17.9%*	*23.9%*	*20.2%*	*22.6%*	*23.5%*	*24.7%*	*19.3%*	*18.3%*	*19.6%*	*20.4%*	*22.0%*	*20.9%*	*22.0%*	*23.1%*	*23.8%*	*24.0%*
Management compensation	12,107	12,601	15,508	11,530	11,611	14,487	15,531	13,515	15,337	12,643	12,643	15,904	163,317	163,317	167,399	171,584	175,874
Occupancy charges	5,000	5,200	10,200	5,200	5,200	5,200	5,200	5,200	5,200	6,033	6,033	6,033	69,700	69,700	69,700	69,700	69,700
Unit-level G&A	419	972	336	315	390	257	265	315	315	289	289	361	4,424	4,202	3,782	3,404	3,404
Unit-level EBITDA	1,548	5,555	18,474	10,897	14,626	20,047	13,517	7,111	9,885	6,042	7,122	10,528	125,352	154,501	174,962	188,845	192,731
% of Gross sales	*1.3%*	*4.1%*	*9.9%*	*7.9%*	*10.4%*	*11.8%*	*9.7%*	*5.3%*	*5.9%*	*4.7%*	*5.6%*	*7.1%*	*7.2%*	*8.7%*	*9.7%*	*10.3%*	*10.5%*

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Location: ATHM	1	2 Jan-13 4	3 Feb-13 4	4 Mar-13 5	5 Apr-13 4	6 May-13 4	7 Jun-13 5	8 Jul-13 4	9 Aug-13 4	10 Sep-13 5	11 Oct-13 4	12 Nov-13 4	13 Dec-13 5	Total 52	2 FY'14	3 FY'15	4 FY'16	5 FY'17
Guest Count		14,042	15,198	20,656	15,724	16,376	18,822	13,993	15,023	18,383	14,121	14,651	16,732	192,723	185,066	181,390	181,390	182,297
Check Average		$8.68	$8.91	$8.06	$8.83	$9.15	$9.11	$9.07	$8.98	$8.76	$9.10	$9.10	$9.10	$8.98	$9.37	$9.48	$9.63	$9.87
		7.05%	7.82%	10.70%	8.03%	8.13%	9.91%	7.34%	7.80%	9.30%	7.43%	7.71%	8.80%					
Gross Sales		121,921	135,349	165,102	138,904	149,664	171,485	126,975	134,952	160,992	128,533	133,352	152,299	1,730,507	1,734,885	1,719,104	1,747,487	1,799,665
Net sales deductions		(2,051)	(4,765)	(7,933)	(6,165)	(6,006)	(6,548)	(4,885)	(4,956)	(5,662)	(3,157)	(3,275)	(3,741)	(59,143)	(51,286)	(50,820)	(51,658)	(53,201)
Net sales		119,869	130,584	177,169	132,739	134,658	164,917	122,090	129,996	155,330	125,376	130,077	148,558	1,671,364	1,683,579	1,668,284	1,695,808	1,746,464
Food cost		38,211	38,793	50,481	37,498	37,695	46,848	35,168	36,592	43,057	34,962	36,273	41,427	477,006	478,207	473,863	481,681	496,069
Food Cost %		31.3%	28.7%	27.3%	27.0%	26.8%	27.3%	27.7%	27.1%	26.7%	27.2%	27.2%	27.2%	27.6%	27.6%	27.6%	27.6%	27.6%
Labor cost		25,265	25,361	34,533	27,514	27,362	34,715	26,639	28,005	33,828	25,586	26,545	30,316	345,667	348,538	343,390	349,055	359,482
Labor Cost per Guest																		
Labor Cost %		20.7%	18.7%	18.7%	19.8%	19.5%	20.2%	21.0%	20.8%	21.0%	19.9%	19.9%	19.9%	20.0%	20.0%	20.0%	20.0%	20.0%
Net Margin		56,394	66,430	92,155	67,727	69,601	83,354	60,284	65,399	78,445	64,828	67,259	76,815	848,690	858,834	851,032	865,072	890,913
% of Gross sales		46.3%	49.1%	49.8%	48.8%	49.5%	48.6%	47.5%	48.5%	48.7%	50.4%	50.4%	50.4%	49.0%	51.0%	51.0%	51.0%	51.0%
Advertising - Marketing Dept		1,645	5,293	7,947	6,538	6,350	6,642	1,897	7,760	9,358	5,713	5,713	7,141	71,997	68,397	61,557	55,402	55,402
Unit-level marketing		236	278	1,176	549	563	1,235	1,151	1,210	1,549	905	905	1,132	10,889	10,345	9,310	8,379	8,379
Building & security		2,746	2,881	3,561	4,162	2,757	3,366	2,346	3,711	3,236	3,062	3,062	3,827	38,716	38,716	38,716	38,716	38,716
General expense		2,196	2,154	2,720	2,477	2,365	2,578	2,453	2,568	2,519	2,333	2,333	2,916	29,611	29,611	26,650	23,985	23,985
Insurance		2,698	2,656	2,808	2,692	2,837	3,025	2,681	3,283	3,270	2,748	2,748	2,748	34,194	34,707	35,228	35,756	36,293
Payroll taxes		4,495	4,366	5,497	4,180	4,122	5,381	3,953	4,021	4,793	3,812	3,912	4,590	53,122	53,217	53,254	54,265	55,808
Repairs & maintenance		278	1,150	5,623	2,486	3,255	3,592	1,035	3,814	2,282	3,047	3,047	3,809	33,418	33,919	30,527	30,527	30,527
Supplies		4,768	6,120	9,073	5,291	5,727	7,041	4,853	5,232	7,403	5,726	5,726	7,157	74,117	74,117	66,705	66,705	66,705
Utilities		11,376	10,889	10,456	13,502	11,968	12,378	11,408	13,143	12,502	11,189	12,254	11,310	142,376	143,417	142,114	144,459	148,774
Other operating expenses		30,438	35,787	48,861	41,876	39,944	45,240	31,778	44,742	46,913	38,534	39,699	44,629	488,441	486,447	484,062	458,195	464,589
Unit-level profit		25,955	30,642	43,294	25,851	29,657	38,116	28,508	20,657	31,532	26,295	27,559	32,186	360,249	372,387	366,970	406,877	426,324
% of Gross sales		*21.3%*	*22.6%*	*23.4%*	*18.6%*	*21.1%*	*22.2%*	*22.5%*	*15.3%*	*19.6%*	*20.5%*	*20.7%*	*21.1%*	*20.8%*	*21.5%*	*22.5%*	*23.3%*	*23.7%*
Management compensation		10,688	10,889	14,315	9,409	9,583	14,009	11,390	11,014	12,982	10,726	10,726	13,408	139,138	139,138	142,616	146,182	149,836
Occupancy charges		12,304	12,304	12,304	12,304	5,158	9,360	13,616	13,616	13,616	11,060	11,060	11,060	137,760	137,760	137,760	137,760	137,760
Unit-level G&A		751	933	433	433	508	433	358	433	783	400	400	500	6,364	6,046	5,441	4,897	4,897
Unit-level EBITDA		2,213	6,516	16,242	3,705	14,409	14,313	3,142	(4,406)	4,152	4,109	5,374	7,219	76,987	89,443	101,152	118,039	133,831
% of Gross sales		*1.8%*	*4.8%*	*8.8%*	*2.7%*	*10.2%*	*8.3%*	*2.5%*	*-3.3%*	*2.6%*	*3.2%*	*4.0%*	*4.7%*	*4.4%*	*5.2%*	*5.9%*	*6.6%*	*7.4%*

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Location: ATMEM	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY'14	FY'15	FY'16	FY'17
	4	4	5	4	4	5	4	4	5	4	4	5	52				
Guest Count	9,767	11,145	15,403	11,955	11,132	13,453	10,448	7,695	-	-	-	-	91,196	-	-	-	-
Check Average	$8.38	$8.98	$8.99	$8.90	$9.29	$9.54	$9.18	$9.20	#DIV/0!	$0.00	$0.00	$0.00	$9.07	$0.00	$0.00	$0.00	$0.00
	9.90%	12.10%	16.73%	12.66%	12.51%	15.52%	11.59%	8.76%	0.00%	0.00%	0.00%	0.00%					
Gross Sales	81,892	100,085	138,396	106,357	103,457	128,406	95,884	72,658	-	-	-	-	827,135	-	-	-	-
Net sales deductions	(1,904)	(4,020)	(6,282)	(5,496)	(4,132)	(5,738)	(3,690)	(2,801)	-	-	-	-	(34,062)	-	-	-	-
Net sales	79,988	96,065	132,114	100,861	99,326	122,668	92,193	69,857	-	-	-	-	793,073	-	-	-	-
Food cost	26,739	30,500	38,119	29,923	29,432	35,186	27,717	23,851	-	-	-	-	241,468	-	-	-	-
Food Cost %	32.7%	30.5%	27.5%	28.1%	28.4%	27.4%	26.9%	32.8%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	29.2%	29.2%	29.2%	29.2%	29.2%
Labor cost	21,279	21,421	28,386	22,849	23,914	29,887	23,849	22,329	-	-	-	-	193,913	-	-	-	-
Labor Cost per Guest																	
Labor Cost %	26.0%	21.4%	20.5%	21.5%	23.1%	23.3%	24.9%	30.7%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	23.4%	23.4%	23.4%	23.4%	23.4%
Net Margin	31,970	44,144	65,610	48,090	45,980	57,595	40,627	23,676	-	-	-	-	357,692	-	-	-	-
% of Gross sales	39.0%	44.1%	47.4%	45.2%	44.4%	44.9%	42.4%	32.6%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	43.2%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Advertising - Marketing Dept	1,645	5,293	7,947	6,538	6,350	6,642	1,897	-	-	-	-	-	36,312	-	-	-	-
Unit-level marketing	274	339	425	325	202	419	366	296	-	-	-	-	2,647	-	-	-	-
Building & security	1,364	2,529	2,299	1,624	2,284	2,194	1,524	1,284	-	-	-	-	15,202	-	-	-	-
General expense	1,105	1,341	1,715	1,544	1,633	2,019	1,384	1,577	-	-	-	-	12,318	-	-	-	-
Insurance	2,674	2,633	2,784	2,669	2,813	2,999	2,658	3,255	-	-	-	-	22,486	-	-	-	-
Payroll taxes	3,955	3,789	4,531	3,427	3,379	4,237	3,440	2,726	-	-	-	-	29,483	-	-	-	-
Repairs & maintenance	716	1,296	2,860	1,638	760	1,759	1,843	1,229	-	-	-	-	12,101	-	-	-	-
Supplies	3,717	4,012	4,919	4,866	5,521	5,072	4,855	6,963	-	-	-	-	39,923	-	-	-	-
Utilities	10,392	9,993	10,245	10,618	13,784	12,417	12,792	12,104	-	-	-	-	92,344	-	-	-	-
Other operating expenses	25,842	31,224	37,724	33,248	36,726	37,758	30,659	29,435	-	-	-	-	282,815	-	-	-	-
Unit-level profit	6,128	12,921	27,886	14,842	9,254	19,838	9,768	(5,758)	-	-	-	-	94,876	-	-	-	-
% of Gross sales	7.5%	12.9%	20.1%	14.0%	8.9%	15.4%	10.2%	-7.9%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	11.5%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Management compensation	11,651	13,048	16,201	10,307	10,583	12,691	9,721	8,401	-	-	-	-	92,603	-	-	-	-
Occupancy charges	18,567	17,300	18,512	18,512	18,512	18,512	18,512	16,012	-	-	-	-	144,436	-	-	-	-
Unit-level G&A	788	339	282	282	336	(18)	1,095	(0)	-	-	-	-	3,104	-	-	-	-
Unit-level EBITDA	(24,878)	(17,766)	(7,109)	(14,258)	(20,177)	(11,349)	(19,559)	(30,170)	-	-	-	-	(145,266)	-	-	-	-
% of Gross sales	-30.4%	-17.8%	-5.1%	-13.4%	-19.5%	-8.8%	-20.4%	-41.5%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-17.6%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

