



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



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

	2017				YTD	2016	2015
	Q1 (unaudited)	Q2 (unaudited)	Q3 (unaudited)	Q4 (unaudited)		FY	FY
<b>Revenues</b>							
Company sales	\$ 902	\$ 909	\$ 871	\$ 890	\$ 3,572	\$ 4,189	\$ 4,336
Franchise and license fees and income	515	539	565	687	2,306	2,167	2,082
Total revenues	1,417	1,448	1,436	1,577	5,878	6,356	6,418
<b>Costs and Expenses, Net</b>							
Company restaurants							
Food and paper	276	280	275	272	1,103	1,267	1,340
Payroll and employee benefits	244	239	224	232	939	1,106	1,125
Occupancy and other operating expenses	238	229	218	227	912	1,116	1,162
Company restaurant expenses	758	748	717	731	2,954	3,489	3,627
General and administrative expenses	237	247	215	300	999	1,129	1,058
Franchise and license expenses	46	54	61	76	237	201	240
Closures and impairment (income) expenses	1	1	1	-	3	15	16
Refranchising (gain) loss	(111)	(19)	(201)	(752)	(1,083)	(163)	23
Other (income) expense	2	(2)	-	7	7	3	20
Total costs and expenses, net	933	1,029	793	362	3,117	4,674	4,984
<b>Operating Profit</b>	<b>484</b>	<b>419</b>	<b>643</b>	<b>1,215</b>	<b>2,761</b>	<b>1,682</b>	<b>1,434</b>
Other pension (income) expense	28	4	10	5	47	32	40
Interest expense, net	109	104	109	118	440	305	141
Income from continuing operations before income taxes	347	311	524	1,092	2,274	1,345	1,253
Income tax provision	67	105	106	656	934	327	327
Income from continuing operations	280	206	418	436	1,340	1,018	926
Income from discontinued operations, net of tax	N/A	N/A	N/A	N/A	N/A	625	357
Net Income - YUM! Brands, Inc.	\$ 280	\$ 206	\$ 418	\$ 436	\$ 1,340	\$ 1,643	\$ 1,283
<b>Basic EPS Data - Continuing Operations</b>							
Reported EPS	\$ 0.78	\$ 0.59	\$ 1.21	\$ 1.29	\$ 3.86	\$ 2.58	\$ 2.13
Weighted average shares used in computation	357	350	345	337	347	394	435
<b>Basic EPS Data - Discontinued Operations</b>							
Reported EPS	N/A	N/A	N/A	N/A	N/A	\$ 1.59	\$ 0.82
Weighted average shares used in computation	N/A	N/A	N/A	N/A	N/A	394	435
<b>Diluted EPS Data - Continuing Operations</b>							
Reported EPS	\$ 0.77	\$ 0.58	\$ 1.18	\$ 1.26	\$ 3.77	\$ 2.54	\$ 2.09
Weighted average shares used in computation	364	358	353	345	355	400	443
<b>Diluted EPS Data - Discontinued Operations</b>							
Reported EPS	N/A	N/A	N/A	N/A	N/A	\$ 1.56	\$ 0.81
Weighted average shares used in computation	N/A	N/A	N/A	N/A	N/A	400	443
Company sales	\$ 902	\$ 909	\$ 871	\$ 890	\$ 3,572	\$ 4,189	\$ 4,336
Franchisee sales	9,867	10,062	10,800	12,393	43,122	40,732	39,393
<b>System Sales</b>	<b>10,769</b>	<b>10,971</b>	<b>11,671</b>	<b>13,283</b>	<b>46,694</b>	<b>44,921</b>	<b>43,729</b>
Worldwide System Same Store Sales Growth	2%	2%	3%	2%	2%	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 four-week periods in each quarter, respectively. Prior year figures have been restated to present comparable 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)	Q3 (unaudited)	Q4 (unaudited)	YTD	FY
<b>Revenues</b>						
Company sales	\$ 475	\$ 492	\$ 498	\$ 463	\$ 1,928	\$ 2,156
Franchise and license fees and income	257	278	296	351	1,182	1,069
Total revenues	732	770	794	814	3,110	3,222
<b>Costs and Expenses, Net</b>						
Company restaurants						
Food and paper	163	169	172	160	664	733
Payroll and employee benefits	115	116	114	106	451	507
Occupancy and other operating expenses	132	130	133	129	524	599
Company restaurant expenses	410	415	419	395	1,639	1,839
General and administrative expenses	89	85	85	111	370	395
Franchise and license expenses	25	26	29	37	117	108
Closures and impairment (income) expenses	1	1	1	(1)	2	11
Other (income) expense	-	-	-	1	1	(2)
Total costs and expenses, net	525	527	534	543	2,129	2,354
<b>Operating Profit</b>	<b>\$ 207</b>	<b>\$ 243</b>	<b>\$ 260</b>	<b>\$ 271</b>	<b>\$ 981</b>	<b>\$ 871</b>
<b>System sales growth</b>						
Ex/FX	5%	7%	7%	4%	6%	7%
Ex/FX and 53 <sup>rd</sup> week	N/A	N/A	N/A	6%	6%	6%
U.S. dollars	3%	5%	8%	6%	5%	3%
Company sales	\$ 475	\$ 492	\$ 498	\$ 463	\$ 1,928	\$ 2,156
Franchisee sales	5,160	5,279	5,784	6,364	22,587	21,086
<b>System Sales</b>	<b>5,635</b>	<b>5,771</b>	<b>6,282</b>	<b>6,827</b>	<b>24,515</b>	<b>22,628</b>
System Same Store Sales Growth	2%	3%	4%	3%	3%	2%
Net Unit Growth	73	138	209	424	844	657

