



**YUM! Brands, Inc.**  
**Historical Financial Summary**  
**Second Quarter, 2017**



**YUM! Brands, Inc.**  
**Consolidated Statements of Income**  
(in millions, except per share amounts)

	2017			2016				2015	
	Q1 (unaudited)	Q2 (unaudited)	YTD (unaudited)	Q1 (unaudited)	Q2 (unaudited)	Q3 (unaudited)	Q4 (unaudited)	FY	FY
<b>Revenues</b>									
Company sales	\$ 902	\$ 909	\$ 1,811	\$ 953	\$ 1,006	\$ 992	\$ 1,238	\$ 4,189	\$ 4,336
Franchise and license fees and income	515	539	1,054	490	503	526	648	2,167	2,082
Total revenues	1,417	1,448	2,865	1,443	1,509	1,518	1,886	6,356	6,418
<b>Costs and Expenses, Net</b>									
Company restaurants									
Food and paper	276	280	556	287	307	303	370	1,267	1,340
Payroll and employee benefits	244	239	483	257	263	260	326	1,106	1,125
Occupancy and other operating expenses	238	229	467	261	269	268	318	1,116	1,162
Company restaurant expenses	758	748	1,506	805	839	831	1,014	3,489	3,627
General and administrative expenses	237	247	484	243	254	270	362	1,129	1,058
Franchise and license expenses	46	54	100	51	54	40	56	201	240
Closures and impairment (income) expenses	1	1	2	2	7	1	5	15	16
Refranchising (gain) loss	(111)	(19)	(130)	-	(54)	(21)	(88)	(163)	23
Other (income) expense	2	(2)	-	(7)	(6)	(1)	17	3	20
Total costs and expenses, net	933	1,029	1,962	1,094	1,094	1,120	1,366	4,674	4,984
<b>Operating Profit</b>	<b>484</b>	<b>419</b>	<b>903</b>	<b>349</b>	<b>415</b>	<b>398</b>	<b>520</b>	<b>1,682</b>	<b>1,434</b>
Other pension (income) expense	28	4	32	(1)	-	(1)	34	32	40
Interest expense, net	109	104	213	42	51	98	114	305	141
Income from continuing operations before income taxes	347	311	658	308	364	301	372	1,345	1,253
Income tax provision	67	105	172	82	98	83	64	327	327
Income from continuing operations	280	206	486	226	266	218	308	1,018	926
Income from discontinued operations, net of tax	-	-	-	138	70	422	(5)	625	357
Net Income - YUM! Brands, Inc.	\$ 280	\$ 206	\$ 486	\$ 364	\$ 336	\$ 640	\$ 303	\$ 1,643	\$ 1,283
<b>Basic EPS Data - Continuing Operations</b>									
Reported EPS	\$ 0.78	\$ 0.59	\$ 1.37	\$ 0.55	\$ 0.65	\$ 0.56	\$ 0.84	\$ 2.58	\$ 2.13
Weighted average shares used in computation	357	350	354	415	408	388	366	394	435
<b>Basic EPS Data - Discontinued Operations</b>									
Reported EPS	N/A	N/A	N/A	\$ 0.33	\$ 0.17	\$ 1.09	\$ (0.01)	\$ 1.59	\$ 0.82
Weighted average shares used in computation	N/A	N/A	N/A	415	408	388	366	394	435
<b>Diluted EPS Data - Continuing Operations</b>									
Reported EPS	\$ 0.77	\$ 0.58	\$ 1.34	\$ 0.54	\$ 0.64	\$ 0.55	\$ 0.83	\$ 2.54	\$ 2.09
Weighted average shares used in computation	364	358	361	421	415	395	372	400	443
<b>Diluted EPS Data - Discontinued Operations</b>									
Reported EPS	N/A	N/A	N/A	\$ 0.33	\$ 0.17	\$ 1.07	\$ (0.01)	\$ 1.56	\$ 0.81
Weighted average shares used in computation	N/A	N/A	N/A	421	415	395	372	400	443
Company sales	\$ 902	\$ 909	\$ 1,811	\$ 953	\$ 1,006	\$ 992	\$ 1,238	\$ 4,189	\$ 4,336
Franchisee sales	9,867	10,062	19,929	9,452	9,549	10,018	11,714	40,733	39,393
Total System Sales	10,769	10,971	21,740	10,405	10,555	11,010	12,952	44,922	43,729
Worldwide System Same Store Sales Growth	2%	2%	2%	2%	1%	1%	1%	1%	2%

**Note 1:** Consult our filings with the Securities and Exchange Commission for additional details about our financial results.

