

	<b>Provision</b>	<b>Section in Development Agreement</b>	<b>Summary</b>
o.	KFCLLC's option to purchase your business	Not Applicable	Not Applicable
p.	Your death or disability	Not Applicable	Not Applicable
q.	Non-competition covenants during the term of the franchise	Not Applicable	Not Applicable
r.	Non-competition covenants after the franchise is terminated or expires	Not Applicable	Not Applicable
s.	Modification of the agreement	11.E.	Must be in writing and signed by both parties.
t.	Integration/merger clause	11.E.	Only the terms of the Development Agreement and all agreements signed with it are binding (subject to state law). Any representations or promises outside of this Disclosure Document and the Development Agreement may not be enforceable.
u.	Dispute resolution by arbitration or mediation	Not Applicable	Not Applicable
v.	Choice of forum	11.G.	Jefferson County, Kentucky (subject to state law – see state-specific addenda to this Disclosure Document).
w.	Choice of law	11.G.	Kentucky law governs (subject to state law – see state-specific addenda to this Disclosure Document).

**ITEM 18**  
**PUBLIC FIGURES**

KFCLLC does not use any public figure to promote our franchises.

**ITEM 19**  
**FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC’s Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised outlet and/or franchisor-owned outlets, if there is a reasonable basis for the information and if the information is included in this Disclosure Document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

**Forecasts**

KFCLLC has engaged Kalibrate to provide location analysis that runs sales forecasts for potential Outlets (the “Forecast Tool”). Kalibrate created its Forecast Tool using data provided by KFCLLC regarding existing Outlets, and based on an analysis of hundreds of data variables ranging from geographic, demographic, traffic patterns, population density, education and ethnicity of the surrounding population, Outlet image, drive thru availability, and others in order to build a multivariable forecast model to project sales performance given a specific location in the United States. KFCLLC periodically updates the standards and specifications related to the image requirements for KFC Outlets. New Outlets must be built in compliance with KFCLLC’s then-

current image requirements, and when existing Outlets are remodeled, they must be upgraded to KFCLLC's then current image requirements. The Outlets built or remodeled during the time period between January 2015 and December 2020 were built in the "American Showman" image, and the Outlets built or remodeled in and after January 2021 were built in either the "American Showman" image or the "Next Gen" image. Since the Forecast Tool projects Net Sales, it does not take into consideration labor costs, food costs or other operating expenses, which may vary significantly.

The Forecast Tool projected annual Net Sales of the 2,227 single-brand Outlets (2,167 of which are franchisee-owned Outlets and 60 of which are Company-Owned Outlets) that have a drive thru, were built or remodeled in either the American Showman image or the Next Gen image, and were open for at least one year as of KFCLLC's fiscal year ended December 29, 2025 ("FYE 2025") (the "Sample Outlets"). This excludes 1,263 Outlets that were open as of the end of FYE 2025 but that do not meet all the stated characteristics and 156 franchised Outlets that closed during the 2025 fiscal year (all of which had been open for more than 12 months). The Forecast Tool used the latitude and longitude coordinates of the Sample Outlets, and it projected annual Net Sales for the Sample Outlets of \$545,000 to \$3,151,000. Actual annual Net Sales of the Sample Outlets ranged from \$387,000 to \$3,379,000 for FYE 2025. The accuracy rate for the projections ranged from -54% to 93%. If the accuracy rate is a negative percentage, the actual Net Sales were lower than the projected Net Sales. If the accuracy rate is a positive percentage, the actual Net Sales were higher than the projected Net Sales. Further, the projections for 77% were within 22% of the actual annual Net Sales of such Sample Outlets for the 2025 fiscal year.

As noted above, the Forecast Tool can be used to run Net Sales forecasts for a potential new restaurant given a particular location. When running the analysis, the franchisee may be given an annual Net Sales projection for that particular location. The sales projections generated by the Forecast Tool are directional in nature and indicate the demand at a particular location. A franchisee also should conduct its own independent analysis of the location, site characteristics, and the surrounding market and consider all relevant factors when determining whether or not to develop a new Outlet at a particular location.

#### **GENERAL NOTES:**

Written substantiation of the financial performance representations will be available to prospective franchisees upon reasonable request.

**These figures are only an estimate of what we think you may sell. Your individual results may differ. There is no assurance that you will sell as much.**

A new franchisee's financial results may differ from the stated financial performance representation. Each franchisee's experience is unique and may vary depending on a number of factors, such as the quality of individual management skills, experience and business acumen, demographics of the territory and other local economic and market conditions.

Except as disclosed in this Item 19, KFCLLC does not make any financial performance representations. KFCLLC also does not authorize its employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to KFCLLC's Legal Counsel, Franchise, Rylan Turner, 7100 Corporate Drive, Plano, Texas 75024, at (502) 874-8300, rylan.turner@yum.com, the Federal Trade Commission, and appropriate state regulatory agencies.

**ITEM 20**  
**LOCATIONS AND FRANCHISEE INFORMATION**

**Table No. 1**  
**System-wide Location Summary**  
**for Years 2023 to 2025<sup>1</sup>**

<b>Column 1</b>	<b>Column 2</b>	<b>Column 3</b>	<b>Column 4</b>	<b>Column 5</b>
<b>Location Type</b>	<b>Year</b>	<b>Locations at the Start of the Year</b>	<b>Locations at the End of the Year</b>	<b>Net Change</b>
Franchised Outlets	2023	3842	3715	-127
	2024	3715	3558	-157
	2025	3558	3404	-154
Company-Owned Outlets <sup>2</sup>	2023	46	46	0
	2024	46	79	+33
	2025	79	86	+7
<b>Total Locations</b>	<b>2023</b>	<b>3888</b>	<b>3761</b>	<b>-127</b>
	<b>2024</b>	<b>3761</b>	<b>3637</b>	<b>-124</b>
	<b>2025</b>	<b>3637</b>	<b>3490</b>	<b>-147</b>

1. The figures in Tables No. 1 to 4 of this Item 20 are as of the following fiscal year-end dates: December 29, 2025, December 30, 2024, and December 25, 2023.
2. Company-Owned includes affiliate-owned or managed, including Outlets owned by KFCC.

**Table No. 2**  
**Transfer of Franchised Outlets to New Owners (Other than the Franchisor)**  
**for Years 2023 to 2025**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Alabama	2023	2
	2024	1
	2025	0
Arizona	2023	0
	2024	0
	2025	1
California	2023	3
	2024	1
	2025	10
Florida	2023	2
	2024	12
	2025	0