



## Wendy's - Restaurant Information

	1Q13	2Q13	3Q13	4Q13	2013	1Q14	2Q14	3Q14	4Q14	2014	1Q15	2Q15	3Q15	4Q15	2015	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017	1Q18	2Q18	3Q18	
<b>Same-Restaurant Sales Growth - North America</b> <sup>(1)</sup>																													
Company-operated	1.0%	0.4%	3.2%	3.1%	1.9%	1.3%	3.9%	2.0%	1.9%	2.3%	2.6%	2.4%	1.7%	3.7%	2.6%	4.8%	1.2%	2.7%	1.8%	2.7%	0.8%	1.7%	-0.5%	-1.0%	0.2%	0.8%	2.0%	1.2%	
Franchised	0.6%	0.3%	3.1%	2.8%	1.7%	0.6%	3.1%	0.5%	1.6%	1.5%	3.4%	2.2%	3.3%	4.9%	3.4%	3.5%	0.3%	1.2%	0.8%	1.4%	1.7%	3.3%	2.1%	1.4%	2.1%	1.7%	1.9%	-0.3%	
Systemwide <sup>(2)</sup>	0.7%	0.4%	3.1%	2.9%	1.8%	0.7%	3.2%	0.7%	1.6%	1.6%	3.2%	2.2%	3.1%	4.8%	3.3%	3.6%	0.4%	1.4%	0.8%	1.6%	1.6%	3.2%	2.0%	1.3%	2.0%	1.6%	1.9%	-0.2%	
<b>Restaurant Count</b>																													
North America																													
Company-operated	1,427	1,418	1,369	1,183	1,183	1,001	1,005	995	957	957	943	860	852	632	632	582	582	427	330	330	331	331	333	337	337	337	337	350	
Franchised	4,746	4,751	4,796	4,975	4,975	5,151	5,144	5,142	5,155	5,155	5,156	5,232	5,243	5,444	5,444	5,498	5,500	5,668	5,768	5,768	5,773	5,762	5,772	5,793	5,793	5,784	5,802	5,791	
Total	6,173	6,169	6,165	6,158	6,158	6,152	6,149	6,137	6,112	6,112	6,099	6,092	6,095	6,076	6,076	6,080	6,082	6,095	6,098	6,098	6,104	6,093	6,105	6,130	6,130	6,121	6,134	6,141	
International																													
Franchised	371	373	374	399	399	395	396	395	403	403	389	385	392	403	403	402	408	408	439	439	447	471	481	504	504	512	522	528	
Systemwide	6,544	6,542	6,539	6,557	6,557	6,547	6,545	6,532	6,515	6,515	6,488	6,477	6,487	6,479	6,479	6,482	6,490	6,503	6,537	6,537	6,551	6,564	6,586	6,634	6,634	6,633	6,656	6,669	
<b>Systemwide Sales Detail (in millions)</b> <sup>(3)</sup>																													
North America	\$2,122.3	\$2,301.9	\$2,319.2	\$2,225.0	\$8,968.4	\$2,123.4	\$2,367.1	\$2,323.7	\$2,259.9	\$9,074.1	\$2,170.7	\$2,391.8	\$2,385.2	\$2,523.1	\$9,470.8	\$2,275.6	\$2,426.5	\$2,426.8	\$2,380.7	\$9,509.8	\$2,337.4	\$2,521.2	\$2,506.0	\$2,441.3	\$9,805.9	\$2,404.4	\$2,601.5	\$2,523.8	
International <sup>(4)</sup>	\$102.1	\$105.0	\$103.7	\$108.5	\$419.3	\$105.5	\$108.5	\$106.2	\$108.4	\$428.6	\$102.8	\$104.0	\$99.9	\$109.8	\$416.5	\$99.3	\$103.5	\$106.9	\$110.8	\$420.4	\$112.5	\$118.8	\$119.4	\$126.6	\$477.3	\$127.2	\$132.1	\$126.5	
Global Systemwide Sales	\$2,224.4	\$2,406.9	\$2,422.9	\$2,333.5	\$9,387.7	\$2,228.9	\$2,475.6	\$2,429.9	\$2,368.3	\$9,502.7	\$2,273.5	\$2,495.8	\$2,485.1	\$2,632.9	\$9,887.3	\$2,374.9	\$2,530.0	\$2,533.7	\$2,491.5	\$9,930.2	\$2,449.9	\$2,640.0	\$2,625.4	\$2,567.9	\$10,283.2	\$2,531.6	\$2,733.6	\$2,650.3	
<b>Cost of Sales (% of Sales)</b> <sup>(5)</sup>																													
Food and paper	32.9%	32.8%	32.9%	32.7%	32.8%	32.1%	32.6%	32.7%	33.3%	32.7%	32.3%	31.8%	31.5%	32.2%	32.0%	30.5%	30.2%	30.3%	29.8%	30.3%	30.4%	31.2%	32.6%	31.9%	31.6%	31.8%	31.6%	32.1%	
Restaurant labor	30.8%	29.1%	29.1%	29.6%	29.7%	30.7%	28.2%	28.6%	28.4%	29.0%	29.4%	27.8%	27.6%	28.2%	28.2%	29.3%	27.3%	28.4%	28.7%	28.4%	30.3%	28.9%	29.2%	29.8%	29.5%	30.5%	29.2%	29.3%	
Occupancy, advertising and other operating costs	23.5%	21.4%	22.5%	21.5%	22.2%	24.1%	21.4%	23.2%	21.5%	22.5%	23.6%	22.2%	22.1%	20.4%	22.1%	23.0%	20.6%	22.9%	22.7%	22.2%	23.3%	21.1%	22.3%	21.7%	22.1%	23.8%	21.8%	22.9%	
<b>Reported Company Restaurant Margin %</b> <sup>(5)</sup>	12.8%	16.7%	15.5%	16.2%	15.3%	13.1%	17.8%	15.5%	16.8%	15.8%	14.7%	18.2%	18.8%	19.2%	17.7%	17.2%	21.9%	18.4%	18.8%	19.1%	16.0%	18.8%	15.9%	16.6%	16.8%	13.9%	17.4%	15.7%	
<b>Reported Company Restaurant Margin \$</b> <sup>(5)</sup>	\$66.0	\$92.4	\$83.9	\$79.7	\$322.0	\$54.6	\$72.6	\$60.9	\$65.3	\$253.4	\$52.5	\$69.9	\$67.5	\$64.9	\$254.7	\$44.6	\$56.6	\$42.1	\$32.7	\$176.1	\$23.7	\$30.3	\$25.2	\$25.7	\$104.9	\$21.5	\$29.1	\$26.0	

<sup>(1)</sup> Same-restaurant sales growth is calculated on a constant currency basis.

<sup>(2)</sup> Includes sales at both Company-operated and franchise restaurants.

<sup>(3)</sup> Systemwide sales include sales at both Company-operated and franchise restaurants. Sales at franchise restaurants are not recorded as Company revenues. However, the Company's royalty revenues are computed as percentages of sales made at franchise restaurants and, as a result, sales at franchise restaurants have a direct effect on the Company's royalty revenues and therefore on the Company's profitability.

<sup>(4)</sup> Excludes Venezuela and Argentina (Beginning July 1, 2018).

<sup>(5)</sup> 2017 reflects reclassifications to conform to the current year presentation. 2016 and prior periods have not been revised.