**Note 2:** Unless otherwise noted, 2016 results include a 53<sup>rd</sup> week.

**Note 3:** Effective January 2017, we removed the reporting lags from our international subsidiary fiscal calendars. To accommodate these changes, Yum! Brands now reports on a monthly calendar basis though certain subsidiaries, including our U.S. subsidiaries, continue to be included in our consolidated results on a periodic basis with 3, 3, 3 & 4 periods in each quarter, respectively. Prior year figures have been restated to present comparable results. An 8-K was filed on April 13, 2017 with restated quarterly 2016 results.

**Note 4:** In March 2017, the Financial Accounting Standards Board ("FASB") issued guidance on the presentation of net periodic pension cost and net periodic postretirement benefit cost. The standard requires that an employer report the service cost component in the same line item or items as other compensation costs arising from services rendered by the pertinent employees during the period. The other components of net benefit cost are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations. We early adopted the standard beginning with the quarter ended March 31, 2017 on a retrospective basis and have reported the other components of net benefit costs within Other pension (income) expense.

**YUM! Brands, Inc.**  
**KFC Division Operating Results**  
(in millions)

	2017			2016				2015	
	Q1 (unaudited)	Q2 (unaudited)	YTD (unaudited)	Q1 (unaudited)	Q2 (unaudited)	Q3 (unaudited)	Q4 (unaudited)	FY	FY
<b>Revenues</b>									
Company sales	\$ 475	\$ 492	\$ 967	\$ 493	\$ 528	\$ 520	\$ 615	\$ 2,156	\$ 2,191
Franchise and license fees and income	257	278	535	243	251	267	308	1,069	1,031
Total revenues	732	770	1,502	736	779	787	923	3,225	3,222
<b>Costs and Expenses, Net</b>									
Company restaurants									
Food and paper	163	169	332	167	181	178	207	733	751
Payroll and employee benefits	115	116	231	118	124	120	145	507	511
Occupancy and other operating expenses	132	130	262	142	146	144	167	599	622
Company restaurant expenses	410	415	825	427	451	442	519	1,839	1,884
General and administrative expenses	89	85	174	94	93	89	120	396	395
Franchise and license expenses	25	26	51	28	28	26	26	108	101
Closures and impairment (income) expenses	1	1	2	2	4	-	5	11	9
Other (income) expense	-	-	-	-	-	-	-	-	(2)
Total costs and expenses, net	525	527	1,052	551	576	557	670	2,354	2,387
<b>Operating Profit</b>	<b>\$ 207</b>	<b>\$ 243</b>	<b>\$ 450</b>	<b>\$ 185</b>	<b>\$ 203</b>	<b>\$ 230</b>	<b>\$ 253</b>	<b>\$ 871</b>	<b>\$ 835</b>
System sales growth									
Ex/FX	5%	7%	6%	6%	6%	5%	9%	7%	5%
Ex/FX and 53 <sup>rd</sup> week	N/A	N/A	N/A	N/A	N/A	N/A	6%	6%	N/A
U.S. dollars	3%	5%	4%	1%	2%	2%	6%	3%	(3)%
Company sales	\$ 475	\$ 492	\$ 967	\$ 493	\$ 528	\$ 520	\$ 615	\$ 2,156	\$ 2,191
Franchisee sales	5,160	5,279	10,439	4,975	4,989	5,313	5,809	21,086	20,437
Total System Sales	5,635	5,771	11,406	5,468	5,517	5,833	6,424	23,242	22,628
System Same Store Sales Growth	2%	3%	3%	3%	3%	2%	2%	2%	1%
Net Unit Growth	73	138	211	2	137	159	359	657	568

**Note 1:** Consult our filings with the Securities and Exchange Commission for additional details about our financial results.