**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 four-week periods in each quarter, respectively. Prior year figures have been restated to present comparable 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				YTD	2016	2015
	Q1 (unaudited)	Q2 (unaudited)	Q3 (unaudited)	Q4 (unaudited)		FY	FY
<b>Revenues</b>							
Company sales	\$ 90	\$ 81	\$ 55	\$ 59	\$ 285	\$ 493	\$ 601
Franchise and license fees and income	144	141	148	175	608	615	604
Total revenues	234	222	203	234	893	1,108	1,205
<b>Costs and Expenses, Net</b>							
Company restaurants							
Food and paper	26	23	16	18	83	137	167
Payroll and employee benefits	29	26	19	20	94	156	187
Occupancy and other operating expenses	30	24	19	21	94	159	189
Company restaurant expenses	85	73	54	59	271	452	543
General and administrative expenses	53	54	44	60	211	242	262
Franchise and license expenses	13	10	21	24	68	48	45
Closures and impairment (income) expenses	-	-	-	1	1	1	4
Other (income) expense	-	-	2	(1)	1	(2)	-
Total costs and expenses, net	151	137	121	143	552	741	854
<b>Operating Profit</b>	<b>\$ 83</b>	<b>\$ 85</b>	<b>\$ 82</b>	<b>\$ 91</b>	<b>\$ 341</b>	<b>\$ 367</b>	<b>\$ 351</b>
System sales growth							
Ex/FX	0%	2%	3%	(2)%	1%	2%	3%
Ex/FX and 53 <sup>rd</sup> week	N/A	N/A	N/A	1%	2%	1%	N/A
U.S. dollars	(2)%	0%	3%	(1)%	0%	0%	(1)%
Company sales	\$ 90	\$ 81	\$ 55	\$ 59	\$ 285	\$ 493	\$ 601
Franchisee sales	2,782	2,746	2,911	3,310	11,749	11,526	11,398
<b>System Sales</b>	<b>2,872</b>	<b>2,827</b>	<b>2,966</b>	<b>3,369</b>	<b>12,034</b>	<b>12,019</b>	<b>11,999</b>
System Same Store Sales Growth	(3)%	(1)%	1%	1%	0%	(2)%	0%
Net Unit Growth (Decline)	34	(2)	99	197	328	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 four-week periods in each quarter, respectively. Prior year figures have been restated to present comparable 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.**  
**Taco Bell Division Operating Results**  
(in millions)

