YumChina

Second Quarter 2025 Results

August 5, 2025

NYSE: YUMC and HKEX: 9987

Cautionary Statement

This presentation contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, including statements relating to our projected capital return for 2025. We intend all forward-looking statements to be covered by the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements generally can be identified by the fact that they do not relate strictly to historical or current facts and by the use of forward-looking words such as “expect,” “expectation,” “believe,” “anticipate,” “may,” “could,” “intend,” “belief,” “plan,” “estimate,” “target,” “predict,” “project,” “likely,” “will,” “continue,” “should,” “forecast,” “outlook,” “commit” or similar terminology. These statements are based on current estimates and assumptions made by us in light of our experience and perception of historical trends, current conditions and expected future developments, as well as other factors that we believe are appropriate and reasonable under the circumstances, but there can be no assurance that such estimates and assumptions will prove to be correct. Forward-looking statements include, without limitation, statements regarding the future strategies, growth, business plans, investments, store openings, franchise mix of net new stores, capital expenditures, dividend and share repurchase plans, CAGR for system sales, operating profit and EPS, earnings, performance and returns of Yum China, anticipated effects of population and macroeconomic trends, pace of recovery of Yum China’s business, the anticipated effects of our innovation, digital and delivery capabilities and investments on growth and beliefs regarding the long-term drivers of Yum China’s business. Forward-looking statements are not guarantees of performance and are inherently subject to known and unknown risks and uncertainties that are difficult to predict and could cause our actual results or events to differ materially from those indicated by those statements. We cannot assure you that any of our expectations, estimates or assumptions will be achieved. The forward-looking statements included in this presentation are only made as of the date of this presentation, and we disclaim any obligation to publicly update any forward-looking statement to reflect subsequent events or circumstances, except as required by law. Numerous factors could cause our actual results or events to differ materially from those expressed or implied by forward-looking statements, including, without limitation: whether we are able to achieve development goals at the times and in the amounts currently anticipated, if at all, the success of our marketing campaigns and product innovation, our ability to maintain food safety and quality control systems, changes in public health conditions, our ability to control costs and expenses, including tax costs, changes in political, economic and regulatory conditions in China, as well as changes in political, business, economic and trade relations between the U.S. and China, and those set forth under the caption “Risk Factors” in our Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q. Our plan of capital returns to shareholders is based on current expectations, which may change based on market conditions, capital needs or otherwise. In addition, other risks and uncertainties not presently known to us or that we currently believe to be immaterial could affect the accuracy of any such forward-looking statements. All forward-looking statements should be evaluated with the understanding of their inherent uncertainty. You should consult our filings with the Securities and Exchange Commission (including the information set forth under the caption “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q) for additional detail about factors that could affect our financial and other results. This presentation includes certain non-GAAP financial measures. Reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures are included in this presentation where indicated. You are urged to consider carefully the comparable GAAP measures and reconciliations.

Same-store Sales Growth Turned Positive
Operating Profit and OP Margin Hit New Highs in Q2

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Sales Improvement		Margin Expansion		Solid Profit Growth	
System sales growth[1]	Same-store sales growth[1]	OP Margin	Restaurant Margin	Record Q2 OP $304mn OP / Core OP[2] YoY	
+4%	+1%	10.9%	16.1%	+14%	
Q2 YoY				Diluted EPS Grew to $0.58	
Sequentially Improved	First quarter of growth since Q1 2024	+100 bps	+60 bps	+5%	+15% Excl. Mark-to-market impact & F/X
		Q2 YoY		Q2 YoY	

10th consecutive quarter of Same-store transaction growth, +2% YoY

[1] Excludes the impact of foreign exchange ("F/X").
[2] Core Operating Profit is defined as Operating Profit adjusted for Special Items, further excluding Items Affecting Comparability and the impact of F/X. The Company uses Core Operating Profit for the purposes of evaluating the performance of its core operations.