**Note 2:** Unless otherwise noted, 2016 results include a 53rd week.

**Note 3:** KFC Division includes our worldwide operations of the KFC concept.

**Note 4:** Effective January 2016, the Company's India business integrated its three restaurant brands into our global KFC, Pizza Hut and Taco Bell Divisions. Prior year figures have been restated to present comparable results.

**Note 5:** In connection with our separation of our China business on October 31, 2016, we have restated the results of our KFC and Pizza Hut Divisions for periods prior to the separation to reflect the royalties that were previously eliminated as intercompany transactions and related taxes that were previously included in our China Division results. We have also restated the results of our KFC and Pizza Hut Divisions to include the royalties paid by third-party franchisees previously included in China Division results that will be continued pursuant to the Master License Agreement following the separation. All units and sales related to KFC and Pizza Hut that were previously included in our former China Division are reflected as franchise units and franchise sales, respectively within the KFC and Pizza Hut Divisions.

**Note 6:** Effective January 2017, we removed the reporting lags from our international subsidiary fiscal calendars. To accommodate these changes, Yum! Brands now reports on a monthly calendar basis though certain subsidiaries, including our U.S. subsidiaries, continue to be included in our consolidated results on a periodic basis with 3, 3, 3 & 4 periods in each quarter, respectively. Prior year figures have been restated to present comparable results. An 8-K was filed on April 13, 2017 with restated quarterly 2016 results.

**Note 7:** In March 2017, the Financial Accounting Standards Board ("FASB") issued guidance on the presentation of net periodic pension cost and net periodic postretirement benefit cost. The standard requires that an employer report the service cost component in the same line item or items as other compensation costs arising from services rendered by the pertinent employees during the period. The other components of net benefit cost are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations. We early adopted the standard beginning with the quarter ended March 31, 2017 on a retrospective basis and have reported the other components of net benefit costs within Other pension (income) expense.

**YUM! Brands, Inc.**  
**Pizza Hut Division Operating Results**  
(in millions)

	2017			2016				2015	
	Q1 (unaudited)	Q2 (unaudited)	YTD (unaudited)	Q1 (unaudited)	Q2 (unaudited)	Q3 (unaudited)	Q4 (unaudited)	FY	FY
<b>Revenues</b>									
Company sales	\$ 90	\$ 81	\$ 171	\$ 135	\$ 125	\$ 106	\$ 127	\$ 493	\$ 601
Franchise and license fees and income	144	141	\$ 285	146	142	145	182	615	604
Total revenues	234	222	456	281	267	251	309	1,108	1,205
<b>Costs and Expenses, Net</b>									
Company restaurants									
Food and paper	26	23	49	37	35	29	36	137	167
Payroll and employee benefits	29	26	55	42	39	35	40	156	187
Occupancy and other operating expenses	30	24	54	42	40	38	39	159	189
Company restaurant expenses	85	73	158	121	114	102	115	452	543
General and administrative expenses	53	54	107	59	56	55	72	242	262
Franchise and license expenses	13	10	23	10	14	11	13	48	45
Closures and impairment (income) expenses	-	-	-	-	2	1	(2)	1	4
Other (income) expense	-	-	-	-	-	(2)	-	(2)	-
Total costs and expenses, net	151	137	288	190	186	167	198	741	854
<b>Operating Profit</b>	<b>\$ 83</b>	<b>\$ 85</b>	<b>\$ 168</b>	<b>\$ 91</b>	<b>\$ 81</b>	<b>\$ 84</b>	<b>\$ 111</b>	<b>\$ 367</b>	<b>\$ 351</b>
System sales growth									
Ex/FX	0%	2%	1%	3%	2%	1%	4%	2%	3%
Ex/FX and 53 <sup>rd</sup> week	N/A	N/A	N/A	N/A	N/A	N/A	0%	1%	N/A
U.S. dollars	(2)%	0%	(1)%	0%	0%	0%	1%	0%	(1)%
Company sales	\$ 90	\$ 81	\$ 171	\$ 135	\$ 125	\$ 106	\$ 127	\$ 493	\$ 601
Franchisee sales	2,782	2,746	5,528	2,781	2,704	2,778	3,264	11,527	11,398
Total System Sales	2,872	2,827	5,699	2,916	2,829	2,884	3,391	12,020	11,999
System Same Store Sales Growth	(3)%	(1)%	(2)%	(1)%	(1)%	(1)%	(3)%	(2)%	0%
Net Unit Growth (Decline)	34	(2)	32	4	90	37	205	336	474

