



FOOD DELIVERY BRANDS AND YUM! STRENGTHEN THEIR ALLIANCE

Both parties have agreed to amend certain terms of their strategic alliance, including in relation to openings, conversions and fees, and have redefined the criteria for certain business and operating KPIs set in their agreement to better reflect the new economic and commercial environment.

The revised agreement re-emphasises the confidence Yum! has in Food Delivery Brands' potential and in its ability to efficiently react to the pandemic, strengthen its digital and delivery capabilities and adapt to the current conditions.

Madrid, 17 May 2021 - Food Delivery Brands (FDB) and Yum! Brands Inc. (Yum!) have agreed to amend certain terms and targets of their strategic alliance to better address the new reality.

The strategic alliance, which was signed in December 2018, turned FDB into a global leader in pizza delivery with approximately 2,500 stores in 36 countries and a potential addressable market of approximately 500 million consumers. Under the strategic alliance, FDB became the largest Pizza Hut master franchisee in the world by number of units operated.

Both parties have agreed to amend the following key aspects, among others, of the strategic alliance:

- Openings: extending the ten-year target by an additional year and revising the net new unit splits by market.
- Conversions: slowing the conversion schedule for Telepizza stores in Chile, Colombia and the rest of world.
- Shortfall fees: postponing the period and increasing the threshold under which shortfall fees would apply.
- Incentive fees: revising the terms and targets for earning incentive fees.

"The revision of our agreement emphasizes Yum!'s confidence in the strength and reliability of Food Delivery Brands and demonstrates the will that both companies have to continue to grow and strengthen our leadership in pizza delivery around the world", said Jacobo Caller, CEO of Food Delivery Brands.

In addition to the foregoing, as part of the agreement Yum! has exercised today its call option over the Telepizza brand. As originally agreed, FDB will retain the usufruct over the Telepizza brand, and will continue to operate with the brand as otherwise permitted by the strategic alliance agreement.