## BRINKER INTERNATIONAL, INC.

## Statement of Income

## Q1 \& Q2 Fiscal 2016

(In thousands)
(Updated August 10, 2017) In fiscal 2017, we discovered immaterial errors in prior years relating to the accuracy of certain tax accounts. As such, we have revised our previously-reported consolidated financial statements for fiscal 2016. The revisions include a net increase in the provision for income taxes of $\$ 0.1$ million for fiscal 2016, all of which was recorded in the fourth quarter of fiscal 2016. These revisions had no impact on the results for first three quarters of fiscal 2016.

|  | Q1 F16 <br> Reported |  | \% | Special Items (a) |  | Q1 F16 <br> Adjusted |  | \% | Q2 F16 <br> Reported |  | \% | Special Items (a) | $\begin{gathered} \text { Discrete } \\ \text { Tax Items (b) } \\ \hline \end{gathered}$ |  | Q2 F16 <br> Adjusted |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Company Sales | \$ | 740,481 | 97.1\% | \$ | - | \$ | 740,481 | 97.1\% | \$ | 765,672 | 97.1\% |  |  |  | \$ | 765,672 | 97.1\% |
| Franchise and Other Revenues ${ }^{(1)}$ |  | 22,078 | 2.9\% |  | 0 |  | 22,078 | 2.9\% |  | 22,938 | 2.9\% |  |  |  |  | 22,938 | 2.9\% |
| Total Revenues |  | 762,559 | 100.0\% |  | - |  | 762,559 | 100.0\% |  | 788,610 | 100.0\% |  |  |  |  | 788,610 | 100.0\% |
| Operating Costs and Expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Company Restaurants (excluding depreciation and amortization): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cost of Sales ${ }^{(2)}$ |  | 196,603 | 26.6\% |  |  |  | 196,603 | 26.6\% |  | 203,799 | 26.6\% |  |  |  |  | 203,799 | 26.6\% |
| Restaurant Labor ${ }^{(2)}$ |  | 246,577 | 33.3\% |  |  |  | 246,577 | 33.3\% |  | 247,596 | 32.4\% |  |  |  |  | 247,596 | 32.4\% |
| Restaurant Expenses ${ }^{(2)}$ |  | 189,173 | 25.5\% |  |  |  | 189,173 | 25.5\% |  | 190,660 | 24.9\% |  |  |  |  | 190,660 | 24.9\% |
| Company Restaurant Expenses |  | 632,353 | 85.4\% |  |  |  | 632,353 | 85.4\% |  | 642,055 | 83.9\% |  |  |  |  | 642,055 | 83.9\% |
| Depreciation and Amortization ${ }^{(3)}$ |  | 39,171 | 5.1\% |  |  |  | 39,171 | 5.1\% |  | 39,114 | 5.0\% |  |  |  |  | 39,114 | 5.0\% |
| General and Administrative ${ }^{(3)}$ |  | 33,111 | 4.3\% |  |  |  | 33,111 | 4.3\% |  | 31,909 | 4.0\% |  |  |  |  | 31,909 | 4.0\% |
| Other Gains and Charges ${ }^{(3)}$ |  | 1,677 | 0.2\% |  | $(1,677)$ |  | - | 0.0\% |  | (87) | 0.0\% | 87 |  |  |  | - | 0.0\% |
| Total Operating Costs and Expenses |  | 706,312 | 92.6\% |  | $(1,677)$ |  | 704,635 | 92.4\% |  | 712,991 | 90.4\% | 87 |  | - |  | 713,078 | 90.4\% |
| Operating Income |  | 56,247 | 7.4\% |  | 1,677 |  | 57,924 | 7.6\% |  | 75,619 | 9.6\% | (87) |  | - |  | 75,532 | 9.6\% |
| Interest Expense |  | 7,767 | 1.0\% |  |  |  | 7,767 | 1.0\% |  | 7,907 | 1.0\% |  |  |  |  | 7,907 | 1.0\% |
| Other, Net |  | (273) | 0.0\% |  |  |  | (273) | 0.0\% |  | (560) | -0.1\% |  |  |  |  | (560) | -0.1\% |
| Income Before Provision for Income Taxes |  | 48,753 | 6.4\% |  | 1,677 |  | 50,430 | 6.6\% |  | 68,272 | 8.7\% | (87) |  |  |  | 68,185 | 8.6\% |
| Provision for Income Taxes |  | 15,546 | 31.9\% |  | 641 |  | 16,187 | 32.1\% |  | 20,578 | 30.1\% | (63) |  | 812 |  | 21,327 | 31.3\% |
| Net Income | \$ | 33,207 | 4.4\% | \$ | 1,036 | \$ | 34,242 | 4.5\% | \$ | 47,694 | 6.0\% | $\underline{\text { \$ (24) }}$ | \$ | (812) | \$ | 46,858 | 5.9\% |
| Basic Earnings per Share | \$ | 0.55 |  | \$ | 0.02 | \$ | 0.57 |  | \$ | 0.81 |  | \$ (0.00) | \$ | (0.02) | \$ | 0.79 |  |
| Diluted Earnings per Share | \$ | 0.54 |  | \$ | 0.02 | \$ | 0.56 |  | \$ | 0.80 |  | \$ (0.00) | \$ | (0.02) | \$ | 0.78 |  |
| Basic Weighted Average Shares |  | 60,225 |  |  | 60,225 |  | 60,225 |  |  | 59,198 |  | 59,198 |  | 59,198 |  | 59,198 |  |
| Diluted Weighted Average Shares |  | 61,208 |  |  | 61,208 |  | 61,208 |  |  | 59,899 |  | 59,899 |  | 59,899 |  | 59,899 |  |