**Note 1:** Consult our filings with the Securities and Exchange Commission for additional details about our financial results.

**Note 2:** Unless otherwise noted, 2016 results include a 53rd week.

**Note 3:** Pizza Hut Division includes our worldwide operations of the Pizza Hut concept.

**Note 4:** Effective January 2016, the Company's India business integrated its three restaurant brands into our global KFC, Pizza Hut and Taco Bell Divisions. Prior year figures have been restated to present comparable results.

**Note 5:** In connection with our separation of our China business on October 31, 2016, we have restated the results of our KFC and Pizza Hut Divisions for periods prior to the separation to reflect the royalties that were previously eliminated as intercompany transactions and related taxes that were previously included in our China Division results. We have also restated the results of our KFC and Pizza Hut Divisions to include the royalties paid by third-party franchisees previously included in China Division results that will be continued pursuant to the Master License Agreement following the separation. All units and sales related to KFC and Pizza Hut that were previously included in our former China Division are reflected as franchise units and franchise sales, respectively within the KFC and Pizza Hut Divisions.

**Note 6:** Effective January 2017, we removed the reporting lags from our international subsidiary fiscal calendars. To accommodate these changes, Yum! Brands now reports on a monthly calendar basis though certain subsidiaries, including our U.S. subsidiaries, continue to be included in our consolidated results on a periodic basis with 3, 3, 3 & 4 periods in each quarter, respectively. Prior year figures have been restated to present comparable results. An 8-K was filed on April 13, 2017 with restated quarterly 2016 results.

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**YUM! Brands, Inc.**  
**Taco Bell Division Operating Results**  
(in millions)

	2017			2016				2015	
	Q1 (unaudited)	Q2 (unaudited)	YTD (unaudited)	Q1 (unaudited)	Q2 (unaudited)	Q3 (unaudited)	Q4 (unaudited)	FY	FY
<b>Revenues</b>									
Company sales	\$ 337	\$ 336	\$ 673	\$ 325	\$ 353	\$ 366	\$ 496	\$ 1,540	\$ 1,544
Franchise and license fees and income	114	120	234	101	111	115	158	485	447
Total revenues	451	456	907	426	464	481	654	2,025	1,991
<b>Costs and Expenses, Net</b>									
Company restaurants									
Food and paper	87	88	175	83	91	96	127	397	422
Payroll and employee benefits	100	97	197	97	100	105	141	443	427
Occupancy and other operating expenses	76	75	151	77	83	86	112	358	351
Company restaurant expenses	263	260	523	257	274	287	380	1,198	1,200
General and administrative expenses	42	39	81	47	46	48	70	211	221
Franchise and license expenses	5	5	10	4	5	4	8	21	23
Closures and impairment (income) expenses	-	-	-	-	1	-	2	3	3
Other (income) expense	-	-	-	-	(1)	(1)	(1)	(3)	(2)
Total costs and expenses, net	310	304	614	308	325	338	459	1,430	1,445
<b>Operating Profit</b>	<b>\$ 141</b>	<b>\$ 152</b>	<b>\$ 293</b>	<b>\$ 118</b>	<b>\$ 139</b>	<b>\$ 143</b>	<b>\$ 195</b>	<b>\$ 595</b>	<b>\$ 546</b>