Rapid and High-quality Footprint Growth

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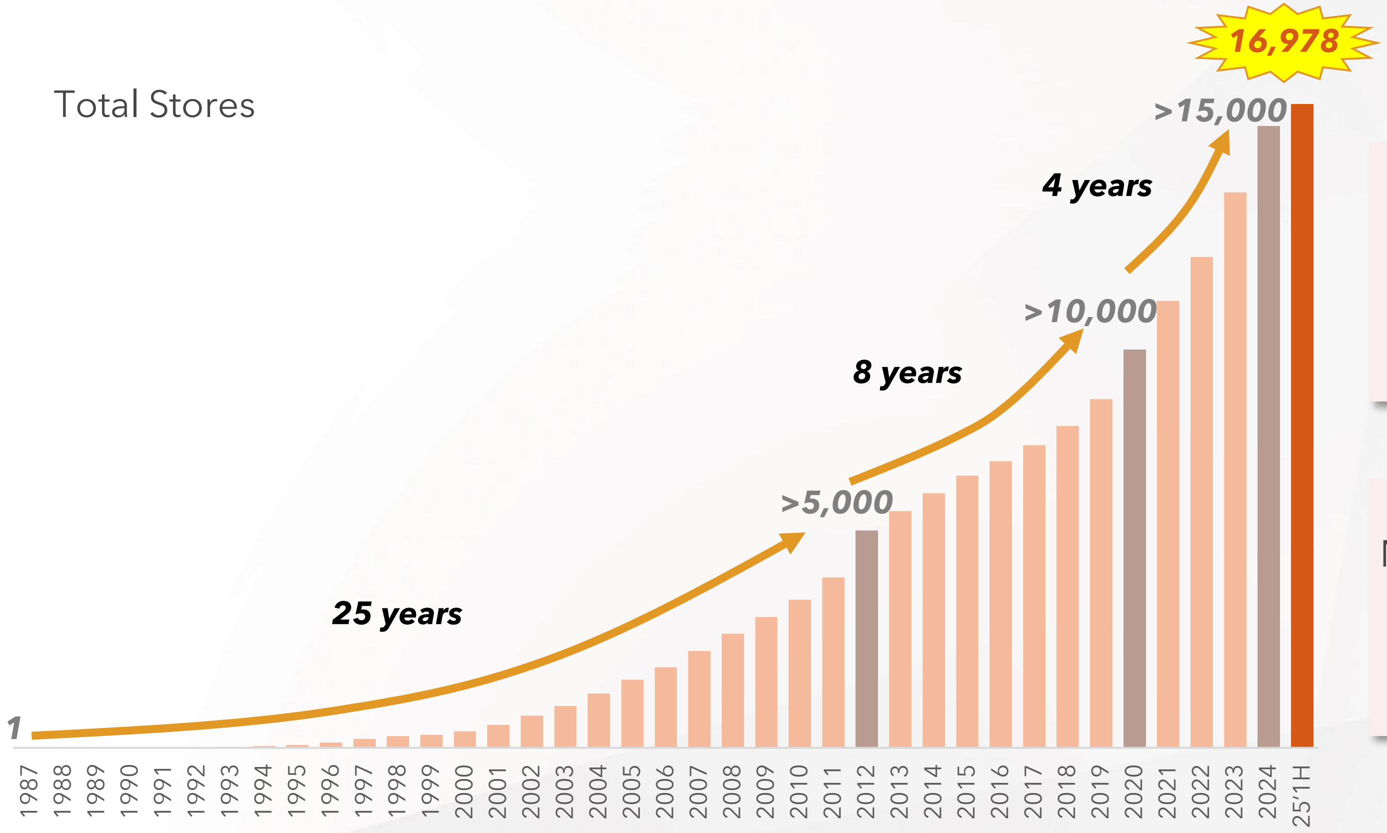
Total Stores



Net new stores
336 in Q2
583 in 1H

Net new unit contribution to system sales
4% in Q2

Capturing Growth Potential Through Flexible Store Formats and Franchising

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	Total Stores	Net New Stores in 1H	Penetrate More Locations Leveraging Franchisees Strategically		Reduced Average Capex[1]	Healthy New Store Payback[2]
KFC	12,238 14% Franchise	590 41% Franchise	2,400+ Cities with KFC	~300 New cities entered in last 12 months	~1.4 mn RMB / store (From ~1.5 mn)	~2 years
Pizza Hut	3,864 6% Franchise	140 26% Franchise	900+ Cities with Pizza Hut	~150 New cities entered in last 12 months	~1.1-1.2 mn RMB / store (From ~1.2 mn)	~2-3 years

[1] Refers to stores opened in 1H 2025.

[2] Refers to Average Pre-tax Cash Payback Period assuming yearly cashflow is same as year 1, after deduction of 3% license fee and before G&A expenses and income tax; based on stores opened between April 2023 to March 2024.

