

## KFC Globally Approved Winston CVap Extended Hot Hold Cabinets

### 1. Why CVap Is Resonating Across Markets

The Winston CVap extended hot hold cabinet continues to differentiate itself by delivering extended hold times without compromising product quality, while simplifying daily operations.

Across lab testing and live operation, the most consistent feedback has centered on:

- Improved food quality and consistency versus baseline holding
- The ability to hold mixed products (H&S/Crispy Cabinet vs OR cabinet) in a single cabinet
- Increased confidence during demand swings without reactive over-production

For operators, the value became tangible very quickly at the store level.

### 2. Operational Flexibility That Supports the Day

A key advantage of CVap is its ability to adapt to both peak and non-peak operations.

- Two full-size CVap cabinets allow for up to 28 shelves of mixed product during peak periods.
- During slower dayparts, operators can remain SOP-compliant using one cabinet (14 shelves) and fully power down the second unit.
- This enables kitchens to scale holding capacity, energy use, and labor effort more dynamically throughout the day.

This flexibility has been particularly relevant in markets managing labor variability and utility sensitivity.

### 3. Waste Reduction – Three Test Locations, Results Recorded and Reported

Waste results referenced below are based on three test locations, with data recorded and reported by the restaurants in accordance with their SOPs for tracking waste.

#### Line-Item Waste Reduction Observed

##### Chicken on the Bone (COB) – Straight line Avg 54% Reduction

- **57% reduction** – KFC Rd Naidu
- **69% reduction** – KFC Greenstone
- **35% reduction** – KFC The Ridge

##### Zinger Wings – Straight Line Avg 19% Reduction

- **21% reduction** – KFC Rd Naidu
- **8% reduction** – KFC Greenstone
- **29% reduction** – KFC The Ridge

##### Mini Fillets – Straight Line Avg 62% Reduction

- **70% reduction** – KFC Rd Naidu
- **53% reduction** – KFC The Ridge

##### Original Recipe Fillet – Straight Line Avg 74% Reduction

- **59% reduction** – KFC Rd Naidu
- **88% reduction** – KFC The Ridge

While results varied by SKU and traffic profile, each location demonstrated measurable waste improvement versus baseline holding methods.

#### Source reference:

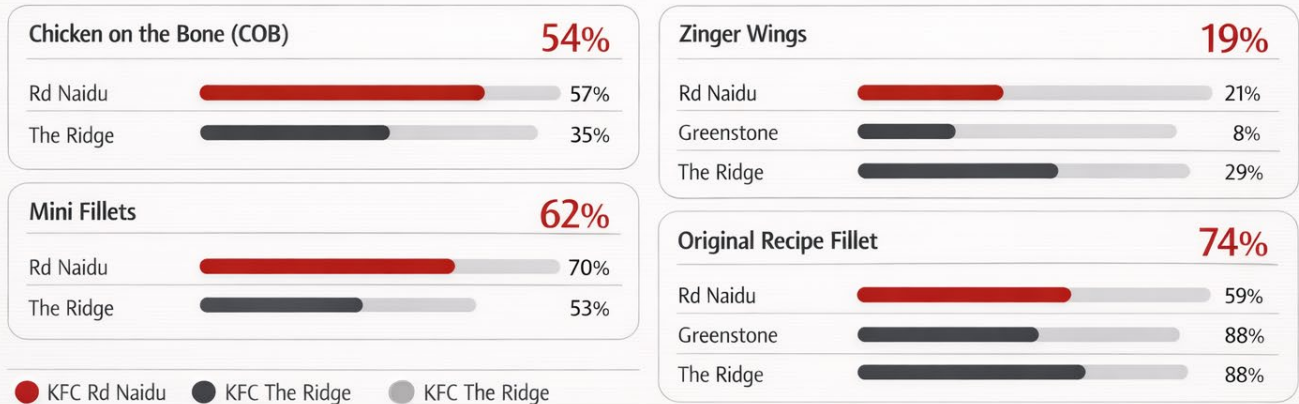
KFC Africa post-testing data deck. Waste originally reported in South African Rand, comparing equivalent 90-day operating periods (2024 baseline vs. 2025 CVap test period).

## Waste Reduction Results — KFC Africa Pilot

Three test locations • 90-day CVap test period (2025) vs. 90-day baseline (2024) • Waste reported in South African Rand



### BREAKDOWN BY LOCATION & SKU



*Consistent waste reduction observed across all locations*



Each location demonstrated measurable waste improvement versus baseline holding methods, with results varying by SKU and traffic profile. Source: KFC Africa post-testing data deck.

#### 4. Maintenance and Durability Learnings

Maintenance reduction emerged as a consistent and practical benefit.

- One test location estimated annualized maintenance costs of approximately \$500 USD or more on lower-priced holding cabinets, primarily from recurring hinge and door-latch repairs.
- During CVap operation, that same location reported zero related repairs (\$0.00/USD) over the 8.5 months that the Winston CVap was in operation (test and post test period)

While anecdotal, this feedback was repeated across discussions and materially influences total cost of ownership and operational disruption.

#### 5. Franchisee Signal and Operator Pull

Testing Operators (franchisees) expressed interest in retaining or purchasing CVap cabinets after live operation. This was driven by confidence in product quality, simpler kitchen flow, and reduced day-to-day friction for store teams. Importantly, this interest emerged organically through real-world use, reinforcing the cabinet's operational value at the restaurant level.

### 6. Framing the Investment Discussion

Rather than focusing heavily on initial equipment cost, the CVap conversation resonates most when positioned around:

- Waste reduction by core SKUs
- Labor simplicity and consistency
- Maintenance durability
- Operational flexibility throughout the day
- Reduced overall complexity in the kitchen

The value conversation naturally shifts from initial purchase to ease and cost of operating over time.

## WINSTON CVAP Hot Hold Brand Standard Products

Settings:	Half size : 203F (95°C) air; 168F (76°C) water; Full Size : 183F (83°C) air; 155F (68°C) water		
BRAND STANDARD PRODUCT	WINSTON Cvap HOV7-14SP / HOV7-05SP	Henny Penny HHC900 / HHC903	% Hold Time Extension
OR COB	120 min	90 min	33%
OR FILLETS	90 min	60 min	50%
OR TENDERS	60 min	45 min	33%
OR NUGGETS	45 min	30 min	50%
HOT WINGS	120 min	90 min	33%
ZINGER FILLETS	90 min	60 min	50%
CRISPY STRIPS	60 min	45 min	33%
HnS / ETC COB	150 min	120 min	25%
HnS NUGGETS	45 min	30 min	50%

Learn more about KFC Globally Approved Winston CVap Extended Hot Hold Cabinets on

<https://winstonforum.com/winston-for-kfc/>