System sales growth

Ex/FX	12%	7%	10%	4%	2%	5%	12%	6%	8%
Ex/FX and 53 <sup>rd</sup> week	N/A	N/A	N/A	N/A	N/A	N/A	6%	5%	N/A
U.S. dollars	12%	7%	10%	4%	2%	5%	12%	6%	8%

Company sales	\$ 337	\$ 336	\$ 673	\$ 325	\$ 353	\$ 366	\$ 496	\$ 1,540	\$ 1,544
Franchisee sales	1,925	2,037	3,962	1,696	1,856	1,927	2,641	8,120	7,558
Total System Sales	2,262	2,373	4,635	2,021	2,209	2,293	3,137	9,660	9,102

System Same Store Sales Growth	8%	4%	6%	1%	(1)%	3%	3%	2%	5%
Net Unit Growth	36	38	74	23	30	49	97	199	203

**Note 1:** Consult our filings with the Securities and Exchange Commission for additional details about our financial results.

**Note 2:** Unless otherwise noted, 2016 results include a 53rd week.

**Note 3:** Taco Bell Division includes our worldwide operations of the Taco Bell concept.

**Note 4:** Effective January 2016, the Company's India business integrated its three restaurant brands into our global KFC, Pizza Hut and Taco Bell Divisions. Prior year figures have been restated to present comparable results.

**Note 5:** Effective January 2017, we removed the reporting lags from our international subsidiary fiscal calendars. To accommodate these changes, Yum! Brands now reports on a monthly calendar basis though certain subsidiaries, including our U.S. subsidiaries, continue to be included in our consolidated results on a periodic basis with 3, 3, 3 & 4 periods in each quarter, respectively. Prior year figures have been restated to present comparable results. An 8-K was filed on April 13, 2017 with restated quarterly 2016 results.

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**System Same Store Sales**

	<b>KFC</b>		<b>Pizza Hut</b>		<b>Taco Bell</b>	
	<b>QTD</b>	<b>YTD</b>	<b>QTD</b>	<b>YTD</b>	<b>QTD</b>	<b>YTD</b>
	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>
Q2 2017	3%		-1%		4%	
Q1 2017	2%		-3%		8%	
Q4 2016	2%	2%	-3%	-2%	3%	2%
Q3 2016	2%		-1%		3%	
Q2 2016	3%		-1%		-1%	
Q1 2016	3%		-1%		1%	
Q4 2015	3%	1%	0%	0%	4%	5%
Q3 2015	5%		1%		4%	
Q2 2015	-2%		-1%		6%	
Q1 2015	-1%		-1%		6%	