(a) Non - GAAP information excluding the impact of Special Items is provided to allow the reader to gain insight into the company's ongoing operations.
${ }^{(1)}$ Franchise and other revenues primarily includes royalties, development fees and franchise fees, banquet service charge income, and gift card activity (breakage and discounts); tabletop device revenue, Chili's retail food product royalties and delivery fee income.
${ }^{(2)}$ As a percentage of company sales
${ }^{(3)}$ As a percentage of total revenues

BRINKER INTERNATIONAL, INC.

## Statement of Income

## Q3 \& Q4 Fiscal 2016

(In thousands)

Revenues:
Company Sales
Franchise and Other Revenues ${ }^{(1)}$ Total Revenues

Operating Costs and Expenses:
Company Restaurants (excluding depreciation and amortization):

Cost of Sales ${ }^{(2)}$
Restaurant Labor ${ }^{(2)}$
Restaurant Expenses ${ }^{(2)}$
Company Restaurant Expenses
Depreciation and Amortization ${ }^{(3)}$
General and Administrative ${ }^{(3)}$
Other Gains and Charges ${ }^{(3)}$

Total Operating Costs and Expenses
Operating Income
Interest Expense
Other, Net

Income Before Provision for Income Taxes
Provision for Income Taxes

Net Income

Basic Earnings per Share
Diluted Earnings per Share
Basic Weighted Average Shares
Diluted Weighted Average Shares
(Updated August 10, 2017) In fiscal 2017, we discovered immaterial errors in prior years relating to the accuracy of certain tax accounts. As such, we have revised our previously-reported consolidated financial statements for fiscal 2016. The revisions include a net increase in the provision for income taxes of $\$ 0.1$ million for fiscal 2016, all of which was recorded in the fourth quarter of fiscal 2016. These revisions had no impact on the results for first three quarters of fiscal 2016.