Delivery Sales Continued to Achieve Solid Growth

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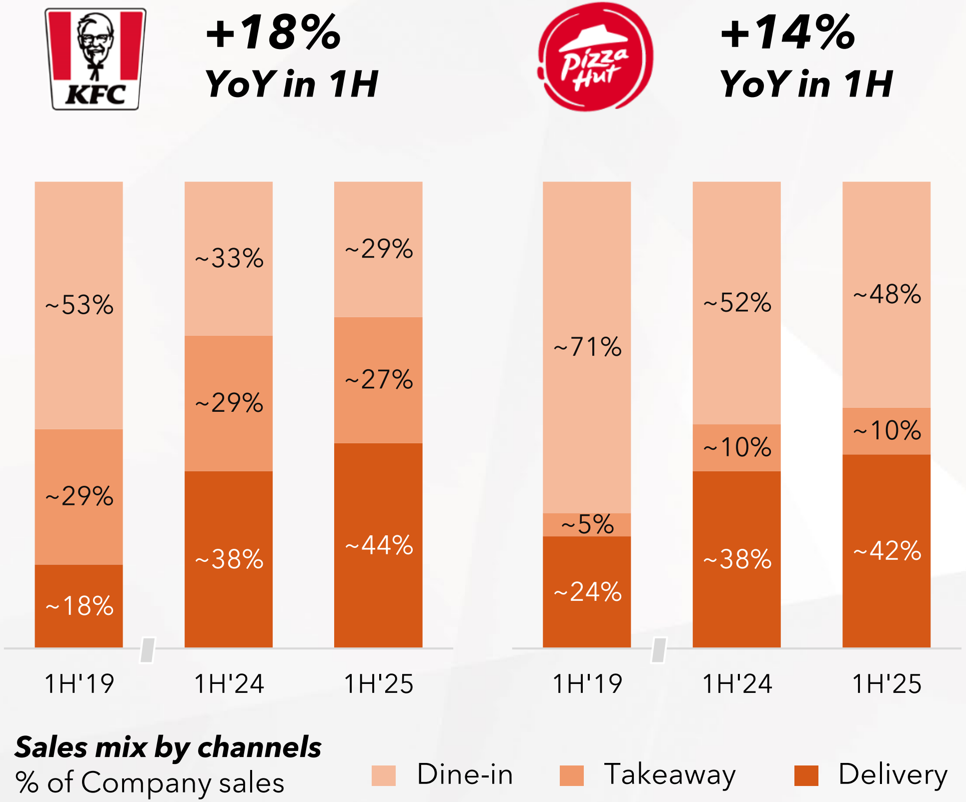
Delivery Sales +17%[1] YoY in 1H

- Increased exposure for our emerging businesses (e.g., KCOFFEE Cafe) and attracted new customers to core brands on delivery platforms
- Driving top-line through a balanced approach that manages price perception and protects profitability



[1] Delivery sales at Company-owned stores.

Digital Sales Exceeded $5bn in 1H 2025

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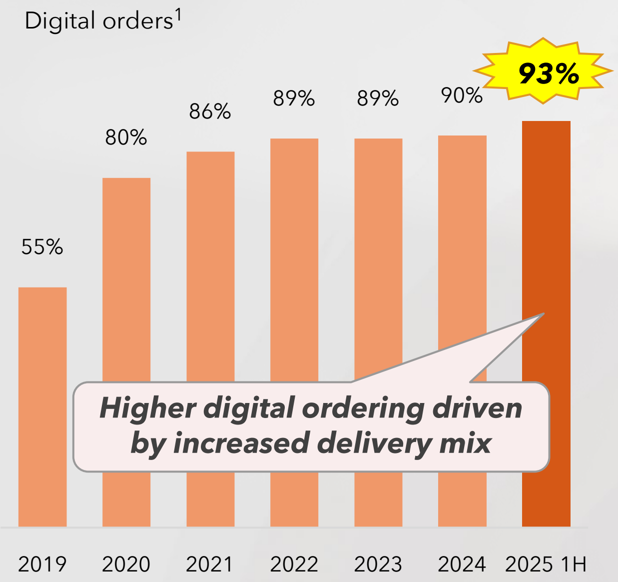
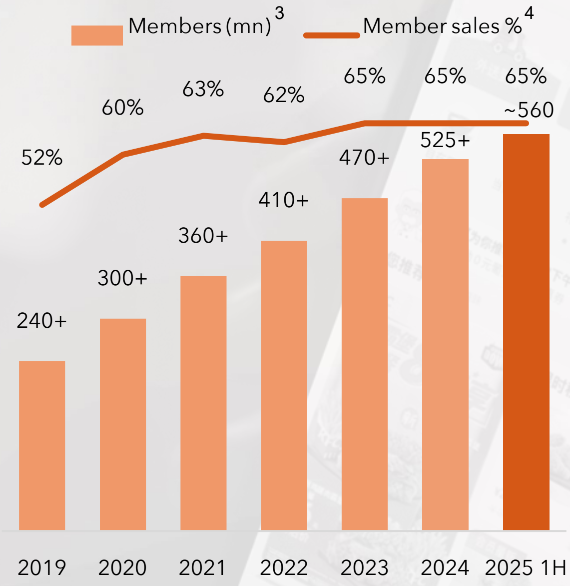
Digital Sales Growth[2]