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Location: ATMLP	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY14	FY15	FY16	FY17
	1	2	3	4	5	6	7	8	9	10	11	12	13	2	3	4	5
	4	4	5	4	4	5	4	4	5	4	4	5	52				
Guest Count	12,507	13,357	18,191	12,823	12,631	15,029	13,109	13,827	18,486	11,440	12,551	13,626	166,276	150,457	142,401	142,401	142,304
Check Average	$8.59	$9.05	$9.15	$8.91	$8.38	$9.35	$9.04	$8.96	$8.79	$9.12	$9.12	$9.12	$9.05	$9.56	$9.70	$9.80	$10.22
	7.06%	7.94%	10.94%	9.72%	7.72%	9.72%	8.14%	7.78%	10.07%	6.85%	7.52%	8.16%					
Gross Sales	107,461	120,845	166,534	114,199	117,570	148,012	118,483	123,912	162,528	104,322	114,448	124,245	1,622,560	1,438,376	1,301,494	1,410,811	1,462,999
Net sales deductions	(2,590)	(5,322)	(7,293)	(5,005)	(4,344)	(6,654)	(4,925)	(4,721)	(5,646)	(2,920)	(3,204)	(3,478)	(56,101)	(47,457)	(45,560)	(46,548)	(48,270)
Net sales	104,871	115,523	159,241	109,194	113,227	141,358	113,558	119,190	156,883	101,402	111,244	120,767	1,566,459	1,390,919	1,255,913	1,364,264	1,414,730
Food cost	32,417	35,916	45,191	30,923	32,147	41,189	32,655	33,700	41,859	28,544	31,315	33,998	419,853	396,539	380,953	389,038	403,429
Food Cost %	30.2%	29.7%	27.1%	27.1%	27.3%	27.8%	27.6%	27.2%	25.8%	27.4%	27.4%	27.4%	27.6%	27.6%	27.6%	27.6%	27.6%
Labor cost	26,300	27,393	34,074	27,116	27,369	33,545	26,365	29,221	36,081	23,503	25,784	27,992	344,752	325,691	312,611	319,448	331,266
Labor Cost %	24.5%	22.7%	20.5%	23.3%	22.7%	22.3%	23.2%	22.2%	23.0%	22.5%	22.5%	22.5%	22.6%	22.6%	22.6%	22.6%	22.6%
Net Margin	46,154	52,214	79,977	61,165	53,711	66,624	54,538	56,269	76,932	48,353	54,145	58,760	701,854	666,590	642,149	655,777	660,035
% of Gross sales	42.9%	43.2%	48.0%	44.8%	45.7%	45.0%	46.0%	45.4%	46.6%	47.3%	47.3%	47.3%	46.1%	46.1%	48.1%	48.1%	46.1%
Advertising - Marketing Dept	1,645	5,293	7,947	6,538	6,350	6,952	1,897	7,760	9,561	5,761	5,761	7,201	72,665	69,031	62,128	55,915	55,915
Unit-level marketing	263	330	358	362	292	366	207	293	515	289	289	361	3,926	3,729	3,356	3,021	3,021
Building & security	1,940	3,829	2,079	1,926	3,023	2,285	3,362	4,038	1,154	2,556	2,556	1,195	31,841	31,841	31,841	31,841	31,841
General expense	2,009	3,019	2,931	2,493	2,877	2,885	3,115	3,361	3,399	2,717	2,717	3,397	34,918	34,918	31,426	28,283	28,283
Insurance	2,776	2,733	2,880	2,768	2,918	3,111	2,758	3,377	3,363	2,826	2,826	2,826	35,171	35,688	36,234	36,777	37,329
Payroll taxes	4,582	4,451	5,145	4,010	4,052	4,973	2,576	4,170	4,766	3,326	3,548	4,022	49,520	47,596	46,553	47,710	49,289
Repairs & maintenance	473	1,362	6,355	(400)	1,746	3,867	1,650	334	2,958	2,085	2,085	2,606	25,121	25,488	22,948	22,948	22,948
Supplies	4,535	4,194	6,415	4,305	5,122	5,786	4,214	4,766	4,878	4,707	4,707	5,884	59,504	59,504	53,553	53,553	53,553
Utilities	8,831	7,152	10,806	9,562	9,131	8,788	9,971	9,633	8,767	8,917	8,664	8,826	105,047	99,636	95,696	97,727	101,342
Other operating expenses	27,054	32,362	44,924	31,865	35,509	36,913	29,650	37,722	38,356	33,164	31,163	36,318	417,712	407,451	363,645	377,776	383,622
Unit-level profit	19,100	19,852	35,052	29,580	18,202	29,715	24,888	18,547	38,576	16,170	22,992	22,462	264,142	261,139	258,304	278,001	276,513
% of Gross sales	17.8%	16.4%	21.0%	17.2%	15.5%	18.7%	21.0%	15.0%	24.4%	15.5%	20.1%	18.1%	18.7%	18.2%	18.7%	19.7%	20.3%
Management compensation	12,262	12,525	16,233	12,899	12,753	14,061	5,513	7,594	17,291	10,624	10,624	13,279	145,657	145,657	149,299	153,031	156,857
Occupancy charges	11,301	11,301	11,743	11,743	7,308	6,492	9,525	9,525	9,525	9,525	9,525	9,525	117,035	114,300	114,300	114,300	114,300
Unit-level G&A	824	248	248	240	315	507	1,045	240	240	399	399	499	5,205	4,945	4,450	4,005	4,005
Unit-level EBITDA	(5,286)	(4,222)	6,829	(5,291)	8,660	8,604	7,463	1,188	7,521	(4,378)	2,444	(642)	16,244	(3,753)	(8,744)	6,665	21,351
% of Gross sales	-4.9%	-3.5%	4.1%	-4.6%	4.5%	7.4%	1.0%	7.7%	-4.2%	2.1%	-0.7%	1.1%		-0.3%	-0.7%	0.5%	1.5%

Location: ATSLM	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY'14	FY'15	FY'16	FY'17
	4	4	5	4	4	5	4	4	5	4	4	5	52				
Guest Count	6,502	7,303	10,490	8,113	4,377	-	-	-	-	-	-	-	36,785	-	-	-	-
Check Average	$8.26	$8.49	$8.71	$8.56	$8.79	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	$0.00	$0.00	$0.00	$8.56	$0.00	$0.00	$0.00	$0.00
	17.05%	19.68%	29.01%	22.05%	12.21%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%					
Gross Sales	53,717	61,987	91,358	69,449	38,459	-	-	-	-	-	-	-	314,970	-	-	-	-
Net sales deductions	(1,407)	(2,546)	(4,114)	(3,009)	(1,929)	-	-	-	-	-	-	-	(13,005)	-	-	-	-
Net sales	52,310	59,441	87,243	66,440	36,529	-	-	-	-	-	-	-	301,965	-	-	-	-
Food cost	18,085	20,405	28,617	20,527	12,110	-	-	-	-	-	-	-	99,744	-	-	-	-
Food Cost %	33.7%	32.9%	31.3%	29.6%	31.5%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	31.7%	31.7%	31.7%	31.7%	31.7%
Labor cost	17,544	17,210	23,718	18,381	13,608	-	-	-	-	-	-	-	90,461	-	-	-	-
Labor Cost per Guest																	
Labor Cost %	32.7%	27.8%	26.0%	26.5%	35.4%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	28.7%	28.7%	28.7%	28.7%	28.7%
Net Margin	16,682	21,827	34,909	27,532	10,811	-	-	-	-	-	-	-	111,760	-	-	-	-
% of Gross sales	31.1%	35.2%	38.2%	39.6%	28.1%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	35.5%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Advertising - Marketing Dept	1,645	5,293	7,947	6,538	4,273	-	-	-	-	-	-	-	25,696	-	-	-	-
Unit-level marketing	58	108	110	69	38	-	-	-	-	-	-	-	383	-	-	-	-
Building & security	295	735	1,573	1,624	735	-	-	-	-	-	-	-	4,962	-	-	-	-
General expense	633	686	934	813	1,560	-	-	-	-	-	-	-	4,627	-	-	-	-
Insurance	1,962	1,931	2,055	1,970	2,076	-	-	-	-	-	-	-	9,994	-	-	-	-
Payroll taxes	3,463	3,267	3,817	2,685	1,705	-	-	-	-	-	-	-	14,937	-	-	-	-
Repairs & maintenance	671	59	3,627	703	535	-	-	-	-	-	-	-	5,595	-	-	-	-
Supplies	3,295	2,311	5,888	2,503	4,214	-	-	-	-	-	-	-	18,210	-	-	-	-
Utilities	7,223	7,149	6,955	8,007	7,257	-	-	-	-	-	-	-	36,591	-	-	-	-
Other operating expenses	19,244	21,540	32,906	24,912	22,394	-	-	-	-	-	-	-	120,996	-	-	-	-
Unit-level profit	(2,563)	287	2,004	2,620	(11,583)	-	-	-	-	-	-	-	(9,235)	-	-	-	-
% of Gross sales	*-4.8%*	*0.5%*	*2.2%*	*3.8%*	*-30.1%*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*-2.9%*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*
Management compensation	10,547	11,231	12,924	6,651	2,643	-	-	-	-	-	-	-	43,997	-	-	-	-
Occupancy charges	19,323	16,521	19,833	19,263	17,483	-	-	-	-	-	-	-	92,422	-	-	-	-
Unit-level G&A	467	917	967	917	317	-	-	-	-	-	-	-	3,585	-	-	-	-
Unit-level EBITDA	(32,900)	(28,383)	(31,720)	(24,211)	(32,026)	-	-	-	-	-	-	-	(149,239)	-	-	-	-
% of Gross sales	*-61.2%*	*-45.8%*	*-34.7%*	*-34.9%*	*-83.3%*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*-47.4%*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*

12-51127 - #1364-9 File 01/13/14 Enter 01/22/14 13:21:37 Exhibit Yucaipa #11. pgg 31-60 Pg 17 of 30

