

Supplemental Information Regarding Comparable Sales Increase

The following table presents comparable sales for the three months ended March 31, 2018 and 2017. Comparable sales represent sales at all restaurants, whether operated by the Company or by franchisees, in operation at least thirteen months including those temporarily closed. Some of the reasons restaurants may be temporarily closed include reimaging or remodeling, rebuilding, road construction and natural disasters. Comparable sales exclude the impact of currency translation and sales from hyper-inflationary markets (currently only Venezuela). Currency translation effects are calculated by translating current year results at prior year average exchange rates. Management reviews and analyzes business results excluding the effect of foreign currency translation because the Company believes this better represents underlying business trends. Management generally identifies hyper-inflationary markets as those markets whose cumulative inflation rate over a three-year period exceeds 100%. Management believes that these exclusions more accurately reflect the underlying business trends. Comparable sales are driven by changes in guest counts and average check, which is affected by changes in pricing and product mix. Typically, pricing has a greater impact on average check than product mix. Management reviews the increase or decrease in comparable sales compared with the same period in the prior year to assess business trends.

<b>Quarters ended March 31,</b>				
<i>Dollars in Millions</i>	<b>2018</b>	<b>2017</b>	<b>Inc/(Dec)</b>	
<b>Company-operated Sales</b>	<b>2,535.6</b>	<b>3,411.9</b>	<b>(876.3)</b>	<b>(25.7%)</b>
<u>Franchised Sales</u>	<u>20,598.8</u>	<u>17,258.5</u>	<u>3,340.3</u>	<u>19.4%</u>
Systemwide Sales *	23,134.4	20,670.4	2,464.0	11.9%
<u>Currency Translation</u>	<u>1,023.4</u>	<u>-</u>	<u>1,023.4</u>	<u>n/m</u>
Systemwide Sales (constant currency)	22,111.0	20,670.4	1,440.6	7.0%
Non Comparable Sales (constant currency)	380.4	124.3	256.1	n/m
<u>Venezuela Sales</u>	<u>87.8</u>	<u>33.8</u>	<u>54.0</u>	<u>n/m</u>
<b>Comparable Sales (constant currency)</b>	<b>21,642.8</b>	<b>20,512.3</b>	<b>1,130.5</b>	<b>5.5%</b>

\* Systemwide sales include sales at all restaurants, whether operated by the Company or by franchisees. While franchised sales are not recorded as revenues by the Company, management believes the information is important in understanding the Company's financial performance, because these sales are the basis on which the Company calculates and records franchised revenues and are indicative of the financial health of the franchisee base.