	2017				2016	2015
	Q1 (unaudited)	Q2 (unaudited)	Q3 (unaudited)	Q4 (unaudited)	YTD	FY
<b>Revenues</b>						
Company sales	\$ 337	\$ 336	\$ 318	\$ 368	\$ 1,359	\$ 1,540
Franchise and license fees and income	114	120	124	163	521	485
Total revenues	451	456	442	531	1,880	1,991
<b>Costs and Expenses, Net</b>						
Company restaurants						
Food and paper	87	88	87	94	356	397
Payroll and employee benefits	100	97	91	106	394	443
Occupancy and other operating expenses	76	75	71	82	304	358
Company restaurant expenses	263	260	249	282	1,054	1,198
General and administrative expenses	42	39	41	66	188	211
Franchise and license expenses	5	5	6	6	22	21
Closures and impairment (income) expenses	-	-	-	-	-	3
Other (income) expense	-	-	(1)	(2)	(3)	(2)
Total costs and expenses, net	310	304	295	352	1,261	1,430
<b>Operating Profit</b>	<b>\$ 141</b>	<b>\$ 152</b>	<b>\$ 147</b>	<b>\$ 179</b>	<b>\$ 619</b>	<b>\$ 546</b>
System sales growth						
Ex/FX	12%	7%	6%	(2)%	5%	6%
Ex/FX and 53 <sup>rd</sup> week	N/A	N/A	N/A	3%	7%	5%
U.S. dollars	12%	7%	6%	(2)%	5%	6%
Company sales	\$ 337	\$ 336	\$ 318	\$ 368	\$ 1,359	\$ 1,540
Franchisee sales	1,925	2,037	2,105	2,719	8,786	8,120
<b>System Sales</b>	<b>2,262</b>	<b>2,373</b>	<b>2,423</b>	<b>3,087</b>	<b>10,145</b>	<b>9,660</b>
System Same Store Sales Growth	8%	4%	3%	2%	4%	2%
Net Unit Growth	36	38	52	111	237	199

**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 four-week periods in each quarter, respectively. Prior year figures have been restated to present comparable results.

**Note 6:** 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.

**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>
Q4 2017	3%	3%	1%	0%	2%	4%
Q3 2017	4%		1%		3%	
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 & Market & Ownership Type  
4th Quarter 2017