**Global Unit Count by Brand & Country & Ownership Type**  
**2nd Quarter 2017**

	EM vs. DEV Classification	KFC			Pizza Hut			Taco Bell			Total
		Company	Franchise	Total	Company	Franchise	Total	Company	Franchise	Total	
Albania	EM	-	2	2	-	-	-	-	-	-	2
Angola	EM	-	9	9	-	1	1	-	-	-	10
Antigua	EM	-	3	3	-	-	-	-	-	-	3
Argentina	EM	-	6	6	-	-	-	-	-	-	6
Armenia	EM	-	7	7	-	2	2	-	-	-	9
Aruba	DEV	-	4	4	-	3	3	-	3	3	10
Australia	DEV	142	497	639	-	314	314	-	-	-	953
Austria	DEV	-	5	5	-	-	-	-	-	-	5
Azerbaijan	EM	-	7	7	-	2	2	-	-	-	9
Bahamas	EM	-	12	12	-	4	4	-	-	-	16
Bahrain	EM	-	22	22	-	14	14	-	-	-	36
Bangladesh	EM	-	20	20	-	16	16	-	-	-	36
Barbados	EM	-	13	13	-	-	-	-	-	-	13
Belarus	EM	-	8	8	-	-	-	-	-	-	8
Belgium	DEV	-	-	-	-	107	107	-	-	-	107
Bermuda	DEV	-	1	1	-	-	-	-	-	-	1
Bolivia	EM	-	3	3	-	-	-	-	-	-	3
Bonaire	DEV	-	1	1	-	-	-	-	-	-	1
Botswana	EM	-	12	12	-	-	-	-	-	-	12
Brazil	EM	14	20	34	6	148	154	-	15	15	203
Brunei	EM	-	16	16	-	15	15	-	-	-	31
Bulgaria	EM	-	24	24	-	-	-	-	-	-	24
Cambodia	EM	-	11	11	-	-	-	-	-	-	11
Canada	DEV	-	632	632	-	389	389	-	25	25	1,046
Chile	EM	-	60	60	-	54	54	-	7	7	121
China	EM	-	5,324	5,324	-	2,122	2,122	-	1	1	7,447
Colombia	EM	-	49	49	-	11	11	-	7	7	67
Costa Rica	EM	-	38	38	-	58	58	-	34	34	130
Croatia	EM	-	7	7	-	-	-	-	-	-	7
Curacao	DEV	-	7	7	-	4	4	-	-	-	11
Cyprus	DEV	-	25	25	-	36	36	-	4	4	65
Czech Republic	DEV	-	80	80	-	-	-	-	-	-	80
Denmark	DEV	-	6	6	-	-	-	-	-	-	6
Dominica	EM	-	1	1	-	-	-	-	-	-	1
Dominican Republic	EM	-	18	18	-	26	26	-	13	13	57
Ecuador	EM	-	126	126	-	37	37	-	-	-	163
Egypt	EM	-	156	156	-	72	72	-	-	-	228
El Salvador	EM	-	6	6	-	55	55	-	6	6	67
Finland	DEV	-	-	-	-	6	6	-	-	-	6
France	DEV	57	153	210	-	148	148	-	-	-	358
Georgia	EM	-	4	4	-	-	-	-	-	-	4
Germany	DEV	-	151	151	2	69	71	-	-	-	222
Ghana	EM	-	12	12	-	3	3	-	-	-	15
Gibraltar	DEV	-	-	-	-	1	1	-	-	-	1
Grand Cayman	DEV	-	3	3	-	2	2	-	-	-	5
Greece	DEV	-	8	8	-	16	16	-	-	-	24
Grenada	EM	-	4	4	-	1	1	-	-	-	5
Guadeloupe	DEV	-	5	5	-	1	1	-	-	-	6
(a) Guam	DEV	-	7	7	-	6	6	-	7	7	20
Guatemala	EM	-	6	6	-	45	45	-	48	48	99
Guyana	EM	-	1	1	-	3	3	-	-	-	4

