

Information is pulled directly from the March 22, 2018 KFC FDD

2017 AVERAGE PROFORMANCE

Single-Brand KFCs Open During FYE 2017

Ownership	Count	Average Net Sales	Median Net Sales	Average Cost of Product	Product as % of Net Sales	Average Cost of Labor	Labor as % of Net Sales
Company	41	\$1,229,719	\$1,176,431	\$374,350	30.40%	\$348,882	28.40%
Franchise	2,918	\$1,137,576	\$1,093,375				
Total	2,959	\$1,138,852	\$1,094,028				

*Of the 2,959 domestic, single-brand Outlets open for the entirety of KFCLLC's fiscal year ended December 25, 2017 ("FYE 2017"), 41 were owned and operated by KFCC and 2,918 were owned or operated by KFCLLC franchisees.

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