	EM vs. DEV Classification	KFC Franchise & License			Pizza Hut Franchise & License			Taco Bell Franchise & License			Total
		Company	License	Total	Company	License	Total	Company	License	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	-	8	8	-	2	2	-	-	-	10
Aruba	DEV	-	4	4	-	3	3	-	3	3	10
Australia	DEV	57	585	642	-	308	308	-	1	1	951
Austria	DEV	-	6	6	-	-	-	-	-	-	6
Azerbaijan	EM	-	8	8	-	2	2	-	-	-	10
Bahamas	EM	-	12	12	-	4	4	-	-	-	16
Bahrain	EM	-	23	23	-	14	14	-	-	-	37
Bangladesh	EM	-	19	19	-	16	16	-	-	-	35
Barbados	EM	-	13	13	-	-	-	-	-	-	13
Belarus	EM	-	12	12	-	-	-	-	-	-	12
Belgium	DEV	-	-	-	-	107	107	-	-	-	107
Bermuda	DEV	-	1	1	-	-	-	-	-	-	1
Bolivia	EM	-	3	3	-	-	-	-	-	-	3
Bonaire	DEV	-	1	1	-	-	-	-	-	-	1
Botswana	EM	-	12	12	-	2	2	-	-	-	14
Brazil	EM	14	33	47	6	174	180	-	20	20	247
Brunei	EM	-	16	16	-	15	15	-	-	-	31
Bulgaria	EM	-	24	24	-	-	-	-	-	-	24
Cambodia	EM	-	12	12	-	-	-	-	-	-	12
Canada	DEV	-	645	645	-	406	406	2	29	31	1,082
Chile	EM	-	64	64	-	56	56	-	8	8	128
China	EM	-	5,488	5,488	-	2,195	2,195	-	3	3	7,686
Colombia	EM	-	61	61	-	11	11	-	4	4	76
Costa Rica	EM	-	40	40	-	58	58	-	38	38	136
Croatia	EM	-	7	7	-	-	-	-	-	-	7
Curacao	DEV	-	7	7	-	4	4	-	-	-	11
Cyprus	DEV	-	25	25	-	36	36	-	4	4	65
Czech Republic	DEV	-	85	85	-	2	2	-	-	-	87
Denmark	DEV	-	6	6	-	-	-	-	-	-	6
Dominica	EM	-	1	1	-	-	-	-	-	-	1
Dominican Republic	EM	-	20	20	-	28	28	-	14	14	62
Ecuador	EM	-	134	134	-	38	38	-	-	-	172
Egypt	EM	-	157	157	-	74	74	-	-	-	231
El Salvador	EM	-	6	6	-	56	56	-	6	6	68
Finland	DEV	-	-	-	-	9	9	-	3	3	12
France	DEV	22	203	225	-	150	150	-	-	-	375
Georgia	EM	-	4	4	-	-	-	-	-	-	4
Germany	DEV	-	161	161	-	72	72	-	-	-	233
Ghana	EM	-	14	14	-	5	5	-	-	-	19
Gibraltar	DEV	-	-	-	-	1	1	-	-	-	1
Grand Cayman	DEV	-	3	3	-	2	2	-	-	-	5
Greece	DEV	-	8	8	-	16	16	-	-	-	24
Grenada	EM	-	4	4	-	2	2	-	-	-	6
Guadeloupe	DEV	-	5	5	-	2	2	-	-	-	7
(a) Guam	DEV	-	7	7	-	6	6	-	7	7	20
Guatemala	EM	-	7	7	-	45	45	-	53	53	105
Guyana	EM	-	3	3	-	4	4	-	-	-	7
Honduras	EM	-	14	14	-	51	51	-	-	-	65
Hong Kong	DEV	-	71	71	-	109	109	-	-	-	180
Hungary	EM	-	50	50	-	12	12	-	-	-	62
Iceland	DEV	-	8	8	-	1	1	-	-	-	9
India	EM	95	247	342	-	377	377	4	12	16	735
Indonesia	EM	-	627	627	-	393	393	-	-	-	1,020
Iraq	EM	-	8	8	-	7	7	-	-	-	15
Ireland	DEV	-	40	40	-	23	23	-	-	-	63
Israel	DEV	-	-	-	-	86	86	-	-	-	86
Italy	DEV	-	17	17	-	-	-	-	-	-	17
Jamaica	EM	-	35	35	-	11	11	-	-	-	46
Japan	DEV	-	1,155	1,155	-	373	373	-	6	6	1,534
Jordan	EM	-	28	28	-	18	18	-	-	-	46
Kazakhstan	EM	-	41	41	-	1	1	-	-	-	42
Kyrgyzstan	EM	-	1	1	-	-	-	-	-	-	1
Kenya	EM	-	18	18	-	6	6	-	-	-	24
Korea	DEV	-	210	210	-	321	321	-	18	18	549
Kosovo	EM	-	6	6	-	-	-	-	-	-	6
Kuwait	EM	-	66	66	-	61	61	-	7	7	134
Latvia	EM	-	1	1	-	1	1	-	-	-	2
Lebanon	EM	-	25	25	-	20	20	-	-	-	45
Lesotho	EM	-	7	7	-	-	-	-	-	-	7
Lithuania	EM	-	3	3	-	1	1	-	-	-	4
Luxembourg	DEV	-	-	-	-	8	8	-	-	-	8
Malawi	EM	-	2	2	-	-	-	-	-	-	2
Malaysia	EM	-	689	689	-	393	393	-	-	-	1,082