| Q3 F16 <br> Reported |  | \% | Special Items (a) |  | crete <br> ems (b) | Q3 F16 <br> Adjusted |  | \% | Q4 F16 <br> Reported |  | \% | Special Items (a) | $\begin{gathered} \text { Discrete } \\ \text { Tax Items (b) } \end{gathered}$ |  | Q4 F16 <br> Adjusted |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 805,145 | 97.6\% |  |  |  | \$ | 805,145 | 97.6\% | \$ | 855,361 | 97.0\% |  |  |  | \$ | 855,361 | 97.0\% |
|  | 19,494 | 2.4\% |  |  |  |  | 19,494 | 2.4\% |  | 26,320 | 3.0\% |  |  |  |  | 26,320 | 3.0\% |
| 824,639 |  | 100.0\% |  |  |  |  | 824,639 | 100.0\% |  | 881,681 | 100.0\% |  |  |  |  | 881,681 | 100.0\% |
|  | 215,362 | 26.7\% |  |  |  |  | 215,362 | 26.7\% |  | 224,440 | 26.2\% |  |  |  |  | 224,440 | 26.2\% |
|  | 262,701 | 32.6\% |  |  |  |  | 262,701 | 32.6\% |  | 279,131 | 32.6\% |  |  |  |  | 279,131 | 32.6\% |
|  | 187,216 | 23.3\% |  |  |  |  | 187,216 | 23.3\% |  | 195,614 | 22.9\% |  |  |  |  | 195,614 | 22.9\% |
|  | 665,279 | 82.6\% |  |  |  |  | 665,279 | 82.6\% |  | 699,185 | 81.7\% |  |  |  |  | 699,185 | 81.7\% |
|  | 39,050 | 4.7\% |  |  |  |  | 39,050 | 4.7\% |  | 39,033 | 4.4\% |  |  |  |  | 39,033 | 4.4\% |
|  | 30,170 | 3.7\% |  |  |  |  | 30,170 | 3.7\% |  | 32,403 | 3.7\% |  |  |  |  | 32,403 | 3.7\% |
|  | 3,864 | 0.5\% |  |  |  |  | - | 0.0\% |  | 11,726 | 1.3\% | $(11,726)$ |  |  |  | - | 0.0\% |
| 738,363 |  | 89.5\% | $(3,864)$ |  | - |  | 734,499 | 89.1\% |  | 782,347 | 88.7\% | $(11,726)$ |  |  |  | 770,621 | 87.4\% |
| 86,276 |  | 10.5\% | 3,864 |  | - |  | 90,140 | 10.9\% |  | 99,334 | 11.3\% | 11,726 |  |  |  | 111,060 | 12.6\% |
| $\begin{gathered} 8,403 \\ (277) \\ \hline \end{gathered}$ |  | $\begin{aligned} & 1.0 \% \\ & 0.0 \% \end{aligned}$ |  |  |  |  | $\begin{gathered} 8,403 \\ (277) \\ \hline \end{gathered}$ | $\begin{aligned} & 1.0 \% \\ & 0.0 \% \end{aligned}$ |  | $\begin{gathered} 8,497 \\ (375) \\ \hline \end{gathered}$ | $\begin{aligned} & 1.0 \% \\ & 0.0 \% \end{aligned}$ |  |  |  |  | $\begin{gathered} 8,497 \\ (375) \\ \hline \end{gathered}$ | $\begin{aligned} & 1.0 \% \\ & 0.0 \% \end{aligned}$ |
| $\begin{array}{r} 78,150 \\ 20,648 \\ \hline \end{array}$ |  | $\begin{array}{r} 9.5 \% \\ 26.4 \% \end{array}$ | $\begin{aligned} & 3,864 \\ & 1,478 \end{aligned}$ |  | 2,580 |  | $\begin{aligned} & 82,014 \\ & 24,706 \\ & \hline \end{aligned}$ | $\begin{array}{r} 9.9 \% \\ 30.1 \% \end{array}$ |  | $\begin{aligned} & 91,212 \\ & 28,995 \end{aligned}$ | $\begin{aligned} & 10.3 \% \\ & 31.8 \% \end{aligned}$ | $\begin{array}{r} 11,726 \\ 4,485 \\ \hline \end{array}$ |  | (229) |  | $\begin{array}{r} 102,938 \\ 33,251 \\ \hline \end{array}$ | $\begin{aligned} & 11.7 \% \\ & 32.3 \% \end{aligned}$ |
| \$ | 57,502 | 7.0\% | \$ 2,386 | \$ | $(2,580)$ | \$ | 57,308 | 6.9\% | \$ | 62,217 | 7.1\% | \$ 7,241 | \$ | 229 | \$ | 69,687 | 7.9\% |
| \$ 1.01 |  |  | \$ 0.04 | \$ | (0.04) | \$ | 1.01 |  | \$ | 1.12 |  | \$ 0.13 | \$ | (0.00) | \$ | 1.25 |  |
| \$ | 1.00 |  | \$ 0.04 | \$ | (0.04) | \$ | 1.00 |  | \$ | 1.10 |  | \$ 0.14 | \$ | (0.00) | \$ | 1.24 |  |
|  | 56,673 |  | 56,673 |  | 56,673 |  | 56,673 |  |  | 55,657 |  | 55,657 |  | 55,657 |  | 55,657 |  |
|  | 57,407 |  | 57,407 |  | 57,407 |  | 57,407 |  |  | 56,394 |  | 56,394 |  | 56,394 |  | 56,394 |  |