	EM vs. DEV Classification	KFC			Pizza Hut			Taco Bell			Total
		Company	Franchise	Total	Company	Franchise	Total	Company	Franchise	Total	
Honduras	EM	-	14	14	-	49	49	-	-	-	63
Hong Kong	DEV	-	73	73	-	109	109	-	-	-	182
Hungary	EM	-	45	45	-	8	8	-	-	-	53
Iceland	DEV	-	8	8	-	1	1	-	-	-	9
India	EM	94	219	313	-	346	346	4	9	13	672
Indonesia	EM	-	583	583	-	357	357	-	-	-	940
Iraq	EM	-	8	8	-	7	7	-	-	-	15
Ireland	DEV	-	41	41	-	23	23	-	-	-	64
Israel	DEV	-	-	-	-	82	82	-	-	-	82
Italy	DEV	-	14	14	-	-	-	-	-	-	14
Jamaica	EM	-	35	35	-	11	11	-	-	-	46
Japan	DEV	-	1,150	1,150	-	361	361	-	4	4	1,515
Jordan	EM	-	28	28	-	18	18	-	-	-	46
Kazakhstan	EM	-	37	37	-	1	1	-	-	-	38
Kyrgyzstan	EM	-	1	1	-	-	-	-	-	-	1
Kenya	EM	-	14	14	-	4	4	-	-	-	18
Korea	DEV	-	211	211	-	327	327	-	17	17	555
Kosovo	EM	-	5	5	-	-	-	-	-	-	5
Kuwait	EM	-	66	66	-	59	59	-	8	8	133
Latvia	EM	-	1	1	-	1	1	-	-	-	2
Lebanon	EM	-	26	26	-	20	20	-	-	-	46
Lesotho	EM	-	7	7	-	-	-	-	-	-	7
Lithuania	EM	-	3	3	-	1	1	-	-	-	4
Luxembourg	DEV	-	-	-	-	8	8	-	-	-	8
Malawi	EM	-	2	2	-	-	-	-	-	-	2
Malaysia	EM	-	667	667	-	389	389	-	-	-	1,056
Malta	DEV	-	3	3	-	5	5	-	-	-	8
Martinique	DEV	-	1	1	-	-	-	-	-	-	1
Mauritius	EM	-	21	21	-	5	5	-	-	-	26
Mexico	EM	-	341	341	-	234	234	-	-	-	575
Military - Africa	DEV (Military)	-	-	-	-	1	1	-	-	-	1
(a) Military - Asia	DEV (Military)	-	1	1	-	18	18	-	20	20	39
Military - Europe	DEV (Military)	-	-	-	-	9	9	-	13	13	22
Military - Iberia	DEV (Military)	-	1	1	-	-	-	-	-	-	1
Military - Latin America	DEV (Military)	-	-	-	-	1	1	-	1	1	2
Military - MENA	DEV (Military)	-	-	-	-	8	8	-	5	5	13
Moldova	EM	-	2	2	-	-	-	-	-	-	2
Mongolia	EM	-	10	10	-	11	11	-	-	-	21
Morocco	EM	-	17	17	-	41	41	-	-	-	58
Mozambique	EM	-	12	12	-	1	1	-	-	-	13
Myanmar	EM	-	13	13	-	4	4	-	-	-	17
Namibia	EM	-	21	21	-	-	-	-	-	-	21
Nepal	EM	-	3	3	-	2	2	-	-	-	5
Netherlands	DEV	16	39	55	-	2	2	-	1	1	58
New Zealand	DEV	-	98	98	-	93	93	-	-	-	191
Nicaragua	EM	-	-	-	-	16	16	-	-	-	16
Nigeria	EM	-	21	21	-	-	-	-	-	-	21
Norway	DEV	-	-	-	-	3	3	-	-	-	3
Oman	EM	-	33	33	-	39	39	-	-	-	72
Pakistan	EM	-	67	67	-	75	75	-	-	-	142
Panama	EM	-	39	39	-	39	39	-	11	11	89
Paraguay	EM	-	2	2	-	19	19	-	-	-	21
Peru	EM	-	110	110	-	82	82	-	-	-	192
Philippines	EM	-	285	285	-	190	190	-	7	7	482
Poland	EM	-	223	223	-	81	81	-	-	-	304