ACM00043100

Location: ATSTB	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY14	FY15	FY16	FY17
	4	4	5	4	5	4	4	4	5	4	4	5	52	2	3	4	5
Guest Count	19,754	21,701	30,340	23,353	23,220	22,781	17,032	23,674	30,473	28,066	23,057	27,792	281,265				
Check Average	87.05	87.82	87.41	87.44	87.67	88.56	88.44	87.04	88.04	88.62	88.62	88.82	87.32				
	8.53%	7.66%	10.54%	8.15%	8.25%	9.15%	8.74%	7.83%	8.92%	8.96%	7.37%	8.89%					
Gross Sales	139,257	163,238	224,742	173,796	175,868	195,110	143,721	166,712	211,536	191,860	157,259	189,558	2,132,357				
Net sales deductions	(2,600)	(6,134)	(10,420)	(7,619)	(7,421)	(10,229)	(6,486)	(7,542)	(6,846)	(5,621)	(4,615)	(5,563)	(61,095)	(67,676)	(64,497)	(65,095)	(66,706)
Net sales	136,658	157,105	214,322	166,177	168,448	184,881	137,235	159,170	204,691	185,938	152,644	183,995	2,051,262	1,976,240	1,876,991	1,895,274	1,042,195
Food cost	48,795	54,650	68,139	52,424	51,734	55,414	40,474	48,665	63,249	56,303	46,139	55,615	641,700	594,719	564,852	570,354	564,474
Food Cost %	35.0%	33.6%	30.3%	30.2%	29.4%	28.4%	28.2%	29.2%	29.8%	29.3%	29.3%	29.3%		30.1%	30.1%	30.1%	30.1%
Labor cost	39,728	41,494	52,590	42,205	42,275	44,536	33,998	39,533	48,873	45,256	37,152	44,783	512,224	474,722	450,881	455,273	466,544
Labor Cost per Guest																	
Labor Cost %	28.5%	25.4%	23.4%	24.3%	24.0%	22.8%	23.7%	23.7%	23.0%	23.6%	23.6%	23.6%	24.0%	24.0%	24.0%	24.0%	24.0%
Net Margin	48,135	60,761	83,592	71,548	74,438	84,930	62,762	70,973	92,769	84,480	69,353	83,597	897,238	838,923	796,792	804,853	824,471
% of Gross sales	34.6%	37.2%	41.6%	41.2%	42.3%	43.5%	43.7%	42.6%	43.9%	44.1%	44.1%	44.1%	42.1%	44.0%	44.0%	44.0%	44.0%
Advertising - Marketing Dept	1,645	5,293	7,947	6,538	6,350	6,642	1,897	7,760	9,358	5,713	5,713	7,141	71,997	68,397	61,557	55,402	55,402
Unit-level marketing	474	594	635	489	566	629	445	798	605	551	551	689	7,148	6,788	6,110	5,499	5,499
Building & security	2,473	1,454	2,709	894	2,228	2,659	3,668	1,778	2,378	2,144	2,144	2,680	27,208	27,208	27,208	27,208	27,208
General expense	4,408	1,978	2,484	2,174	2,352	2,812	2,399	8,324	2,393	3,161	3,161	3,951	33,593	39,593	35,634	32,071	32,071
Insurance	2,319	2,283	2,421	2,320	2,446	2,608	2,311	2,831	2,819	2,367	2,367	2,367	29,456	29,900	30,246	30,603	31,265
Payroll taxes	5,868	6,037	7,163	5,762	5,495	5,971	4,729	4,864	5,882	5,701	4,897	5,956	68,325	64,460	62,432	63,287	64,858
Repairs & maintenance	4,564	3,216	2,154	4,373	3,334	3,989	1,566	2,270	4,011	2,721	2,721	3,401	38,351	38,927	35,034	35,034	35,034
Supplies	8,066	7,888	10,250	8,787	8,465	7,828	6,262	8,208	9,015	7,665	7,665	9,581	99,699	99,699	89,729	89,729	89,729
Utilities	9,653	8,911	8,517	9,206	9,264	9,031	9,897	9,542	9,595	11,312	9,346	9,595	113,869	105,936	100,616	101,566	104,111
Other operating expenses	39,499	37,764	44,279	40,545	40,519	42,168	33,193	40,574	46,056	41,334	38,564	45,360	493,645	460,929	448,668	440,829	448,177
Unit-level profit	8,635	23,007	49,313	31,003	33,919	42,762	29,569	24,699	46,713	43,146	30,789	38,237	401,683	357,994	348,124	363,924	379,294
% of Gross sales	6.2%	14.1%	21.9%	17.8%	19.3%	21.8%	20.6%	14.8%	22.1%	22.5%	19.6%	20.2%	18.8%	18.1%	18.5%	19.2%	19.5%
Management compensation	11,006	10,089	16,295	11,516	11,810	14,504	13,840	11,010	14,753	12,150	12,150	15,187	154,310	154,310	158,168	162,122	166,175
Occupancy charges	6,597	6,960	6,960	6,960	6,960	6,960	6,960	6,960	6,960	6,960	6,960	6,960	83,157	83,157	83,157	83,157	83,157
Unit-level G&A	421	489	541	441	516	433	386	436	436	424	424	529	5,476	5,202	4,682	4,214	4,214
Unit-level EBITDA	(9,359)	5,469	25,517	12,087	14,633	20,865	8,363	6,193	24,564	23,813	11,266	15,860	158,750	115,326	102,117	114,432	126,748
% of Gross sales	-6.7%	3.4%	11.4%	7.0%	8.3%	10.7%	8.6%	3.7%	11.6%	12.3%	7.2%	8.2%	7.4%	8.8%	8.4%	6.0%	6.8%

ACM00043101

Location: GB	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY'14	FY'15	FY'16	FY'17
	1	2	3	4	5	6	7	8	9	10	11	12	13	2	3	4	5
	4	4	5	4	5	4	5	4	4	5	4	4	52				
Guest Count	14,969	17,412	23,516	18,236	18,922	21,244	15,697	16,989	20,545	17,114	15,541	16,136	217,272				
Check Average	$8.14	$8.72	$8.64	$8.41	$8.94	$8.66	$8.61	$8.77	$8.45	$8.62	$8.62	$8.62	$8.62				
	8.51%	8.11%	11.11%	8.19%	8.06%	9.63%	7.13%	7.96%	9.27%	7.88%	7.16%	8.81%					
Gross Sales	121,847	161,824	207,946	153,256	150,852	184,012	133,588	149,035	173,549	147,541	133,983	164,971	1,872,606				
Net sales deductions	(2,259)	(6,788)	(11,031)	(8,147)	(7,838)	(7,888)	(6,462)	(6,665)	(6,250)	(4,827)	(4,383)	(5,397)	(77,954)	(71,127)	(70,702)	(71,765)	(72,752)
Net sales	119,588	145,036	196,916	145,209	143,015	176,124	127,107	142,370	167,299	142,714	129,600	159,574	1,794,652	1,614,760	1,803,911	1,831,046	1,861,723
Food cost	36,605	42,536	55,471	43,918	43,233	51,309	37,067	41,137	47,421	41,021	37,252	45,867	522,639	526,576	523,427	531,301	546,008
Food Cost %	30.0%	29.0%	28.7%	28.6%	28.7%	27.9%	27.7%	27.6%	27.3%	27.8%	27.8%	27.8%	27.8%	27.8%	27.8%	27.8%	27.8%
Labor cost	27,235	28,318	37,190	30,958	30,330	37,879	29,115	30,233	36,413	28,500	26,789	32,985	376,946	379,639	377,370	383,046	393,648
Labor Cost per Guest																	
Labor Cost %	22.4%	18.7%	17.9%	20.2%	20.1%	20.6%	21.8%	20.3%	21.0%	20.0%	20.0%	20.7%	20.1%	20.1%	20.1%	20.1%	20.1%
Net Margin	55,747	74,182	104,255	70,332	69,452	80,937	60,924	71,000	83,466	72,193	66,359	80,722	854,767	908,545	903,113	916,699	942,070
% of Gross sales	45.8%	48.9%	50.1%	45.9%	45.0%	47.2%	45.6%	47.6%	48.1%	48.9%	48.9%	48.9%	47.6%	50.1%	50.1%	50.1%	50.1%

Advertising - Marketing Dept	1,645	5,293	7,947	6,530	6,325	6,642	1,897	7,760	9,358	5,708	5,708	7,135	71,947	68,349	61,514	55,363	55,363
Unit-level marketing	72	93	171	165	196	204	195	148	101	166	166	207	1,884	1,790	1,611	1,450	1,450
Building & security	-	1,651	3,562	1,257	235	3,451	1,318	2,000	1,744	1,817	1,817	2,272	21,114	21,114	21,114	21,114	21,114
General expense	2,027	2,103	2,922	2,102	2,455	2,017	2,104	2,365	2,265	2,122	2,122	2,652	27,081	27,081	24,373	21,935	21,935
Insurance	3,228	3,176	3,351	3,212	3,385	3,610	3,199	3,917	3,902	3,281	3,281	3,261	40,624	41,437	42,058	42,689	43,330
Payroll taxes	4,765	4,922	5,730	4,736	4,468	5,571	5,248	3,400	5,241	4,259	3,975	4,916	57,231	57,526	57,678	58,710	60,289
Repairs & maintenance	2,931	195	1,829	2,149	1,762	4,197	1,637	3,094	4,890	2,257	2,257	2,821	30,019	30,468	27,421	27,421	27,421
Supplies	5,342	5,144	8,633	5,197	6,016	5,850	5,174	5,298	8,588	5,564	5,564	6,955	73,325	73,325	65,993	65,993	65,993
Utilities	11,882	12,477	40,624	7,077	18,576	12,673	13,816	13,159	14,608	12,294	10,114	10,534	177,033	178,036	178,760	181,448	186,471
Other operating expenses	31,852	35,056	74,758	32,424	43,153	44,653	34,500	40,681	50,696	37,468	35,004	40,774	501,257	500,925	490,523	476,124	483,366

Unit-level profit	23,856	39,127	29,497	37,908	28,299	42,284	28,424	30,113	32,770	34,726	30,555	39,943	393,610	407,620	422,590	440,574	458,703
% of Gross sales	19.6%	26.8%	14.2%	24.7%	17.4%	23.0%	18.8%	20.2%	18.9%	23.6%	22.8%	24.2%	21.0%	21.6%	22.6%	23.2%	23.6%
Management compensation	10,678	11,124	13,381	12,458	11,090	14,128	11,257	10,515	15,545	11,205	11,205	14,006	146,591	146,591	150,256	154,012	157,862
Occupancy charges	10,387	10,479	8,866	(8,503)	8,645	8,645	9,074	9,455	8,645	5,895	5,895	5,895	82,381	82,381	82,381	82,381	82,381
Unit-level G&A	469	817	317	310	385	805	260	310	310	367	367	459	5,176	4,918	4,426	3,863	3,883

Unit-level EBITDA	2,321	16,707	6,933	33,643	6,179	18,705	6,262	10,219	8,460	17,257	13,088	19,663	159,362	173,731	185,628	200,198	214,477
% of Gross sales	1.9%	11.0%	3.3%	21.9%	4.1%	10.2%	4.7%	6.9%	4.9%	11.7%	9.8%	11.9%	8.9%	9.2%	9.9%	10.5%	11.0%