(a) Non - GAAP information excluding the impact of Special Items is provided to allow the reader to gain insight into the company's ongoing operations.
(b) Discrete tax items result from the resolution of certain tax positions which directly impacts tax expense.
${ }^{(1)}$ Franchise and other revenues primarily includes royalties, development fees and franchise fees, banquet service charge income, and gift card activity (breakage and discounts); tabletop device revenue, Chili's retail food product royalties and delivery fee income.
${ }^{(2)}$ As a percentage of company sales
${ }^{(3)}$ As a percentage of total revenues

BRINKER INTERNATIONAL, INC.
Statement of Income
YTD Fiscal 2016
(In thousands)
(Updated August 10, 2017) In fiscal 2017, we discovered immaterial errors in prior years relating to the accuracy of certain tax accounts. As such, we have revised our previously-reported consolidated financial statements for fiscal 2016. The revisions include a net increase in the provision for income taxes of $\$ 0.1$ million for fiscal 2016 all of which was recorded in the fourth quarter of fiscal 2016. These revisions had no impact on the results for first three quarters of fiscal 2016.

| YTD F16 <br> Reported |  | \% | Special Items (a) |  | Discrete Tax Items (b) |  | YTD F16 <br> Adjusted |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 3,166,659 | 97.2\% |  |  |  |  | \$ | 3,166,659 | 97.2\% |
|  | 90,830 | 2.8\% |  |  |  |  |  | 90,830 | 2.8\% |
|  | 3,257,489 | 100.0\% |  |  |  |  |  | 3,257,489 | 100.0\% |
|  | 840,204 | 26.5\% |  |  |  |  |  | 840,204 | 26.5\% |
|  | 1,036,005 | 32.7\% |  |  |  |  |  | 1,036,005 | 32.7\% |
|  | 762,663 | 24.1\% |  |  |  |  |  | 762,663 | 24.1\% |
|  | 2,638,872 | 83.3\% |  |  |  |  |  | 2,638,872 | 83.3\% |
|  | 156,368 | 4.8\% |  |  |  |  |  | 156,368 | 4.8\% |
|  | 127,593 | 3.9\% |  |  |  |  |  | 127,593 | 3.9\% |
|  | 17,180 | 0.5\% |  | 17,180 $0.5 \%$ (17,180) - - |  |  |  | - |  |
|  | 2,940,013 | 90.3\% |  | $(17,180)$ |  |  |  | 2,922,833 | 89.7\% |
|  | 317,476 | 9.7\% |  | 17,180 |  |  |  | 334,656 | 10.3\% |
|  | $\begin{gathered} 32,574 \\ (1,485) \\ \hline \end{gathered}$ | $\begin{aligned} & 0.9 \% \\ & 0.0 \% \end{aligned}$ |  |  |  |  |  | $\begin{gathered} 32,574 \\ (1,485) \\ \hline \end{gathered}$ | $\begin{aligned} & 1.0 \% \\ & 0.0 \% \end{aligned}$ |
|  | 286,387 | 8.8\% |  | 17,180 |  |  |  | 303,567 | 9.3\% |
|  | 85,767 | 29.9\% |  | 6,541 |  | 3,163 |  | 95,471 | 31.4\% |
| \$ | 200,620 | 6.2\% | \$ | 10,639 | \$ | $(3,163)$ | \$ | 208,096 | 6.4\% |
| \$ | 3.47 |  | \$ | 0.18 | \$ | (0.05) | \$ | 3.59 |  |
| \$ | 3.42 |  | \$ | 0.18 | \$ | (0.05) | \$ | 3.55 |  |
|  | 57,895 |  |  | 57,895 |  | 57,895 |  | 57,895 |  |
|  | 58,684 |  |  | 58,684 |  | 58,684 |  | 58,684 |  |

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${ }^{{ }^{2)} \text { As a percentage of company sales }}$
${ }^{3 /}$ As a percentage of total revenues

