

**Table of Contents****Fogo de Chão, Inc.****Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**  
**(in thousands, except share and per share amounts)**

service style, irrespective of location. Sales from external customers are derived principally from food and beverage sales, and the Company does not rely on any major customers as a source of sales. The Company's joint venture in Mexico is included in the United States for segment reporting purposes as the operations of the joint venture are monitored by the United States segment management.

The following table presents the financial information of the Company's operating segments for the first quarter of Fiscal 2015 and the first quarter of Fiscal 2014, respectively.

	<b>Thirteen Week Periods Ended</b>	
	<b>March 29, 2015</b>	<b>March 30, 2014</b>
Revenue		
United States	\$ 54,716	\$ 49,324
Brazil	10,243	11,993
<b>Total revenue</b>	<b>\$ 64,959</b>	<b>\$ 61,317</b>
Restaurant contribution		
United States	\$ 17,633	\$ 15,021
Brazil	2,888	3,038
<b>Total segment restaurant contribution</b>	<b>\$ 20,521</b>	<b>\$ 18,059</b>
Capital expenditures		
United States(a)	\$ 2,535	\$ 6,969
Brazil	1,526	515
<b>Total capital expenditures(b)</b>	<b>\$ 4,061</b>	<b>\$ 7,484</b>

- (a) For the first quarter of Fiscal 2015, amount includes \$903 attributable to the joint venture in Mexico. For all periods presented, amount excludes capital expenditures attributable to the Company's corporate office in the United States.
- (b) Total capital expenditures includes non-cash capital expenditures included within accounts payable and accrued expenses as of the end of the period.

The Company's chief operating decision maker ("CODM") evaluates segment performance using restaurant contribution, which is not a measure defined by GAAP. Restaurant contribution is a key metric used to evaluate the profitability of incremental sales at the restaurants, to evaluate restaurant performance across periods and to evaluate restaurant financial performance compared with competitors. Restaurant contribution is defined as revenue less restaurant operating costs (which includes food and beverage costs, compensation and benefits costs and occupancy and certain other operating costs but excludes depreciation and amortization expense). Depreciation and amortization expense is excluded because it is not an ongoing controllable cash expense.

The following table sets forth the reconciliation of total segment restaurant contribution to income from operations for the first quarter of Fiscal 2015 and for the first quarter of Fiscal 2014, respectively.

	<b>Thirteen Week Periods Ended</b>	
	<b>March 29, 2015</b>	<b>March 30, 2014</b>
Total segment restaurant contribution	\$ 20,521	\$ 18,059
Marketing and advertising costs	1,402	1,442
General and administrative costs	5,708	4,668
Pre-opening costs	1,003	788
Depreciation and amortization	3,004	2,737
Other operating (income) expense, net	(113)	(69)
<b>Total other operating costs and expenses</b>	<b>11,004</b>	<b>9,566</b>
<b>Income from operations</b>	<b>\$ 9,517</b>	<b>\$ 8,493</b>