ACM004310 2

Location: DEK	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY14	FY15	FY16	FY17
	1	2	3	4	5	6	7	8	9	10	11	12	13	1	2	3	4	5
Guest Count	23,559	20,667	36,614	26,264	24,691	31,007	23,476	27,490	35,262	24,764	26,174	28,198	333,849					
Check Average	$7.62	$8.28	$8.35	$8.13	$8.59	$8.59	$8.13	$8.09	$7.65	$7.96	$7.96	$7.96	$8.13					
	6.78%	8.10%	11.23%	7.77%	7.86%	9.71%	7.25%	8.19%	9.93%	7.25%	7.07%	8.26%						
Gross Sales	184,196	218,902	304,875	213,415	211,141	263,571	190,948	222,427	269,765	196,958	205,262	224,364	2,718,604	2,885,117	2,820,128	2,820,128	2,858,056
Net sales deductions	(3,910)	(8,466)	(14,714)	(10,362)	(9,647)	(12,652)	(9,378)	(10,525)	(11,459)	(5,970)	(6,312)	(6,800)	(110,193)	(91,277)	(88,862)	(88,862)	(90,321)
Net sales	180,285	211,436	290,161	203,053	201,494	250,919	187,570	211,902	258,306	190,988	201,941	217,564	2,608,411	2,793,840	2,731,266	2,731,266	2,767,735
Food cost	56,439	64,228	85,727	60,937	60,560	75,462	56,603	65,314	78,668	56,423	59,658	64,271	784,291	746,550	727,782	727,782	738,735
Food Cost %	30.6%	29.2%	28.1%	28.6%	28.7%	28.6%	28.7%	29.4%	29.2%	26.6%	26.6%	28.6%	28.9%	28.9%	28.9%	28.9%	28.9%
Labor cost	44,356	47,773	60,535	48,384	46,831	58,900	46,467	54,656	69,870	44,035	46,560	50,160	618,526	568,762	573,861	573,861	582,599
Labor Cost %	24.1%	21.7%	19.9%	22.7%	22.2%	22.3%	23.6%	24.6%	25.9%	22.4%	22.4%	22.4%	22.6%	22.6%	22.6%	22.6%	22.6%
Labor Cost per Guest																	
Net Margin	79,491	89,435	143,900	93,731	94,103	116,557	84,500	91,932	109,768	80,531	95,722	103,124	1,202,794	1,158,526	1,128,403	1,128,403	1,146,401
% of Gross sales	43.2%	45.2%	47.2%	43.9%	44.6%	44.2%	42.9%	41.3%	40.7%	40.0%	40.0%	40.0%	44.3%	46.5%	46.5%	46.5%	46.5%
Advertising - Marketing Dept	1,645	5,293	7,947	6,530	6,675	6,642	1,897	7,760	9,358	5,762	5,762	7,202	72,472	66,648	61,863	55,767	55,767
Unit-level marketing	287	489	467	368	457	672	485	570	758	466	466	582	6,077	5,773	5,196	4,676	4,676
Building & security	4,644	4,551	5,809	4,256	3,950	5,501	4,850	3,932	5,848	4,369	4,369	5,461	57,639	57,639	57,639	57,639	57,639
General expense	3,439	4,162	4,989	4,299	4,278	5,689	4,364	5,346	4,771	4,456	4,456	5,570	55,819	55,819	50,237	45,213	45,213
Insurance	3,819	3,760	3,956	3,791	3,996	4,261	3,777	4,623	4,606	3,676	3,676	3,876	48,218	48,941	49,675	50,420	51,177
Payroll taxes	6,870	7,075	8,719	8,805	6,423	7,915	6,034	6,569	8,358	5,860	6,121	6,821	83,569	80,398	79,263	79,716	81,101
Repairs & maintenance	5,524	1,686	4,673	2,017	2,367	8,751	2,310	2,742	4,115	3,517	3,517	4,396	45,618	46,302	41,672	41,672	41,672
Supplies	7,102	9,311	10,850	8,780	10,438	10,162	7,419	10,276	9,651	8,912	8,912	11,140	112,953	112,953	101,658	101,656	101,656
Utilities	12,270	10,847	10,533	10,628	12,072	12,761	15,461	13,648	12,111	11,045	8,514	10,084	133,973	133,969	130,600	130,000	132,566
Other operating expenses	45,800	47,172	58,042	47,474	50,655	62,354	46,607	55,469	58,577	46,263	45,984	55,132	622,337	610,642	577,904	567,363	571,469
Unit-level profit	33,891	52,263	85,858	46,256	43,447	64,204	37,983	36,464	60,191	42,268	49,729	47,991	680,456	547,588	551,499	562,040	574,932
% of Gross sales	18.4%	23.8%	28.2%	21.7%	20.6%	20.6%	19.2%	16.4%	18.6%	21.6%	23.8%	21.4%	21.4%	21.2%	21.8%	22.3%	22.5%
Management compensation	12,191	11,796	15,994	12,118	12,768	15,662	12,728	13,000	18,561	12,657	12,657	13,011	165,944	165,944	170,092	174,345	178,703
Occupancy charges	20,833	20,833	20,833	20,833	20,833	38,561	20,833	20,833	22,508	23,788	23,788	23,788	278,267	278,267	278,267	278,267	278,267
Unit-level G&A	521	358	358	359	425	617	1,080	350	350	491	491	613	6,011	5,711	5,140	4,626	4,626
Unit-level EBITDA	370	19,276	40,672	12,949	9,421	(537)	3,262	2,260	8,761	5,333	12,793	7,768	130,334	97,964	98,000	104,803	113,336
% of Gross sales	0.2%	0.9%	10.0%	6.1%	4.5%	-0.2%	1.7%	1.0%	3.2%	2.7%	6.1%	3.5%	4.8%	3.5%	3.5%	3.8%	4.0%

ACM00043103

Location: MAR	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY14	FY15	FY16	FY17
	1	2	3	4	5	6	7	8	9	10	11	12	13	1	2	3	4	5
	4	4	5	4	5	4	5	4	4	5	4	4	5					
Guest Count	13,248	16,600	22,330	16,943	16,631	21,360	16,127	17,321	19,897	17,662	20,084	22,775	223,406					
Check Average	$9.00	$8.88	$9.37	$9.28	$9.46	$9.31	$9.24	$9.11	$9.04	$8.98	$8.98	$8.98	$9.14					
	6.72%	7.31%	10.25%	7.70%	7.80%	9.74%	7.30%	7.73%	8.81%	7.78%	8.84%	10.02%						
Gross Sales	137,187	148,175	209,226	157,199	159,161	198,947	149,064	157,853	179,836	168,921	180,405	204,562	2,041,556	2,094,832	2,108,184	2,126,014	2,153,009
Net sales deductions	(2,010)	(5,663)	(9,569)	(7,403)	(7,280)	(8,432)	(5,919)	(6,801)	(6,894)	(4,667)	(5,070)	(5,749)	(75,256)	(69,344)	(69,793)	(70,383)	(71,276)
Net sales	135,177	143,512	199,656	149,796	151,881	190,515	143,164	151,052	172,942	164,254	175,335	198,812	1,966,299	2,025,289	2,038,392	2,055,631	2,081,732
Food cost	40,753	42,165	56,319	40,553	41,093	51,878	40,026	42,006	46,547	41,889	47,552	53,919	544,722	558,894	562,500	567,257	574,460
Food Cost %	29.7%	29.3%	28.9%	27.1%	27.6%	26.7%	27.9%	27.7%	26.9%	25.5%	26.4%	26.7%	26.7%	27.6%	27.6%	27.6%	27.6%
Labor cost	29,582	30,455	38,766	31,644	31,438	40,159	31,419	32,797	39,479	31,773	36,089	40,888	414,468	425,264	428,015	431,635	437,118
Labor Cost per Guest																	
Labor Cost %	21.9%	20.4%	18.5%	20.1%	18.8%	20.2%	21.1%	20.8%	22.0%	20.0%	20.0%	20.0%	20.3%	20.3%	20.3%	20.3%	20.3%
Net Margin	64,832	70,873	104,571	77,599	79,351	98,478	71,718	76,248	86,917	80,792	91,718	103,955	1,007,068	1,041,141	1,047,877	1,056,739	1,070,157
% of Gross sales	47.3%	47.5%	50.0%	49.4%	49.0%	49.5%	48.1%	48.3%	48.3%	50.8%	50.8%	50.8%	49.3%	51.4%	51.4%	51.4%	51.4%
Advertising - Marketing Dept	1,645	5,293	7,947	6,530	6,325	6,642	1,897	7,760	9,358	5,708	5,708	7,135	71,947	68,349	61,515	55,363	55,363
Unit-level marketing	522	456	214	264	291	301	89	137	400	200	200	249	3,324	3,158	2,842	2,558	2,558
Building & security	1,908	1,584	3,012	1,633	1,908	3,188	2,232	1,908	1,963	2,135	2,135	2,669	26,271	26,271	26,271	26,271	26,271
General expense	2,045	2,260	2,710	2,358	2,335	2,601	2,060	2,712	2,246	2,273	2,273	2,841	28,734	28,734	25,860	23,274	23,274
Insurance	2,855	2,811	2,869	2,846	3,000	3,199	2,835	3,471	3,457	2,906	2,906	2,906	36,161	36,704	37,254	37,813	38,380
Payroll taxes	5,277	5,152	6,245	4,939	4,717	5,753	4,452	4,251	4,959	4,628	5,082	5,910	61,363	62,524	63,238	64,056	65,086
Repairs & maintenance	1,814	666	2,188	2,134	2,557	3,985	2,520	1,808	3,077	2,337	2,337	2,922	28,344	28,770	25,893	25,893	25,893
Supplies	3,237	4,005	6,736	4,410	4,756	5,989	3,779	4,302	4,449	4,611	4,611	5,764	56,649	56,649	50,984	50,984	50,984
Utilities	10,030	11,323	9,134	5,035	10,466	10,531	16,305	11,924	6,321	10,369	14,957	8,718	124,713	128,454	129,285	130,379	132,034
Other operating expenses	29,332	33,570	41,155	30,149	36,353	42,189	36,169	36,273	36,228	35,187	39,808	38,114	437,506	438,813	423,143	418,591	419,843
Unit-level profit	35,500	37,303	63,416	47,450	42,988	56,280	35,549	37,976	50,688	45,825	51,906	64,681	568,581	601,528	624,734	640,148	650,313
% of Gross sales	26.3%	26.0%	30.3%	30.2%	27.0%	28.3%	23.8%	24.1%	28.2%	28.7%	28.8%	31.7%	27.9%	28.7%	28.6%	30.1%	30.2%
Management compensation	11,298	12,238	15,338	12,093	12,169	14,976	11,922	11,628	14,409	12,019	12,019	15,024	155,135	155,135	159,013	162,888	167,063
Occupancy charges	8,121	7,133	7,133	7,133	7,133	7,133	7,133	4,001	6,350	4,750	4,750	4,750	75,520	57,000	57,000	57,000	57,000
Unit-level G&A	679	254	1,354	254	329	216	129	254	254	398	398	407	5,066	4,813	4,332	3,899	3,899
Unit-level EBITDA	15,402	17,677	39,491	27,970	23,367	33,964	16,316	22,092	29,675	28,458	34,739	44,810	333,860	384,680	404,389	416,361	422,352
% of Gross sales	11.2%	11.8%	18.9%	17.6%	14.7%	17.1%	10.9%	14.0%	16.5%	17.0%	19.3%	21.8%	16.4%	18.4%	18.2%	18.6%	18.6%