Malta	DEV	-	3	3	-	5	5	-	-	-	8
Martinique	DEV	-	1	1	-	-	-	-	-	-	1
Mauritius	EM	-	21	21	-	7	7	-	-	-	28
Mexico	EM	-	352	352	-	245	245	-	-	-	597
Military - Africa	DEV (Military)	-	-	-	-	1	1	-	-	-	1
(a) Military - Asia	DEV (Military)	-	1	1	-	18	18	-	21	21	40
Military - Europe	DEV (Military)	-	-	-	-	9	9	-	14	14	23
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	-	11	11	-	12	12	-	-	-	23
Morocco	EM	-	17	17	-	46	46	-	-	-	63
Mozambique	EM	-	14	14	-	2	2	-	-	-	16
Myanmar	EM	-	21	21	-	6	6	-	-	-	27
Namibia	EM	-	21	21	-	-	-	-	-	-	21
Nepal	EM	-	6	6	-	2	2	-	-	-	8
Netherlands	DEV	-	58	58	-	3	3	-	3	3	64
New Zealand	DEV	-	100	100	-	96	96	-	-	-	196
Nicaragua	EM	-	-	-	-	17	17	-	-	-	17
Nigeria	EM	-	21	21	-	-	-	-	-	-	21
Norway	DEV	-	-	-	-	2	2	-	-	-	2
Oman	EM	-	34	34	-	40	40	-	-	-	74
Pakistan	EM	-	74	74	-	89	89	-	-	-	163
Panama	EM	-	41	41	-	41	41	-	11	11	93
Paraguay	EM	-	2	2	-	19	19	-	-	-	21
Peru	EM	-	118	118	-	88	88	-	-	-	206
Philippines	EM	-	313	313	-	193	193	-	7	7	513
Poland	EM	-	243	243	-	100	100	-	-	-	343
Portugal	DEV	-	22	22	-	92	92	-	-	-	114
Puerto Rico	DEV	-	86	86	-	53	53	-	36	36	175
Qatar	EM	-	40	40	-	34	34	-	-	-	74
Romania	EM	-	68	68	-	39	39	-	2	2	109
Russia	EM	214	392	606	16	37	53	-	-	-	659
(a) Saipan	DEV	-	1	1	-	1	1	-	-	-	2
Saudi Arabia	EM	-	232	232	-	231	231	-	-	-	463
Serbia	EM	-	7	7	-	-	-	-	-	-	7
Singapore	DEV	-	85	85	-	79	79	-	-	-	164
Slovakia	DEV	-	4	4	-	1	1	-	-	-	5
Slovenia	DEV	-	1	1	-	-	-	-	-	-	1
South Africa	EM	73	809	882	1	53	54	-	-	-	936
Spain	DEV	-	112	112	-	24	24	-	38	38	174
Sri Lanka	EM	-	31	31	-	53	53	-	1	1	85
StKitts	EM	-	1	1	-	-	-	-	-	-	1
StLucia	EM	-	4	4	-	-	-	-	-	-	4
StMaarten	DEV	-	3	3	-	1	1	-	-	-	4
StVincent	EM	-	2	2	-	-	-	-	-	-	2
Suriname	EM	-	5	5	-	2	2	-	-	-	7
Swaziland	EM	-	7	7	-	-	-	-	-	-	7
Sweden	DEV	-	5	5	-	20	20	-	-	-	25
Switzerland	DEV	-	1	1	-	-	-	-	-	-	1
Taiwan	DEV	-	139	139	-	221	221	-	-	-	360
Tanzania	EM	-	5	5	-	5	5	-	-	-	10
Thailand	EM	-	621	621	-	108	108	-	-	-	729
Trinidad	EM	-	57	57	-	9	9	-	-	-	66
Tunisia	EM	-	-	-	-	4	4	-	-	-	4
Turkey	EM	-	132	132	-	29	29	-	-	-	161
Uganda	EM	-	8	8	-	5	5	-	-	-	13
UK	DEV	139	731	870	41	652	693	-	22	22	1,585
Ukraine	EM	-	12	12	-	-	-	-	-	-	12
United Arab Emirates	EM	-	139	139	-	100	100	-	-	-	239
United States	DEV	54	4,055	4,109	96	7,401	7,497	647	5,799	6,446	18,052
USVI	DEV	-	5	5	-	1	1	-	-	-	6
Venezuela	EM	-	24	24	-	9	9	-	-	-	33
Vietnam	EM	-	133	133	-	66	66	-	-	-	199
West Bank	EM	-	9	9	-	4	4	-	-	-	13
Zambia	EM	-	4	4	-	5	5	-	-	-	9
Zimbabwe	EM	-	6	6	-	-	-	-	-	-	6
<b>TOTAL</b>		<b>668</b>	<b>20,819</b>	<b>21,487</b>	<b>160</b>	<b>16,588</b>	<b>16,748</b>	<b>653</b>	<b>6,196</b>	<b>6,849</b>	<b>45,084</b>

**Unit Count Summary:**

Total Global EM Unit Count	EM	396	12,152	12,548	23	5,854	5,877	4	186	190	18,615
Total Global DEV Unit Count	DEV	272	8,667	8,939	137	10,734	10,871	649	6,010	6,659	26,469
Total Global Unit Count		668	20,819	21,487	160	16,588	16,748	653	6,196	6,849	45,084

**Market Count Summary:**

Total Global EM Market Count	EM	4	91	91	3	68	68	1	14	14	93
Total Global DEV Market Count	DEV	4	40	40	2	38	38	2	13	13	46
Total Global Market Count		8	131	131	5	106	106	3	27	27	139

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



## DEFINITIONS

**Ex F/X** 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 and licensees. 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 and license 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 and license 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.