Member Growth



Strengthen Own Channels

肯德基 超级APP
KFC
KCOFFEE
必胜客 超级APP

Super APP

肯德基+
必胜客

Mini Program

[1] Digital ordering of total Company sales.
[2] Sales at Company-owned stores where orderings were placed digitally.
[3] KFC and Pizza Hut loyalty programs combined, as of period-end.
[4] As a percentage of KFC and Pizza Hut's system sales in aggregate. From 2022, in addition to transactions in which members self-identified as members (i.e., through member QR code, using member coupons/ vouchers, ordering via Super-Apps or other own channels), member sales also include 1) transactions in which members order using our coupons/vouchers through third party e-commerce platforms, 2) Pizza Hut tableside orders paid through POS terminals, provided members could otherwise be identified as members. 2021 data restated to reflect this change. Before restatement, it was 61% in Q2 2021 for KFC and Pizza Hut combined.

KFC Continued to Achieve Solid Growth and Profitability

Q2 2025

+5% System sales growth YoY	**+1%** Same-store sales growth YoY	**14%** OP margin +90 bps YoY	**+11%** OP growth YoY	**+10%** Core OP growth YoY

295 Net new stores	**12,238** Total stores	**$292mn** Operating profit	**16.9%** Restaurant margin +70 bps YoY

Photo: Shanghai Oriental Pearl store (上海东方明珠店)

Focus on Innovative Food, Great Value and Emotional Appeal

Adding Creative Twists to Our Classic Favorites

Zinger sales increased by 30%+
(during promotion vs. Jan-May weekly avg.)

Abundant Value and Emotional Engagement

KCOFFEE Cafe Reached 1,300 Locations

Expanding Dayparts: "Morning Coffee & Afternoon Tea"

Photo: KFC Basketball theme store in Suzhou Olympic Sports Centre (苏州体育中心篮球店)

Pizza Hut Sustained Positive Momentum

Q2 2025

+3%
System sales growth YoY

+2%
Same-store sales growth YoY

Same-store transaction growth of 17% YoY

8.3%
OP margin
+90 bps YoY

+16%
OP growth YoY

+15%
Core OP growth YoY

95
Net new stores

3,864
Total stores

$46mn
Operating profit

13.3%
Restaurant margin
+10 bps YoY

5th consecutive quarter of YoY margin expansion

Photo: Jinan Qinglong Bridge store (济南青龙桥店)

Introducing New Pizza Variety with Excellent Value-for-money

新

10寸手作薄底披萨
HAND-CRAFTED THIN CRUST PIZZA

全新饼底升级

Broadening Customer Base with Wider Price Ranges and Enhanced Menu

All-You-Can-Eat

Pizza Hut WOW Menu

Popular IP Collaborations

Pizza Hut WOW Model Made Progress Expanding into Lower-tier Cities

New WOW stores with latest Capex ranging RMB 650,000 to 850,000

Photo: Pizza Hut WOW in Huizhou Lanwan (惠州蓝湾店)