ACM0043104

Location: BLOX	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY14	FY15	FY16	FY17
Guest Count	8,394	10,060	14,170	9,387	9,655	13,299	12,240	10,105	11,029	11,587	8,764	14,629	134,120	127,261	124,007	124,007	124,627
Check Average	58.60	59.12	59.30	59.17	59.46	59.49	59.31	59.12	59.61	59.06	58.06	59.06	59.20	59.51	59.66	59.70	59.86
Gross Sales	491,724	595,120	839,703	555,799	571,500	791,251	724,988	604,164	657,646	684,424	508,064	864,592	7,938,217	7,581,147	7,391,703	7,391,799	7,391,847
Net sales deductions	(34,417)	(41,708)	(58,779)	(38,884)	(40,005)	(55,309)	(50,769)	(42,291)	(46,026)	(47,867)	(35,613)	(60,522)	(555,376)	(530,802)	(517,629)	(517,659)	(517,713)
Net sales	457,307	553,412	780,924	516,915	531,495	735,942	674,219	561,873	611,620	636,557	472,451	804,070	7,382,841	7,050,345	6,874,074	6,874,140	6,874,134
Food cost	164,610	199,229	281,073	186,089	191,338	264,939	242,696	202,274	220,183	229,112	170,082	289,465	2,658,810	2,538,124	2,474,667	2,474,690	2,474,688
Food cost %	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%
Labor cost	91,461	110,682	156,185	103,383	106,299	147,188	134,844	112,375	122,324	127,311	94,490	160,814	1,476,568	1,410,069	1,374,815	1,374,828	1,374,827
Labor Cost %	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Net Margin	201,236	244,501	343,666	227,443	233,858	323,815	296,679	247,224	269,113	280,134	207,879	353,791	3,247,670	3,102,152	3,024,592	3,024,622	3,024,619
% of Gross sales	44.0%	44.2%	44.0%	44.0%	44.0%	44.0%	44.0%	44.0%	44.0%	44.0%	44.0%	44.0%	44.0%	44.0%	44.0%	44.0%	44.0%
Advertising - Marketing Dept	1,354	1,292	1,775	1,763	1,778	1,167	1,382	1,675	2,019	1,466	1,468	1,835	18,976	18,027	18,224	14,602	14,602
Unl-level marketing	335	776	417	237	336	402	502	858	344	344	430	430	5,327	5,061	4,555	4,099	4,099
Building & security	637	258	256	1,299	322	119	1,304	414	1,088	572	572	715	7,556	7,556	7,556	7,556	7,556
General expense	1,466	1,555	1,942	1,468	1,841	1,726	1,854	2,024	1,666	1,666	1,666	2,083	21,292	21,282	19,163	17,247	17,247
Insurance	2,152	2,119	2,250	2,157	2,273	2,424	2,148	2,631	2,620	2,199	2,199	2,199	27,372	27,782	28,199	26,622	29,051
Payroll taxes	2,992	3,247	3,083	2,825	2,917	3,568	2,966	2,843	4,250	3,041	2,717	3,881	38,332	37,778	37,566	38,166	39,081
Repairs & maintenance	893	3,440	2,332	1,908	2,954	2,835	922	2,258	6,396	2,032	2,032	2,540	30,542	31,000	27,900	27,900	27,900
Supplies	3,108	3,430	3,407	3,120	4,042	3,406	3,925	3,791	6,519	3,799	3,799	4,749	50,094	50,094	45,084	45,084	45,084
Utilities	6,263	6,816	6,008	6,971	8,014	7,376	8,498	8,478	7,261	6,588	3,832	5,094	83,210	82,236	80,791	81,766	83,714
Other operating expenses	21,200	22,935	24,473	21,948	24,287	22,957	23,551	24,446	33,034	21,719	18,629	23,525	282,704	280,629	267,041	265,065	266,337
Unl-level profit	6,179	15,123	34,339	13,035	14,119	32,174	29,050	13,516	6,849	25,163	21,591	36,734	245,591	246,662	251,084	259,440	266,627
% of Gross sales	2.2%	6.5%	8.1%	5.1%	5.3%	5.8%	5.8%	4.7%	2.2%	4.4%	4.4%	7.2%	3.3%	3.4%	3.7%	3.8%	3.8%
Management compensation	9,452	9,803	12,023	8,825	8,602	7,139	7,076	10,013	7,879	7,879	9,849	11,090	111,090	111,090	113,867	116,714	119,632
Occupancy charges	18,386	18,386	19,364	18,712	22,634	13,860	12,564	10,962	10,962	13,159	13,159	13,159	185,308	157,908.84	157,908	157,909	157,909
Unl-level G&A	316	502	719	516	1,181	514	527	503	909	606	606	758	7,637	7,255	6,529	5,876	5,876
Unl-level EBITDA	(22,976)	(13,607)	2,222	(15,017)	(18,226)	9,197	8,619	(5,025)	(20,334)	3,528	(54)	12,986	(56,443)	(29,682)	(27,222)	(21,059)	(14,890)
% of Gross sales	-31.8%	-14.8%	1.7%	-17.4%	-19.8%	7.3%	7.7%	-5.6%	-19.4%	3.4%	-0.1%	9.8%	-4.7%	-2.6%	-2.3%	-1.8%	-1.2%

ACM00043105

Location: Chatrin	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY'14	FY'15	FY'16	FY'17
	1	2	3	4	5	6	7	8	9	10	11	12	13		2	3	4	5
	4	4	5	4	4	5	4	4	4	5	4	4	5					
Guest Count	14,225	15,368	20,504	14,946	15,103	19,143	14,840	15,654	17,219	14,188	16,360	22,548	199,685					
Check Average	57.81	58.24	58.42	58.41	58.81	58.72	58.70	58.81	58.81	57.99	57.99	57.99	58.39					
	6.63%	7.55%	10.13%	7.49%	7.94%	10.06%	7.62%	8.07%	9.05%	6.77%	7.75%	10.75%						
Gross Sales	111,146	126,619	172,741	125,628	133,033	166,619	127,696	135,328	151,753	113,411	129,069	180,240	1,676,191	1,551,500	1,492,986	1,494,302	1,503,759
Net sales deductions	(12,617)	(6,176)	(9,959)	(6,648)	(7,285)	(8,587)	(6,756)	(6,744)	(7,132)	(4,577)	(5,245)	(7,273)	(79,000)	(70,368)	(67,714)	(67,773)	(68,207)
Net sales	108,529	120,443	162,781	118,979	125,748	160,032	120,940	128,585	144,621	108,834	124,724	172,966	1,597,191	1,481,133	1,423,272	1,426,528	1,435,550
Food cost	32,847	34,593	44,940	32,285	33,536	42,126	31,777	36,019	40,807	28,999	33,233	46,087	437,249	404,723	388,450	389,802	392,269
Food Cost %	29.6%	27.3%	26.0%	25.7%	25.2%	25.0%	24.9%	26.6%	26.9%	25.6%	25.6%	25.6%	26.1%	26.1%	26.1%	26.1%	26.1%
Labor cost	28,197	28,427	37,306	29,105	28,710	35,736	28,885	30,142	35,483	24,965	28,810	38,876	375,343	347,421	334,318	334,813	338,731
Labor Cost per Guest																	
Labor Cost %	25.4%	22.5%	21.6%	22.2%	21.8%	21.2%	22.7%	22.3%	23.4%	22.0%	22.0%	22.0%	22.4%	22.4%	22.4%	22.4%	22.4%
Net Margin	47,485	57,423	60,535	57,589	63,502	62,170	60,178	62,434	68,331	54,870	62,881	87,203	764,550	728,989	701,405	702,113	706,557
% of Gross sales	42.7%	45.4%	46.6%	45.8%	47.7%	48.7%	47.1%	46.1%	45.0%	48.4%	48.4%	48.4%	46.8%	49.2%	49.2%	49.2%	49.2%
Advertising - Marketing Dept	1,091	1,011	1,471	1,322	1,298	831	1,058	1,355	1,753	1,129	1,129	1,411	14,859	14,116	12,705	11,434	11,434
Unit-level marketing	-	12	12	-	1	50	-	-	-	10	10	12	106	100	90	81	81
Building & security	444	1,253	1,403	444	1,628	444	819	929	1,143	872	872	1,090	11,340	11,340	11,340	11,340	11,340
General expense	1,625	1,894	2,283	2,463	2,512	2,422	2,073	1,992	1,998	2,115	2,115	2,643	26,135	26,135	23,522	21,170	21,170
Insurance	2,790	2,747	2,903	2,783	2,933	3,127	2,772	3,394	3,380	2,841	2,841	2,841	35,354	35,864	36,423	36,969	37,523
Payroll taxes	4,792	5,143	6,115	4,792	4,382	5,499	4,600	3,927	4,038	4,099	4,448	5,934	57,769	55,099	54,303	54,982	55,759
Repairs & maintenance	1,738	1,906	3,650	3,070	1,134	2,242	1,888	1,922	5,460	2,141	2,141	2,878	28,997	30,447	27,402	27,402	27,402
Supplies	3,901	3,977	9,887	4,983	4,822	4,321	5,500	6,737	5,454	5,423	5,423	6,779	66,208	66,208	59,568	59,568	59,568
Utilities	11,870	12,656	10,842	14,205	13,681	20,282	12,767	12,416	11,805	10,974	10,828	11,939	154,277	143,067	137,871	137,792	138,664
Other operating expenses	28,251	30,598	37,607	34,063	32,391	39,228	31,487	32,672	36,052	29,604	29,606	35,256	396,046	382,597	363,133	360,758	362,961
Unit-level profit	18,234	28,824	42,068	23,526	31,110	42,942	28,690	29,762	33,278	25,266	33,075	51,677	388,664	346,592	338,302	341,336	343,595
% of Gross sales	17.3%	21.2%	24.9%	18.7%	23.4%	25.5%	22.5%	22.0%	21.9%	22.3%	23.4%	28.6%	23.2%	22.3%	22.7%	22.8%	22.8%
Unit-level EBITDA	(18,231)	(13,927)	648	21,433	18,564	(8,640)	(1,071)	2,622	5,757	(3,734)	4,078	18,204	20,718	(16,291)	(20,196)	(31,126)	(34,695)
% of Gross sales	-16.4%	-11.0%	0.4%	17.1%	14.7%	-9.1%	-0.8%	1.9%	3.8%	-3.3%	3.1%	10.1%	1.6%	-1.0%	-2.0%	-2.1%	-2.3%
Management compensation	17,316	20,718	23,301	18,106	18,209	22,177	18,566	15,897	16,359	17,885	17,885	22,357	228,775	228,775	234,494	240,357	246,365
Occupancy charges	19,056	19,056	19,056	(16,653)	(7,726)	27,983	10,129	10,129	10,129	10,306	10,306	10,306	122,079	123,674	123,674	123,674	123,674
Unit-level G&A	1,092	977	(34)	640	1,044	1,422	1,067	1,114	1,034	808	808	1,010	10,982	10,433	8,390	8,451	8,451

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Location: CHESP	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY:14	FY:15	FY:16	FY:17
	1	2	3	4	5	6	7	8	9	10	11	12	13	0	0	0	0
Guest Count	6,973	8,266	12,190	8,991	6,243	9,667	7,372	9,067	9,830	7,554	8,442	11,268	106,223	2	3	4	5
Check Average	38.60	39.10	39.35	38.82	39.28	39.14	39.07	38.97	39.04	39.11	39.11	39.11	39.07	-	-	-	-
Gross Sales	269,269	323,232	479,963	348,963	245,278	378,518	288,433	353,835	383,739	295,824	330,414	440,835	4,151,844	-	-	-	-
Net sales deductions	(7,951)	(15,785)	(9,405)	(7,334)	(6,267)	(7,887)	(5,114)	(6,088)	(6,418)	(4,473)	(4,999)	(7,914)	(85,444)	-	-	-	-
Net sales	261,474	307,447	469,558	341,629	238,944	370,631	283,319	347,747	377,321	291,351	325,415	432,921	4,066,400	-	-	-	-
Food cost	72,877	85,850	132,850	95,371	67,906	104,948	80,421	98,501	106,438	82,237	91,734	122,734	1,142,187	-	-	-	-
Food Cost %	27.9%	26.9%	28.3%	27.4%	28.4%	28.3%	28.4%	28.3%	28.3%	28.2%	28.2%	28.4%	28.1%	-	-	-	-
Labor cost	72,877	85,850	132,850	95,371	67,906	104,948	80,421	98,501	106,438	82,237	91,734	122,734	1,142,187	-	-	-	-
Labor Cost per Guest	10.45	10.39	10.90	10.61	10.88	10.86	10.91	10.86	10.83	10.89	10.89	10.89	10.76	-	-	-	-
Labor Cost %	27.9%	27.9%	27.8%	27.8%	28.3%	28.3%	28.4%	28.3%	28.2%	28.2%	28.2%	28.3%	28.1%	-	-	-	-
Net Margin	116,725	135,812	204,855	150,895	106,132	160,735	122,481	150,911	164,644	126,877	142,947	187,353	1,730,961	-	-	-	-
% of Gross sales	43.4%	42.4%	42.8%	43.4%	44.4%	43.4%	43.2%	43.4%	43.6%	43.5%	43.9%	42.5%	43.3%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Advertising - Marketing Dept	3,319	3,248	4,514	3,443	2,427	2,427	1,717	1,392	4,514	2,427	2,427	3,033	35,888	-	-	-	-
Unit-level marketing	844	538	558	435	496	478	603	603	847	890	890	1,113	8,966	-	-	-	-
Building & security	831	563	2,388	572	847	1,775	890	1,603	1,603	1,416	1,427	1,427	15,543	-	-	-	-
General expense	1,654	1,416	2,576	2,283	2,796	2,784	2,338	2,338	2,338	2,338	2,338	2,338	25,419	-	-	-	-
Insurance	2,255	2,416	2,576	2,283	2,796	2,784	2,338	2,338	2,338	2,338	2,338	2,338	25,419	-	-	-	-
Payroll taxes	3,128	3,189	4,003	2,985	2,867	3,238	2,773	2,988	2,867	3,238	2,773	2,988	35,144	-	-	-	-
Repairs & maintenance	1,665	3,092	2,720	2,363	739	2,531	2,671	2,671	2,363	3,092	2,671	3,339	31,883	-	-	-	-
Supplies	3,144	2,457	3,561	3,477	2,656	3,164	3,256	3,256	3,164	3,256	3,256	4,070	39,903	-	-	-	-
Utilities	8,147	10,322	11,456	3,485	9,994	9,890	8,380	8,380	9,890	8,380	8,398	8,861	101,351	-	-	-	-
Other operating expenses	27,397	27,663	30,419	26,511	16,534	30,120	24,766	24,999	24,999	24,999	24,999	27,206	309,869	-	-	-	-
Unit-level profit	2,080	(1,332)	(424)	2,583	926	2,096	466	5,199	10,498	12,256	12,256	12,256	32,465	-	-	-	-
% of Gross sales	2.6%	-1.7%	-0.5%	3.2%	1.4%	2.3%	0.7%	4.2%	10.2%	12.2%	12.2%	12.2%	3.3%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Management compensation	9,723	10,154	15,783	9,973	9,193	10,435	9,875	9,875	9,875	9,875	9,875	12,344	121,414	-	-	-	-
Occupancy charges	5,451	5,451	5,451	5,451	(1,882)	4,840	3,891	3,891	3,891	3,891	3,891	3,891	50,761	-	-	-	-
Unit-level G&A	1,073	1,132	1,136	1,004	1,065	663	663	663	663	663	663	854	10,097	-	-	-	-
Unit-level EBITDA	(12,236)	(18,009)	(22,760)	(16,632)	(6,722)	(7,044)	(13,583)	(11,280)	(6,681)	(149,806)							
% of Gross sales	-15.4%	-23.6%	-23.2%	-23.4%	-7.0%	-15.9%	-20.3%	-14.6%	-6.4%	-15.3%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!			

