

	<b>Provision</b>	<b>Section in Non-Traditional Option Agreement</b>	<b>Summary</b>
j.	Assignment of contract by KFCLLC	15	No restrictions on KFCLLC's right to assign.
k.	"Transfer" by you – definition	15	Includes transfer of any interest in Non-Traditional Option Agreement.
l.	KFCLLC's approval of transfer by licensee	15	KFCLLC has the right to approve all transfers.
m.	Conditions for KFCLLC's approval of transfer	Not Applicable	Not Applicable.
n.	KFCLLC's right of first refusal to acquire your business	Not Applicable	Not Applicable.
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 license	Not Applicable	Not Applicable.
r.	Non-competition covenants after the license is terminated or expires	Not Applicable	Not Applicable.
s.	Modification of the agreement	14	Must be in writing and signed by both parties.
t.	Integration/merger clause	14	Only the terms of the Non-Traditional Option Agreement and all agreements signed with it are binding (subject to state law). Any representations or promises outside of the LDD and Non-Traditional Option Agreement may not be enforceable.
u.	Dispute resolution by arbitration or mediation	Not Applicable	Not Applicable.
v.	Choice of forum	13	Jefferson County, Kentucky (subject to state law – see state-specific addenda to LDD).
w.	Choice of law	13	Kentucky law governs (subject to state law – see state-specific addenda to LDD).

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

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

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

The FTC's Franchise Rule permits a licensor to provide information about the actual or potential financial performance of its licensed outlet and/or licensor-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 licensor provides the actual records of an existing outlet you are considering buying or (2) a licensor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

The financial information contained in the chart below represents 16 Single-Brand Non-Traditional Outlets that were owned and operated by KFCLLC's licensees for the entirety of such licensee's fiscal year ending in or around December 2024 (the "FYE 2024").

**FYE 2024 Net Sales Average Performance (Non-Traditional Outlet Locations)**

Average Net Sales	Median Net Sales	Lowest Net Sales	Highest Net Sales
\$1,094,921	\$873,053	\$96,119	\$5,282,226

**NOTES:**

1. This financial performance representation reflects the averages for all 16 Single-Brand Non-Traditional Outlets open for the entirety of the FYE 2024. Of the 29 Non-Traditional Outlets that were open at the 2024 FYE, 13 Non-Traditional Outlets were excluded, including 2 that opened during FYE 2024, 6 that are multi-brand Non-Traditional units, and 5 that were not open continuously throughout the year (such as those located in arenas or at colleges). Also excluded are the 3 Non-Traditional Outlets that closed during FYE 2024.
2. Characteristics of the included Non-Traditional Outlets vary based on type of location, which may be a travel plaza, airport, gas station, or other facility, and may vary further from other types of locations not included, such as arenas or colleges. Characteristics of the included Non-Traditional Outlets may differ materially from the characteristics of the Non-Traditional Outlet(s) that you may develop or acquire depending on your experience; competition in your trade area; the physical condition of the included locations as compared to the Non-Traditional Outlet(s); employment and labor conditions in your trade area; and the length of time that the included locations have operated as compared to the Non-Traditional Outlet(s).
3. "Net Sales" is the total annual cash or other payments received after discounts and promotions for the sale or use of any products, goods or services that were sold from the Non-Traditional Outlets included within the group, and "Average Net Sales" is the mathematical average of the "Net Sales" for the group. Please note that Net Sales is defined differently than how "Gross Revenues" is defined under the License Agreement, and as such, the amount of license fees you pay under the License Agreement may be different if applied to the Average Net Sales data provided above. Of the 16 Non-Traditional Outlets included in this Item 19, 5 or 31.25% attained or exceeded the stated average result.
4. Sales are reported by licensees to KFCLLC based on the licensee's fiscal period; therefore, fiscal period begin dates and end dates, as well as the number of days in the fiscal period, may vary slightly from licensee to licensee. A full fiscal year of sales have been included for each of the 16 Non-Traditional Outlets included in this Item 19, with each licensee's FYE 2024 running from approximately January 2024 through December 2024.

**GENERAL NOTES:**

The numbers provided in this Item 19 are historic numbers for certain Non-Traditional Outlets. Written substantiation of the financial performance representations will be available to prospective licensees upon reasonable request. This analysis is intended to be used as a reference when you conduct

due diligence before signing the Non-Traditional License Agreement. KFCLLC recommends that you conduct your own independent investigation, including consulting with the appropriate legal and financial advisors, to determine whether a Non-Traditional Outlet may be profitable.

**Some franchisees have sold this amount. Your individual results may differ. There is no assurance that you'll sell as much.**

A new licensee's financial results may differ from the stated financial performance representation. Each licensee'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 receive any other financial performance information or projections of your future income, you should report it to KFCLLC's Corporate Counsel, Sarah Pennington Richards, 1900 Colonel Sanders Lane, Louisville, Kentucky 40213, at (502) 874-8300, the Federal Trade Commission, and appropriate state regulatory agencies.

## **ITEM 20** **LOCATIONS AND LICENSEE INFORMATION**

**Table No. 1**  
**System-wide Location Summary**  
**for Years 2022 to 2024<sup>1</sup>**

Column 1 <b>Location Type</b>	Column 2 <b>Year</b>	Column 3 <b>Locations at the Start of the Year</b>	Column 4 <b>Locations at the End of the Year</b>	Column 5 <b>Net Change</b>
Non-Traditional Outlet	2022	34	30	-4
	2023	30	30	0
	2024	30	29	-1
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
<b>Total Locations</b>	<b>2022</b>	<b>34</b>	<b>30</b>	<b>-4</b>
	<b>2023</b>	<b>30</b>	<b>30</b>	<b>0</b>
	<b>2024</b>	<b>30</b>	<b>29</b>	<b>-1</b>

1. The figures in Tables No. 1 to 4 of this Item 20 are as of the following fiscal year-end dates: December 30, 2024, December 25, 2023, and December 26, 2022.