Significant Capital Returns to Shareholders

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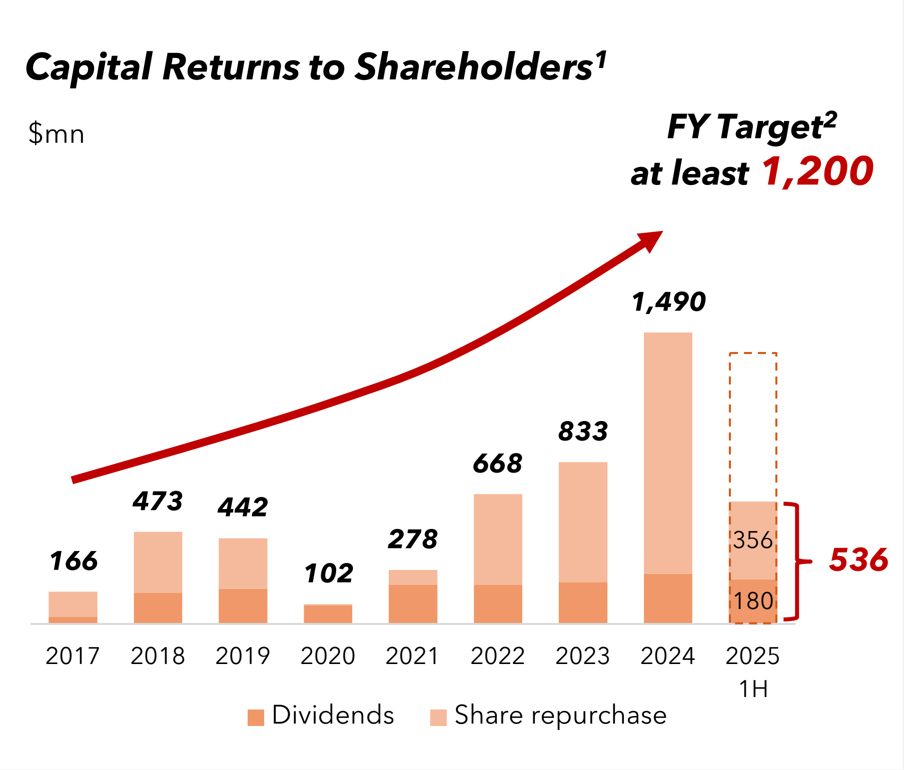

Returned Since Spin-off — **~$5bn**

Target Capital Returns[2] — **$4.5bn** in 2024-26 — **$3bn** in 2025-26

Avg. annual capital return ~9% of market cap[4]

Net Cash[3] (By end of June 2025) — **$2.8bn**

[1] Includes dividends and share repurchases. Share repurchase amount excludes 1% excise tax and commissions.
[2] Based on current expectations, which may change based on market conditions, capital needs or otherwise. Subject to Board approval on dividends and share repurchases, as well as shareholders' approval on share repurchases.
[3] Refers to $592mn cash and cash equivalents, $1,563mn short-term investments and $626mn long-term bank deposits and notes.
[4] Market capitalization as of Aug 4, 2025.

Appendix

Second Quarter Grew YoY and vs 2019

Second Quarter	2019	2024	2025	2025 vs 2024	2025 vs 2019
No. of Stores	8,751	15,423	16,978	+10%	+94%
Total Revenues ($ mn)	2,124	2,679	2,787	+4%	+31%
Members (mn)	210+	495+	~560	+13%	+167%
Member Sales %	52%	65%	64%	(1) ppt ~	+12ppt
Operating Profit ($ mn)	204	266	304	+14%	+49%
OP Margin (% of revenue)	9.6%	9.9%	10.9%	+1ppt	+1.3ppt

Note: The comparison of revenue and operating profit include the impact of foreign exchange.

Sales and Profit Grew YoY in Second Quarter

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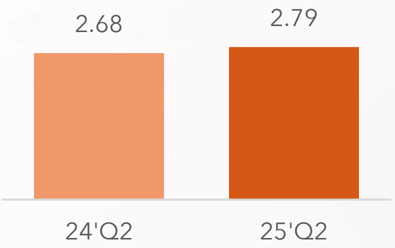
Revenue/Sales YoY

Revenue growth (reported)	+4%
Revenue growth (ex F/X)	+4%
System sales growth	+4%

Total Revenue ($bn)



Key factors for Revenue year-over-year change

+ Net new unit contribution
+ Same-store sales growth

Operating Profit/Core OP YoY

OP growth (reported)	+14%
OP growth (ex F/X)	+14%
Core OP growth	+14%

$mn	24’Q2	25’Q2
Operating Profit	266	304
Special items	-	-
Items affecting comparability	-	-
Foreign currency translation	-	(1)
Core operating profit	***266***	***303***

Key factors for Core OP year-over-year change

+ Net new unit contribution
+ Favorable commodity prices
+ Efficiency improvement from streamlined operations
+ Sales leveraging
+ G&A expense savings
− Increased value-for-money offerings
− Wage inflation
− Higher delivery cost due to increased delivery mix