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Location: HV2	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY'14	FY'15	FY'16	FY'17
	1	2	3	4	5	6	7	8	9	10	11	12	13	1	2	3	4	5
Guest Count	16,416	17,646	23,022	17,220	16,929	20,617	15,530	17,482	20,076	16,118	16,925	22,339	220,322					
Check Average	38.45	38.72	38.64	38.71	38.39	38.60	38.79	38.81	38.68	38.69	38.69	38.69	38.74					
	7.20%	7.99%	10.57%	7.79%	7.83%	9.42%	7.09%	8.09%	9.05%	7.27%	7.63%	10.08%						
Gross Sales	138,995	153,633	203,585	150,064	150,566	181,376	136,578	155,724	174,278	140,027	147,030	194,067	1,925,834	1,885,686	1,858,925	1,870,034	1,896,232
Net sales deductions	(3,487)	(6,759)	(10,185)	(7,090)	(6,867)	(6,044)	(5,739)	(6,938)	(8,030)	(4,140)	(4,347)	(5,737)	(75,464)	(65,175)	(64,250)	(64,834)	(65,540)
Net sales	135,208	147,073	193,409	142,974	143,699	175,332	130,839	148,787	166,248	135,887	142,683	188,330	1,850,370	1,820,510	1,794,675	1,805,400	1,830,692
Food cost	42,726	44,058	55,186	42,303	42,390	49,434	38,433	42,749	47,676	38,732	40,870	53,680	538,037	526,820	519,344	522,447	529,786
Food Cost %	30.8%	28.6%	27.1%	28.2%	28.2%	27.3%	28.1%	27.5%	27.4%	27.7%	27.7%	27.7%	27.9%	27.9%	27.9%	27.9%	27.9%
Labor cost	29,737	31,284	38,448	31,980	31,536	38,565	30,870	31,088	37,133	28,994	30,444	40,184	400,265	391,920	386,358	388,087	394,112
Labor Cost per Guest																	
Labor Cost %	21.4%	20.3%	18.9%	21.3%	20.9%	21.3%	22.6%	20.0%	21.3%	20.7%	20.7%	20.7%	20.8%	20.8%	20.8%	20.8%	20.8%
Net Margin	62,746	71,732	96,775	68,601	69,073	87,334	61,537	74,929	81,439	66,161	71,589	94,465	912,069	901,770	888,973	884,285	906,813
% of Gross sales	45.2%	46.6%	49.0%	45.6%	46.3%	48.2%	45.1%	48.1%	48.7%	48.7%	48.7%	48.7%	47.4%	49.5%	49.5%	49.5%	49.5%

Advertising - Marketing Dept	1,104	1,042	1,087	3,334	2,376	1,482	1,696	1,990	2,617	2,302	2,302	2,878	27,212	25,851	23,266	20,939	20,939
Unit-level marketing	-	12	12	10	20	19	-	-	18	9	9	12	122	116	104	94	94
Building & security	1,125	1,163	1,056	925	1,087	902	1,991	552	1,169	1,002	1,002	1,253	13,227	13,227	13,227	13,227	13,227
General expense	2,045	2,115	2,830	1,928	2,199	2,328	2,338	2,475	3,116	2,169	2,169	2,711	28,423	26,423	25,581	23,023	23,023
Insurance	2,879	2,834	2,993	2,869	3,024	3,225	2,856	3,499	3,485	2,930	2,930	2,930	36,457	37,003	37,556	38,122	38,694
Payroll taxes	5,042	5,054	6,006	4,925	4,745	5,531	4,257	4,129	4,898	4,231	4,382	5,700	58,900	58,008	57,815	58,475	59,460
Repairs & maintenance	1,946	2,684	4,536	916	2,031	3,438	4,259	1,049	2,465	2,497	2,497	3,121	31,439	31,911	28,720	28,720	28,720
Supplies	5,355	4,264	8,468	3,052	8,730	8,992	2,975	6,168	7,040	5,908	5,908	7,385	74,266	74,266	66,839	66,839	66,839
Utilities	8,476	8,497	8,340	8,307	8,404	8,086	8,219	8,102	8,636	7,876	7,316	7,639	95,897	94,349	93,010	93,566	94,877
Other operating expenses	27,970	27,665	36,350	26,265	32,616	34,003	28,584	27,964	31,445	28,925	28,516	33,629	365,942	363,164	346,121	343,004	346,092
Unit-level profit	34,778	44,067	61,423	42,420	37,057	53,331	32,843	46,885	49,994	39,238	43,054	60,836	546,127	538,618	542,852	551,281	560,922
% of Gross sales	25.1%	28.6%	30.2%	28.3%	24.6%	28.4%	24.1%	30.2%	28.7%	28.0%	29.3%	31.3%	28.4%	28.6%	28.2%	28.6%	28.6%
Management compensation	11,737	11,920	15,812	11,090	11,220	13,886	10,919	12,172	14,131	11,554	11,554	14,442	150,435	150,435	154,196	158,051	162,003
Occupancy charges	18,789	18,789	18,789	18,789	18,789	19,509	18,789	18,789	18,789	18,909	18,909	18,909	226,551	226,551	226,551	226,551	226,551
Unit-level G&A	392	370	360	323	365	369	327	469	693	340	340	425	4,774	4,535	4,082	3,673	3,673
Unit-level EBITDA	3,857	12,988	26,464	12,224	8,682	18,566	2,908	15,555	16,380	8,433	12,250	27,059	164,367	157,098	156,023	163,006	168,688
% of Gross sales	2.8%	8.4%	13.0%	8.1%	4.4%	10.6%	2.1%	10.0%	8.4%	6.0%	8.3%	13.8%	8.9%	8.3%	8.5%	8.7%	8.9%

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Location: KINGS	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY'14	FY'15	FY'16	FY'17
	1	2	3	4	5	6	7	8	9	10	11	12	13	2	3	4	5
	4	4	5	4	5	4	5	4	4	5	4	4	5				
Guest Count	14,216	14,517	18,514	14,971	14,430	16,804	13,361	14,108	16,916	14,759	16,566	22,097	192,281				
Check Average	$8.36	$8.08	$8.78	$8.66	$8.79	$8.79	$8.66	$8.77	$8.74	$8.36	$8.36	$8.36	$8.61				
	7.17%	7.61%	10.35%	7.64%	7.66%	8.92%	7.01%	7.47%	8.93%	7.47%	8.36%	11.18%					
Gross Sales	118,768	125,969	171,375	128,907	126,856	147,651	116,092	123,744	147,833	123,664	138,847	185,187	1,656,954	1,812,687	1,584,527	1,296,146	1,021,777
Net sales deductions	(1,236)	(4,669)	(8,125)	(5,446)	(4,536)	(4,321)	(3,525)	(3,739)	(4,568)	(2,311)	(2,584)	(3,460)	(43,532)	(30,201)	(37,520)	(37,805)	(26,412)
Net sales	117,552	121,320	163,250	124,461	122,322	143,329	112,567	120,004	143,266	121,373	136,262	181,727	1,607,423	1,574,666	1,546,997	1,556,343	1,563,365
Food cost	30,698	32,363	40,486	30,581	29,888	34,235	27,977	28,733	34,637	29,176	32,753	43,684	395,710	385,414	378,042	381,419	387,543
Food Cost %	25.6%	25.7%	23.6%	23.5%	23.6%	23.5%	24.1%	23.2%	23.4%	23.6%	23.6%	23.6%	23.9%	23.9%	23.9%	23.9%	23.9%
Labor cost	21,536	23,218	29,706	24,381	23,489	28,278	21,791	22,735	27,731	22,804	25,600	34,144	305,415	297,469	292,242	294,385	299,112
Labor Cost per Guest																	
Labor Cost %	18.1%	18.4%	17.3%	18.8%	18.5%	19.2%	18.8%	18.4%	18.8%	18.4%	18.4%	18.4%	18.4%	18.4%	18.4%	18.4%	18.4%
Net Margin	65,318	65,739	93,055	69,499	68,945	80,316	62,800	66,536	80,588	69,392	77,900	103,699	906,297	891,764	876,114	882,539	896,710
% of Gross sales	55.0%	52.2%	54.3%	53.5%	54.3%	54.4%	54.1%	55.4%	54.7%	56.1%	56.1%	56.1%	54.7%	56.6%	56.6%	56.6%	56.6%
Advertising - Marketing Dept	1,091	1,011	3,286	2,953	2,272	2,044	2,009	1,830	3,179	2,215	2,215	2,769	26,878	25,532	22,979	20,681	20,681
Unt-level marketing	27	202	2	-	1	-	-	-	-	0	0	1	234	222	200	180	180
Building & security	752	777	777	1,447	1,188	502	927	603	1,281	637	637	1,047	10,975	10,975	10,975	10,975	10,975
General expense	1,761	1,730	2,142	1,934	1,866	2,108	2,930	1,826	1,936	1,866	1,866	2,462	24,768	24,788	22,309	20,078	20,078
Insurance	2,976	2,930	3,093	2,965	3,125	3,332	2,954	3,616	3,602	3,026	3,026	3,026	37,680	38,245	38,819	39,401	39,992
Payroll taxes	3,383	3,561	4,403	3,525	3,328	3,905	2,940	2,895	2,628	3,164	3,421	4,473	41,626	40,902	40,770	41,319	42,112
Repairs & maintenance	2,320	1,137	2,488	1,416	1,406	1,494	1,882	813	2,727	1,491	1,491	1,461	20,432	20,738	18,865	18,865	18,665
Supplies	2,119	3,255	4,583	3,138	3,406	2,984	4,308	3,338	3,966	3,347	3,347	4,184	41,975	41,875	37,778	37,778	37,778
Utilities	9,950	9,471	9,449	9,109	10,194	10,241	10,351	9,292	11,662	10,437	6,259	11,974	118,439	118,025	113,986	114,822	116,066
Other operating expenses	24,379	24,075	30,225	26,486	26,888	26,811	28,300	24,213	30,861	26,526	22,555	31,785	323,024	318,403	306,480	303,899	307,127
Unit-level profit	40,940	41,665	62,830	43,013	42,057	53,505	34,500	44,323	49,916	42,866	53,344	72,114	663,273	572,861	569,633	578,640	589,563
% of Gross sales	34.8%	33.1%	38.7%	33.1%	33.2%	36.4%	29.7%	35.6%	33.6%	34.7%	39.9%	38.8%	35.2%	35.5%	35.9%	36.3%	36.4%
Unt-level EBITDA	10,561	9,171	23,139	12,867	11,258	4,055	(6,624)	685	3,915	4,876	17,256	31,003	122,831	112,653	107,187	113,365	120,331
% of Gross sales	8.9%	7.3%	13.5%	9.8%	8.9%	2.8%	-4.8%	0.6%	2.4%	3.0%	12.5%	16.7%	7.4%	7.0%	6.8%	7.1%	7.4%
Management compensation	11,292	12,687	15,798	11,342	11,457	14,190	11,047	11,591	14,266	11,604	11,604	14,505	151,380	151,380	155,165	159,044	163,020
Occupancy charges	17,707	18,716	24,127	18,280	17,952	33,884	27,870	30,877	30,877	25,498	25,498	25,498	286,785	286,785	286,785	286,785	286,785
Unt-level G&A	1,380	1,091	(234)	705	1,390	1,536	1,207	1,160	1,159	887	887	1,109	12,276	11,862	10,496	9,447	9,447