	EM vs. DEV Classification	KFC			Pizza Hut			Taco Bell			Total
		Company	Franchise	Total	Company	Franchise	Total	Company	Franchise	Total	
Portugal	DEV	-	19	19	-	92	92	-	-	-	111
Puerto Rico	DEV	-	86	86	-	53	53	-	36	36	175
Qatar	EM	-	39	39	-	36	36	-	-	-	75
Romania	EM	-	62	62	-	34	34	-	-	-	96
Russia	EM	184	361	545	16	33	49	-	-	-	594
(a) Saipan	DEV	-	1	1	-	1	1	-	-	-	2
Saudi Arabia	EM	-	230	230	-	232	232	-	-	-	462
Serbia	EM	-	6	6	-	-	-	-	-	-	6
Singapore	DEV	-	87	87	-	81	81	-	-	-	168
Slovakia	DEV	-	4	4	-	1	1	-	-	-	5
South Africa	EM	94	769	863	4	43	47	-	-	-	910
Spain	DEV	3	97	100	-	23	23	-	35	35	158
Sri Lanka	EM	-	30	30	-	50	50	-	-	-	80
StKitts	EM	-	1	1	-	-	-	-	-	-	1
StLucia	EM	-	4	4	-	-	-	-	-	-	4
StMaarten	DEV	-	3	3	-	1	1	-	-	-	4
StVincent	EM	-	2	2	-	-	-	-	-	-	2
Suriname	EM	-	4	4	-	1	1	-	-	-	5
Swaziland	EM	-	7	7	-	-	-	-	-	-	7
Sweden	DEV	-	3	3	-	19	19	-	-	-	22
Taiwan	DEV	-	137	137	-	213	213	-	-	-	350
Tanzania	EM	-	5	5	-	3	3	-	-	-	8
Thailand	EM	244	337	581	-	95	95	-	-	-	676
Trinidad	EM	-	57	57	-	8	8	-	-	-	65
Tunisia	EM	-	-	-	-	2	2	-	-	-	2
Turkey	EM	115	8	123	16	5	21	-	-	-	144
Uganda	EM	-	8	8	-	3	3	-	-	-	11
UK	DEV	213	634	847	47	632	679	-	17	17	1,543
Ukraine	EM	-	11	11	-	-	-	-	-	-	11
United Arab Emirates	EM	-	138	138	-	96	96	-	-	-	234
United States	DEV	187	3,954	4,141	261	7,315	7,576	793	5,535	6,328	18,045
USVI	DEV	-	5	5	-	3	3	-	-	-	8
Venezuela	EM	-	23	23	-	8	8	-	-	-	31
Vietnam	EM	-	129	129	-	60	60	-	-	-	189
West Bank	EM	-	9	9	-	2	2	-	-	-	11
Zambia	EM	-	3	3	-	3	3	-	-	-	6
Zimbabwe	EM	-	5	5	-	-	-	-	-	-	5
<b>TOTAL</b>		<b>1,363</b>	<b>19,491</b>	<b>20,854</b>	<b>352</b>	<b>16,100</b>	<b>16,452</b>	<b>797</b>	<b>5,889</b>	<b>6,686</b>	<b>43,992</b>
		-	-	-	-	-	-	-	-	-	-

**Unit Count Summary:**

Total Global EM Unit Count	EM	745	11,236	11,981	42	5,513	5,555	4	166	170	17,706
Total Global DEV Unit Count	DEV	618	8,255	8,873	310	10,587	10,897	793	5,723	6,516	26,286
Total Global Unit Count		1,363	19,491	20,854	352	16,100	16,452	797	5,889	6,686	43,992
		-	-	-	-	-	-	-	-	-	-

**Country Count Summary:**

Total Global EM Country Count	EM	6	91	91	4	67	67	1	12	12	93
Total Global DEV Country Count	DEV	6	38	38	3	36	37	1	11	11	44
Total Global Country Count		12	129	129	7	103	104	2	23	23	137

(a) - For PH, units physically located in Guam, Saipan, and Asia Military are managed by the US.

## DEFINITIONS

**Local currency** represents the percentage change excluding the impact of foreign currency translation. These amounts are derived by translating current year results at prior year average exchange rates. We believe the elimination of the foreign currency translation impact provides better year-to-year comparability without the distortion of foreign currency fluctuations.

**Franchisee Sales** represent combined estimated sales of restaurants operated by franchisees, licensees, and unconsolidated affiliates. Franchisee sales, which are not included in the Company sales we present in our Consolidated Statements of Income, generate franchise and license fees (typically at a rate of 3% to 6% of sales) that are included in the Company's revenues.

**System sales & system sales growth** include the results of all restaurants regardless of ownership, including company-owned and franchise restaurants that operate our Concepts. Sales of franchise restaurants typically generate ongoing franchise fees for the Company at a rate of 3% to 6% of sales. Franchise restaurant sales are not included in Company sales on the Consolidated Statements of Income; however, the franchise fees are included in the Company's revenues. We believe system sales and system sales growth are useful to investors as a significant indicator of the overall strength of our business as it incorporates all of our revenue drivers, Company and franchise same-store sales as well as net unit growth.

**Same-store sales growth** is the estimated percentage change in sales of all restaurants that have been open and in the YUM system one year or more.