

HISTORICAL TRENDS

Selected Store Data		Q1 2020	Q2 2020	Q3 2020	Q4 2020	2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	2024	Q1 2025	Q2 2025	Q3 2025
Same Store Sales Growth - Domestic (1 Yr)																													
Franchised		10.0%	32.2%	25.8%	18.5%	21.6%	21.0%	2.3%	4.0%	7.5%	8.1%	1.1%	-3.3%	6.9%	8.9%	3.5%	20.4%	17.2%	15.6%	21.5%	18.7%	22.1%	29.1%	21.4%	10.3%	20.3%	0.5%	-2.1%	-5.9%
Company-owned		6.2%	24.7%	15.2%	10.4%	14.2%	13.4%	-3.1%	-0.2%	5.3%	3.4%	2.1%	-4.9%	4.3%	2.6%	1.0%	10.3%	5.7%	6.0%	10.8%	8.2%	6.2%	14.1%	7.5%	3.8%	7.7%	1.4%	3.6%	3.8%
Domestic System-wide		9.9%	31.9%	25.4%	18.2%	21.4%	20.7%	2.1%	3.9%	7.5%	8.0%	1.2%	-3.3%	6.9%	8.7%	3.4%	20.1%	16.8%	15.3%	21.2%	18.3%	21.6%	28.7%	20.9%	10.1%	19.9%	0.5%	-1.9%	-5.6%
Same Store Sales Growth - Domestic																													
		<div>■ Franchised ■ Company-owned ■ Domestic System-wide</div>																											
Restaurant Count																													
Domestic																													
Franchised		1,221	1,244	1,277	1,327	1,327	1,371	1,415	1,461	1,498	1,498	1,551	1,600	1,631	1,678	1,678	1,710	1,749	1,791	1,877	1,877	1,924	1,988	2,064	2,154	2,154	2,250	2,357	2,450
Company-Owned		32	30	31	32	32	33	34	32	36	36	37	39	42	43	43	43	45	46	49	49	50	52	56	50	50	51	54	55
Total		1,253	1,274	1,308	1,359	1,359	1,404	1,449	1,493	1,534	1,534	1,588	1,639	1,673	1,721	1,721	1,753	1,794	1,837	1,926	1,926	1,974	2,040	2,120	2,204	2,204	2,301	2,411	2,505
International																													
Franchised		160	162	171	179	179	175	175	180	197	197	203	219	225	238	238	243	252	262	288	288	305	312	338	359	359	388	407	427
Systemwide Restaurant Count		1,413	1,436	1,479	1,538	1,538	1,579	1,624	1,673	1,731	1,731	1,791	1,858	1,898	1,959	1,959	1,996	2,046	2,099	2,214	2,214	2,279	2,352	2,458	2,563	2,563	2,689	2,818	2,932
System-wide Sales Growth %																													
System-wide Sales		18.6%	37.0%	32.8%	26.5%	28.8%	30.0%	15.8%	16.7%	19.8%	20.2%	12.7%	7.5%	17.7%	28.9%	16.8%	30.4%	27.7%	26.5%	24.5%	27.1%	36.8%	45.2%	39.4%	27.6%	36.8%	15.7%	13.9%	10.0%
System-wide Sales Growth																													
Company-owned Cost of Sales (% of Sales)																													
COGS		36.0%	32.5%	36.4%	39.1%	35.9%	41.6%	43.9%	48.1%	45.8%	44.8%	42.8%	39.3%	37.2%	34.5%	38.3%	32.4%	32.2%	33.0%	34.5%	33.1%	34.7%	35.8%	37.0%	37.2%	36.2%	37.4%	36.8%	36.2%
Labor		23.1%	25.6%	25.4%	22.9%	24.3%	21.2%	20.6%	24.6%	24.9%	22.8%	25.8%	23.1%	23.1%	24.3%	24.1%	23.9%	24.4%	23.6%	23.9%	24.0%	23.4%	23.4%	23.5%	24.3%	23.6%	23.8%	22.9%	23.1%
Operating Expense		16.9%	16.8%	16.2%	16.7%	16.6%	15.0%	15.4%	17.1%	17.7%	16.3%	17.8%	19.2%	19.9%	19.9%	19.3%	18.3%	19.5%	19.4%	19.2%	19.1%	19.0%	19.3%	20.0%	18.6%	19.2%	17.3%	17.9%	17.9%
Vendor rebates		(2.6%)	(1.9%)	(2.0%)	(1.9%)	(2.1%)	(2.2%)	(2.2%)	(2.3%)	(2.2%)	(2.2%)	(2.2%)	(2.2%)	(2.2%)	(2.4%)	(2.3%)	(2.3%)	(2.4%)	(2.4%)	(2.5%)	(2.4%)	(2.5%)	(2.5%)	(2.6%)	(2.7%)	(2.6%)	(2.5%)	(2.4%)	(2.4%)
Total Cost of Sales		73.4%	73.1%	76.0%	76.7%	74.7%	75.6%	77.7%	87.5%	86.3%	81.7%	84.3%	79.5%	78.0%	76.4%	79.3%	72.4%	73.7%	73.6%	75.1%	73.7%	74.5%	75.9%	77.8%	77.7%	76.5%	76.0%	75.2%	74.8%