ACM00043109

Location: MOBSP	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY14	FY15	FY16	FY17
	1	2	3	4	5	6	7	8	9	10	11	12	13	2	3	4	5
	4	4	5	4	5	4	5	4	4	5	4	5	52				
Guest Count	43,051	49,107	61,600	49,232	45,090	54,959	43,243	44,228	52,299	41,484	47,411	61,312	587,216				
Check Average	58.02	58.24	58.40	58.37	58.35	58.42	58.25	58.44	58.40	58.33	58.33	58.33	58.33	58.44	58.46	58.50	58.66
	7.06%	7.77%	7.91%	7.89%	8.46%	7.29%	7.63%	8.86%	8.86%	7.07%	8.06%	10.45%					
Gross Sales	345,236	380,062	519,277	386,876	376,436	462,984	356,840	373,338	439,150	345,787	395,163	511,016	4,852,126	4,877,706	4,856,596	4,876,422	4,937,447
Net sales deductions	(5,550)	(8,340)	(16,593)	(12,306)	(10,743)	(12,676)	(9,086)	(9,602)	(10,684)	(5,766)	(6,590)	(8,522)	(116,459)	(105,733)	(105,253)	(105,749)	(107,028)
Net sales	339,686	371,722	502,684	374,570	365,693	450,308	347,754	363,736	428,466	339,991	388,573	502,493	4,776,667	4,771,973	4,750,343	4,772,673	4,830,418
Food cost	103,619	110,487	143,477	107,094	103,264	123,239	94,555	102,002	120,883	94,080	107,521	139,047	1,349,267	1,345,310	1,339,200	1,345,507	1,361,786
Food Cost %	30.0%	29.1%	27.6%	27.7%	27.4%	26.6%	26.5%	27.3%	27.5%	27.2%	27.2%	27.2%	27.6%	27.6%	27.6%	27.6%	27.6%
Labor cost	68,551	69,831	87,405	69,376	69,409	85,459	66,498	67,605	83,630	62,253	71,446	92,007	893,170	890,537	886,483	890,668	901,444
Labor Cost per Guest																	
Labor Cost %	18.9%	18.4%	16.8%	17.9%	18.4%	18.5%	18.6%	18.1%	19.0%	18.0%	18.0%	18.0%	18.3%	18.3%	18.3%	18.3%	18.3%
Net Margin	167,516	191,404	271,802	198,101	193,000	241,611	186,701	194,129	223,053	183,656	209,698	271,439	2,653,211	2,536,126	2,524,609	2,536,458	2,667,186
% of Gross sales	48.5%	50.4%	52.3%	51.2%	51.3%	52.2%	52.3%	52.0%	51.0%	53.1%	53.1%	53.1%	51.8%	53.1%	53.1%	53.1%	53.1%
Advertising - Marketing Dept	1,104	1,042	8,429	2,964	3,410	2,045	2,537	3,472	3,800	3,517	3,517	4,396	40,231	38,220	34,398	30,958	30,958
Unlevel marketing	484	389	728	464	485	605	363	363	605	466	466	582	6,020	5,719	5,147	4,632	4,632
Building & security	2,286	2,745	3,353	2,878	1,026	2,833	3,311	2,392	3,004	2,430	2,430	3,037	31,725	31,725	31,725	31,725	31,725
General expense	4,947	4,751	6,057	5,719	6,082	6,314	5,571	5,991	6,367	5,497	5,497	6,872	69,065	69,865	62,699	56,429	56,429
Insurance	4,162	4,097	4,307	4,128	4,351	4,639	4,112	5,033	5,015	4,222	4,222	4,222	52,508	53,296	54,095	54,907	55,730
Payroll taxes	10,851	11,062	12,963	9,576	11,419	8,791	8,211	10,312	8,638	8,541	12,238	123,610	123,336	124,910	126,539		
Repairs & maintenance	6,752	6,877	5,852	4,584	5,734	7,096	4,857	7,568	9,371	5,506	5,506	6,883	76,686	77,836	70,053	70,053	70,053
Supplies	10,648	12,501	18,208	13,010	12,163	15,105	12,663	12,113	13,853	12,810	12,810	16,012	161,895	161,895	145,705	145,705	145,705
Utilities	21,432	21,182	7,844	22,442	21,394	25,938	25,548	24,015	23,812	26,177	15,161	19,857	254,804	254,707	253,990	254,744	257,628
Other operating expenses	62,664	64,645	67,740	66,219	64,221	74,995	67,852	69,169	76,139	68,263	59,148	74,198	817,243	816,398	781,058	774,062	779,897
UnN-level profit	104,854	126,758	204,062	131,881	125,779	165,615	118,849	124,970	147,514	114,396	160,748	197,241	1,715,969	1,719,728	1,743,682	1,762,436	1,787,291
% of Gross sales	30.9%	33.4%	39.3%	34.1%	34.2%	35.8%	33.3%	33.6%	33.7%	33.1%	38.1%	38.6%	35.1%	35.3%	35.9%	36.1%	36.2%
Management compensation	23,314	23,373	28,993	22,540	22,857	27,693	23,494	23,134	26,844	22,879	22,879	28,598	296,598	296,598	304,013	311,613	319,404
Occupancy charges	45,039	43,701	30,957	46,809	44,463	40,219	32,696	31,094	33,506	37,706	37,706	37,706	461,604	461,604	461,604	461,604	461,604
UnLevel G&A	1,480	1,054	1,061	1,063	1,059	1,063	1,868	1,045	1,181	1,102	1,102	1,377	14,455	13,732	12,359	11,123	11,123
UnN-level EBITDA	35,021	56,630	143,051	61,468	60,400	96,640	60,791	69,696	86,283	52,709	89,061	129,559	943,310	947,794	965,576	976,096	995,160
% of Gross sales	10.1%	15.4%	27.6%	15.9%	16.0%	20.9%	17.0%	18.7%	19.6%	15.2%	22.5%	25.4%	19.3%	19.4%	19.9%	20.0%	20.2%

ACM004311O

Location: MONT	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY14	FY15	FY16	FY17
Guest Count	12,669	14,608	21,507	16,122	17,083	20,053	14,132	12,969	-	-	-	-	129,365	-	-	-	-
Check Average	58.73	58.55	58.45	58.47	58.46	58.67	58.65	#DIV/0!	-	-	-	-	58.58	-	-	-	-
	10.00%	11.44%	16.41%	12.33%	12.28%	13.33%	11.07%	10.13%	0.00%	0.00%	0.00%	0.00%					
Gross Sales	110,714	126,650	181,764	136,541	147,130	169,728	122,569	112,221	-	-	-	-	1,107,737	-	-	-	-
Net sales deductions	(3,291)	(4,463)	(7,876)	(5,209)	(6,067)	(7,549)	(4,804)	(4,602)	-	-	-	-	(43,861)	-	-	-	-
Net sales	107,423	122,187	173,888	131,331	141,062	162,179	117,764	107,620	-	-	-	-	1,063,876	-	-	-	-
Food cost	44,666	50,193	70,606	52,502	56,821	66,664	49,378	48,517	-	-	-	-	439,347	-	-	-	-
Food Cost %	40.3%	39.6%	38.8%	38.5%	38.6%	39.3%	40.3%	43.2%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	39.7%	39.7%	39.7%	39.7%	39.7%
Labor cost	27,483	30,522	43,178	34,823	38,066	43,053	32,280	36,396	-	-	-	-	285,803	-	-	-	-
Labor Cost per Guest																	
Labor Cost %	24.8%	24.1%	23.8%	25.5%	25.8%	25.4%	26.3%	32.4%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	25.8%	25.8%	25.8%	25.8%	25.8%
Net Margin	35,274	41,472	60,104	44,006	46,173	52,462	36,126	22,707	-	-	-	-	338,328	-	-	-	-
% of Gross sales	31.8%	32.7%	33.1%	32.2%	31.4%	30.8%	29.5%	20.2%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	30.6%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Advertising - Marketing Dept	1,104	1,222	3,185	3,242	2,452	1,841	2,056	462	-	-	-	-	15,564	-	-	-	-
Unit-level marketing	-	12	2	-	1	-	-	-	-	-	-	-	15	-	-	-	-
Building & security	2,377	581	2,131	841	1,004	2,208	469	1,762	-	-	-	-	11,373	-	-	-	-
General expense	4,226	4,575	5,507	5,848	5,655	3,797	5,728	5,922	-	-	-	-	41,359	-	-	-	-
Insurance	2,915	2,870	3,031	2,905	3,062	3,265	2,894	3,543	-	-	-	-	24,485	-	-	-	-
Payroll taxes	4,594	4,637	6,226	4,960	5,250	5,775	4,268	4,486	-	-	-	-	40,195	-	-	-	-
Repairs & maintenance	4,176	3,291	6,197	3,478	3,069	5,919	1,885	2,357	-	-	-	-	30,371	-	-	-	-
Supplies	5,385	5,096	8,633	7,897	7,895	7,866	7,872	8,325	-	-	-	-	56,969	-	-	-	-
Utilities	15,178	7,223	15,357	14,286	13,959	16,484	18,175	18,550	-	-	-	-	119,212	-	-	-	-
Other operating expenses	39,950	29,507	50,269	43,559	42,346	47,164	43,346	45,406	-	-	-	-	341,542	-	-	-	-
Unit-level profit	(4,681)	11,965	8,835	440	3,627	5,308	(7,220)	(22,699)	-	-	-	-	(5,217)	-	-	-	-
% of Gross sales	-4.2%	9.4%	5.4%	0.3%	2.6%	3.1%	-5.9%	-20.2%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-0.3%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Management compensation	9,630	7,877	9,278	7,409	7,593	9,181	7,554	10,629	-	-	-	-	69,152	-	-	-	-
Occupancy charges	19,003	17,791	19,003	19,003	19,003	19,003	19,003	18,030	-	-	-	-	149,840	-	-	-	-
Unit-level G&A	300	271	281	299	285	270	330	860	-	-	-	-	2,915	-	-	-	-
Unit-level EBITDA	(33,615)	(13,974)	(18,727)	(26,262)	(23,054)	(23,146)	(34,106)	(62,238)	-	-	-	-	(235,123)	-	-	-	-
% of Gross sales	-30.4%	-11.0%	-10.3%	-19.2%	-13.7%	-13.6%	-27.8%	-46.5%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-20.3%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