Second Quarter Key Performance Highlights – KFC & Pizza Hut

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25'Q2	YoY Sales Growth				Channel Mix		Members		Digital orders
	System Sales YoY	Same-store sales YoY	Same-store transactions YoY	Average ticket YoY	Delivery	Total off-premise	Million	Member sales %	Sales %
KFC	+5%	+1%	Even	+1%	45%	72%	520+	65%	94%
Pizza Hut	+3%	+2%	+17%	(13)%	43%	52%	200+	59%	93%

KFC average ticket:

25'Q2	RMB 38
24'Q2	RMB 37

Relatively stable

Pizza Hut average ticket:

25'Q2	RMB 76
24'Q2	RMB 88

In line with strategy to target mass market

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Key ESG Initiatives

Food

Food Safety as Top Priority

End-to-end food safety and quality management system with tech-enabled controls across the value chain

Healthy & Balanced Meals

Offer healthier, more balanced choices and diverse menu options to support a healthy lifestyle

Environment

Climate Action

China's first restaurant company with approved near-term SBTs and committed to achieving net-zero by 2050

Circular Economy

Strive to create "zero-waste restaurants" by adhering to the 4R principle (Reduce, Reuse, Replace, Recycle)

People

"People First" Philosophy

Provide comprehensive support to ensure the well-being of employees – e.g., medical insurance coverage for RGMs, eligible employees, and their families

Diversity, Equity & Inclusion

Foster a fair and inclusive workplace;
70+ "Angel Restaurants" nationwide*

Community

Rural Revitalization

One Yuan Donation - 18 years of commitment, RMB270mn+ raised benefitted 1mn+ children*

Community Support

Food banks in ~1,050 locations across 180+ cities*
Little Migratory Birds Fund benefitted 6mn+ children*

* as of Jun 30, 2025

ESG Ratings and Awards

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Industry No.1 on DJSI for the 5th Year

- ✓ **Industry No.1** in S&P Global 2024 Corporate Sustainability Assessment
- ✓ The only Mainland China consumer services company included in the DJSI World

Dow Jones Sustainability Indexes

"China Top Employer" for the 7th Year #2 in China

- ✓ **#1** in the restaurant industry for the 4th year
- ✓ **#2** in China, among 156 companies

top EMPLOYER 中国杰出雇主 China 2025 FOR A BETTER WORLD OF WORK

Support UN SDG

United Nations Global Compact

Industry Highest Ranking

MSCI ESG RATINGS AA

CCC	B	BB	BBB	A	AA	AAA

Industry Leader

ISS ESG

YUM China's Distinct Competitive Advantages

YumChina

Resilience and profitability

Sustained strong momentum in good times and bad

Tremendous growth potential

Target 20,000 stores by 2026

Significant capital returns to shareholders

Target to return ~$4.5bn in 2024-2026[1]

Commitment to Building Long-lasting Excellence

Operational efficiency and discipline

Project Fresh Eye & Red Eye transformed the business ahead of times

Innovation & consumer-centric mindset

Good food, great value & breakthrough business models

Integrated supply chain mgmt system

Key enabler of food safety, innovations & cost competitiveness

Pioneering end-to-end digitalization

Embrace & unleash the power of technologies

[1] Based on current expectations which may change based on market conditions, capital needs or otherwise. Subject to Board approval on dividends and share repurchases, as well shareholders' approval on share repurchases

Reconciliation of Operating Profit to Core Operating Profit*

(in $mn)

Yum China

	Quarter ended		% Change	Year to Date Ended		% Change
	6/30/2025	6/30/2024	B/(W)	6/30/2025	6/30/2024	B/(W)
Reconciliation of Operating Profit to Core Operating Profit						
Operating Profit	$ 304	$ 266	14	$ 703	$ 640	10
Special Items, Operating Profit	–	–		–	–	
Adjusted Operating Profit	$ 304	$ 266	14	$ 703	$ 640	10
Items Affecting Comparability	–	–		–	–	
F/X impact	(1)	–		5	–	
Core Operating Profit	$ 303	$ 266	14	$ 708	$ 640	11
Total revenues	2,787	2,679	4	5,768	5,637	2
F/X impact	(7)	–		31	–	
Total revenues, excluding the impact of F/X	$ 2,780	$ 2,679	4	$ 5,799	$ 5,637	3
Core OP margin	10.9%	9.9%	1.0 ppts	12.2%	11.4%	0.8 ppts.