ACM0043111

Location: NMKT	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY14	FY15	FY16	FY17
	1	2	3	4	5	6	7	8	9	10	11	12	13	2	3	4	5
Guest Count	24,167	27,290	37,271	29,560	27,142	36,090	21,302	22,240	27,624	24,367	28,428	31,988	339,177				
Check Average	$7.36	$7.65	$7.77	$7.77	$7.71	$7.63	$8.81	$8.41	$8.62	$7.76	$7.76	$7.76	$7.88				
														$18.10	$18.15	$18.23	$18.36
Gross Sales	$177,801	$208,871	$289,451	$227,986	$209,305	$282,756	$181,177	$195,396	$234,484	$189,133	$197,210	$246,066	$2,641,640	$2,575,747	$2,527,461	$2,653,302	$2,605,168
Net sales deductions	(5,166)	(9,029)	(14,561)	(11,034)	(9,293)	(13,723)	(8,541)	(9,368)	(11,379)	(6,077)	(6,336)	(7,970)	(112,528)	(85,637)	(93,844)	(94,800)	(96,729)
Net sales	$172,635	$199,842	$274,889	$216,964	$200,012	$268,983	$172,636	$186,028	$223,105	$183,057	$190,874	$240,095	$2,529,121	$2,490,111	$2,433,617	$2,458,402	$2,508,438
Food cost	54,410	62,194	80,270	62,880	60,849	84,442	51,744	54,336	69,450	53,833	56,132	70,607	761,144	742,156	728,243	735,860	750,633
Food Cost %	30.6%	29.8%	27.7%	27.6%	29.1%	29.9%	28.6%	27.8%	29.6%	28.5%	28.5%	29.5%	28.8%	28.8%	28.8%	28.8%	28.8%
Labor cost	35,036	36,201	48,408	37,606	38,832	48,571	37,001	37,359	45,316	33,810	35,253	44,344	477,737	465,819	457,087	481,742	471,140
Labor Cost per Guest																	
Labor Cost %	19.7%	17.3%	16.7%	16.5%	18.6%	17.2%	20.4%	19.1%	19.3%	17.9%	17.9%	17.9%	18.1%	18.1%	18.1%	18.1%	18.1%
Net Margin	63,189	101,447	146,212	116,478	100,331	135,971	63,862	94,334	103,339	95,414	99,429	126,144	1,280,240	1,272,133	1,248,287	1,261,000	1,286,666
% of Gross sales	48.8%	48.6%	50.5%	51.1%	47.9%	48.1%	46.3%	48.3%	46.2%	50.4%	50.4%	50.4%	48.8%	51.3%	51.3%	51.3%	51.3%
Advertising - Marketing Dept	1,104	1,021	1,584	3,319	3,248	1,717	1,392	4,514	5,443	2,427	2,427	3,033	31,228	29,867	26,700	24,030	24,030
Unf-level marketing	-	12	2	-	1	-	-	-	-	0	0	1	16	15	14	13	13
Building & security	988	871	1,698	922	1,614	2,188	946	1,289	1,649	1,322	1,322	1,665	16,492	16,492	16,492	16,492	16,492
General expense	3,232	3,421	4,196	4,509	4,173	4,043	3,717	3,554	3,669	3,717	3,717	4,646	46,561	46,561	41,905	37,715	37,715
Insurance	2,957	2,911	3,073	2,946	3,105	3,311	2,935	3,593	3,578	3,009	3,009	3,009	37,434	37,995	38,565	39,143	39,731
Payroll taxes	5,212	5,011	6,470	5,014	6,535	4,934	5,039	4,368	5,084	4,339	4,478	5,624	61,609	59,431	59,928	60,757	62,064
Repairs & maintenance	1,545	2,814	5,291	3,240	715	1,991	2,651	4,743	3,839	2,666	2,666	3,583	36,144	36,686	33,017	33,017	33,017
Supplies	7,628	7,090	11,388	7,216	8,956	9,206	4,182	7,888	9,147	7,513	7,513	9,392	97,120	97,120	87,408	87,408	87,408
Utilities	4,481	7,961	7,222	5,011	6,128	6,623	6,988	7,654	3,056	4,848	1,069	4,500	65,550	64,280	63,075	63,718	65,014
Other operating expenses	27,147	31,112	40,925	32,177	32,873	35,814	27,242	37,732	38,420	30,051	26,411	36,452	392,166	388,249	367,106	362,294	365,485
Unit-level profit	88,042	70,335	105,288	84,301	67,458	100,367	66,860	66,602	72,919	65,363	73,078	89,603	898,084	882,688	881,181	888,706	921,181
% of Gross sales	31.5%	33.7%	36.4%	37.0%	32.2%	35.5%	31.3%	28.9%	31.1%	34.6%	37.1%	36.2%	34.0%	34.3%	34.9%	35.2%	35.4%
Management compensation	11,442	10,545	13,396	10,820	10,744	17,763	10,186	11,218	12,487	11,404	11,404	14,255	145,665	145,865	149,308	153,039	156,865
Occupancy charges	18,168	8,166	18,168	8,166	8,169	8,168	8,168	8,168	17,169	10,250	10,250	10,250	133,256	123,000	123,000	123,000	123,000
Unf-level G&A	1,746	2,104	2,298	2,324	2,197	2,409	2,832	2,227	2,286	2,198	2,198	2,747	27,567	26,188	23,569	21,212	21,212
Unf-level EBITDA	24,867	49,518	71,424	62,989	46,349	72,017	35,468	34,990	40,978	41,411	49,228	62,440	891,594	888,023	885,305	601,455	620,103
% of Gross sales	13.9%	23.7%	24.7%	27.6%	22.1%	25.6%	18.6%	17.9%	17.6%	21.9%	25.0%	25.2%	22.4%	22.8%	23.2%	23.6%	23.6%

ACM00431 12

Location: NORMC	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	FY14	FY15	FY16	FY17
	1	2	3	4	5	6	7	8	9	10	11	12	13	2	3	4	5
Guest Count	14,957	16,115	26,027	19,622	18,715	23,008	18,133	19,956	24,445	17,319	18,764	22,799	242,569				
Check Average	59.36	59.81	59.91	59.74	59.69	59.62	59.71	59.35	59.42	59.77	59.77	59.77	59.66				
	5.97%	7.56%	11.00%	8.11%	7.74%	9.77%	7.51%	7.86%	9.62%	7.22%	7.82%	8.50%					
Gross Sales	140,039	177,680	257,660	190,140	181,360	228,995	176,013	186,626	230,192	168,187	183,206	222,722	2,344,020	2,365,723	2,363,113	2,353,864	2,427,339
Net sales deductions	(3,762)	(6,785)	(11,657)	(9,448)	(8,181)	(10,804)	(7,430)	(8,152)	(8,122)	(5,251)	(5,688)	(8,912)	(92,168)	(65,248)	(65,153)	(65,901)	(67,468)
Net sales	136,277	170,895	246,203	180,692	173,179	218,191	168,584	178,474	222,070	162,936	177,520	213,810	2,251,852	2,260,475	2,277,959	2,287,962	2,359,872
Food cost	44,458	51,431	72,175	52,712	53,685	64,812	49,743	55,769	70,580	48,345	52,351	63,642	679,703	685,996	685,239	691,256	703,863
Food Cost %	31.7%	28.9%	26.0%	27.7%	29.6%	29.3%	28.3%	29.9%	30.7%	26.6%	28.6%	28.6%	29.0%	29.0%	28.0%	29.0%	29.0%
Labor cost	31,410	34,288	45,789	38,437	36,624	43,389	37,711	43,736	51,843	34,043	36,864	44,816	478,950	463,364	482,851	487,091	495,974
Labor Cost per Guest																	
Labor Cost %	22.4%	19.3%	17.8%	20.2%	20.2%	18.9%	21.4%	23.4%	22.5%	20.1%	20.1%	20.1%	20.4%	20.4%	20.4%	20.4%	20.4%
Net Margin	60,409	85,177	126,240	89,543	82,071	109,991	81,129	78,969	99,645	81,548	88,305	107,352	1,093,180	1,111,055	1,108,869	1,119,613	1,140,034
% of Gross sales	43.1%	47.9%	49.7%	47.1%	45.7%	48.0%	46.1%	42.3%	43.3%	48.2%	48.2%	48.2%	46.6%	48.7%	48.7%	48.7%	48.7%
Advertising - Marketing Dept	1,104	1,021	1,150	3,319	2,248	2,089	1,392	4,514	5,443	5,186	5,186	6,483	56,135	55,228	49,705	44,735	44,735
Unlevered marketing	-	12	202	249	220	139	-	9	-	126	126	158	1,241	1,178	1,061	855	855
Building & security	1,176	1,906	1,448	1,652	1,770	2,050	1,553	1,623	838	1,563	1,553	1,942	19,064	19,064	19,064	19,064	19,064
General expense	2,204	2,554	3,354	2,767	3,052	2,849	2,779	3,448	3,010	2,808	2,808	3,510	35,142	35,142	31,628	28,465	28,465
Insurance	3,087	3,039	3,207	3,074	3,239	3,454	3,062	3,748	3,734	3,140	3,140	3,140	39,063	39,649	40,243	40,847	41,460
Payroll taxes	4,376	5,099	6,407	5,135	4,738	6,003	4,707	5,066	6,006	4,528	4,803	5,880	62,750	63,190	63,518	64,329	65,610
Repairs & maintenance	4,859	3,287	6,106	5,262	3,003	3,307	1,885	7,499	4,172	4,156	4,156	5,195	52,837	53,629	48,267	48,267	48,267
Supplies	5,544	6,243	8,966	8,357	4,990	6,194	5,849	9,361	9,034	6,726	8,726	8,407	86,396	86,396	77,757	77,757	77,757
Utilities	16,209	13,751	14,110	13,666	14,234	18,453	15,260	21,086	19,096	14,466	11,107	14,811	186,251	186,620	188,412	190,067	193,533
Other operating expenses	38,559	36,912	62,960	43,471	38,495	44,538	36,488	60,316	51,333	42,690	38,504	49,524	540,878	542,097	519,654	514,454	519,844
Unlevered profit	21,850	48,265	63,290	46,072	44,378	65,453	44,643	22,653	48,313	38,656	48,701	67,828	562,302	566,998	590,215	605,132	620,190
% of Gross sales	15.6%	27.2%	25.3%	24.2%	24.6%	28.6%	23.4%	12.1%	21.0%	23.0%	26.6%	26.0%	23.6%	24.1%	25.6%	25.4%	25.6%
Management compensation	6,410	12,333	14,823	10,824	9,493	19,482	12,741	12,716	14,725	12,320	12,320	15,400	153,584	153,584	157,423	161,359	165,383
Occupancy charges	7,901	7,901	5,117	7,901	7,901	7,901	7,901	7,901	7,901	7,437	7,437	7,437	90,639	90,639	90,639	90,639	90,639
Unlevel G&A	1,627	1,236	1,330	1,562	1,452	1,331	1,659	1,629	1,453	1,379	1,379	1,724	17,760	16,872	15,185	13,666	13,666
Unlevel EBITDA	6,911	26,795	44,021	25,785	25,530	36,739	22,342	27,465	24,234	17,723	27,565	33,268	290,320	307,804	328,969	339,488	350,492
% of Gross sales	4.2%	15.1%	17.1%	13.6%	14.1%	16.0%	12.7%	14.9%	10.9%	10.5%	15.0%	14.9%	12.4%	13.0%	13.8%	14.2%	14.4%