* Current period amounts are derived by translating results at average exchange rates of the prior year period.

Reconciliation of Operating Profit to Core Operating Profit

(in $mn)

KFC	Quarter Ended		Year to Date Ended	
	6/30/2025	6/30/2024	6/30/2025	6/30/2024
GAAP Operating Profit	$ 292	$ 264	$ 678	$ 636
Special Items, Operating Profit	–	–	–	–
Adjusted Operating Profit	$ 292	$ 264	$ 678	$ 636
Items Affecting Comparability	–	–	–	–
F/X impact	(1)	–	4	–
Core Operating Profit	$ 291	$ 264	$ 682	$ 636

Pizza Hut	Quarter Ended		Year to Date Ended	
	6/30/2025	6/30/2024	6/30/2025	6/30/2024
GAAP Operating Profit	$ 46	$ 40	$ 106	$ 87
Special Items, Operating Profit	–	–	–	–
Adjusted Operating Profit	$ 46	$ 40	$ 106	$ 87
Items Affecting Comparability	–	–	–	–
F/X impact	–	–	1	–
Core Operating Profit	$ 46	$ 40	$ 107	$ 87

Reconciliation of Operating Profit to Restaurant Profit

(in $mn)

Yum China	Quarter Ended		Year to Date Ended	
	6/30/2025	6/30/2024	6/30/2025	6/30/2024
GAAP Operating Profit	$ 304	$ 266	$ 703	$ 640
Less:				
Franchise fees and income	24	22	51	47
Revenues from transactions with franchisees	115	96	236	203
Other revenues	35	33	67	65
Add:				
General and administrative expenses	131	133	269	273
Franchise expenses	10	9	21	19
Expenses for transactions with franchisees	110	92	227	196
Other operating costs and expenses	30	29	59	58
Closures and impairment expenses, net	12	13	18	14
Other income, net	(1)	–	(1)	(1)
Restaurant profit	$ 422	$ 391	$ 942	$ 884
Company sales	2,613	2,528	5,414	5,322
Restaurant margin %	16.1%	15.5%	17.4%	16.6%

Reconciliation of Operating Profit to Restaurant Profit

(in $mn)

KFC	**Quarter Ended**		**Year to Date Ended**	
	6/30/2025	**6/30/2024**	**6/30/2025**	**6/30/2024**
GAAP Operating Profit	$ 292	$ 264	$ 678	$ 636
Less:				
Franchise fees and income	19	16	40	34
Revenues from transactions with franchisees	17	12	33	26
Other revenues	1	3	2	8
Add:				
General and administrative expenses	61	60	120	121
Franchise expenses	9	8	19	17
Expenses for transactions with franchisees	15	11	29	23
Other operating costs and expenses	1	2	2	6
Closures and impairment expenses, net	8	6	13	7
Restaurant profit	$ 349	$ 320	$ 786	$ 742
Company sales	2,059	1,983	4,267	4,176
Restaurant margin %	16.9%	16.2%	18.4%	17.8%

Reconciliation of Operating Profit to Restaurant Profit

(in $mn)

Pizza Hut	Quarter Ended		Year to Date Ended	
	6/30/2025	6/30/2024	6/30/2025	6/30/2024
GAAP Operating Profit	$ 46	$ 40	$ 106	$ 87
Less:				
Franchise fees and income	2	2	4	4
Revenues from transactions with franchisees	1	1	3	2
Other revenues	6	7	13	12
Add:				
General and administrative expenses	26	27	52	54
Franchise expenses	1	1	2	2
Expenses for transactions with franchisees	1	1	3	2
Other operating costs and expenses	5	6	11	11
Closures and impairment expenses, net	3	5	3	5
Restaurant profit	$ 73	$ 70	$ 157	$ 143
Company sales	545	530	1,129	1,117
Restaurant margin %	13.3%	13.2%	13.9%	12.8%

About Yum China

Largest restaurant company in China[1]	***Fortune 500*** company	***16,000+*** restaurants	***2,400+*** cities in China

6 restaurant brands

Vision: To be the world's most innovative pioneer in the restaurant industry

Company website:	http://ir.yumchina.com	
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Media Contact:	Media@YumChina.com	Tel: +86 21 2407 8288 / +852 2267 5807

[1] In terms of system sales.