

PANDA
EXPRESS®

Your Partner in Growth



OUR STORY

Our Journey to Now 



1973

Panda Inn
opens —
Pasadena, CA



1983

1st Panda Express opens —
Glendale, CA



1987

The Original Orange Chicken launches



1993

100th store
opens



1999

Panda Cares
launches



1997

1st Drive-thru store
opens — Hesperia, CA



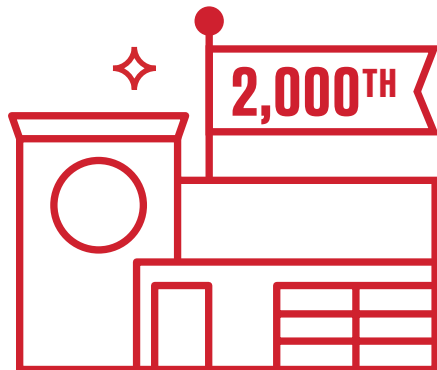
2011

International expansion —
1st restaurant
opens in Mexico
City, Mexico



2017

2,000th store opens



2023

**2,500 units in
12 countries
and growing**



WHY PANDA EXPRESS?

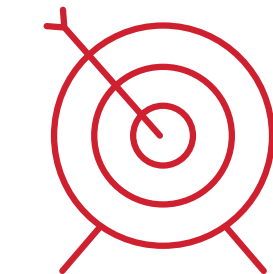
PARTNER WITH A LEADER



Category of One A standalone leader in American Chinese cuisine, Panda Express holds a unique position in the crowded QSR/ Fast Casual marketplace.



Our Mission



To deliver exceptional Asian dining experiences by building an organization where people are inspired to better their lives.

Our Values



- ✓ Proactive
- ✓ Respect/Win-Win
- ✓ Growth
- ✓ Great Operations
- ✓ Giving

Lead With Trust ▶

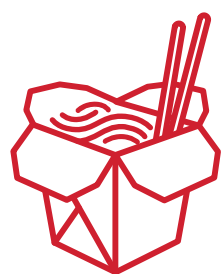
Our Brand Attributes



**American
Chinese**

ORIGINALITY

**Origin and
Originality**



**Chinese
Ambassador**

A Company that Cares: Panda Giving



Panda Cares.

Panda Cares
Center of Hope

POWERED BY PANDA ASSOCIATES AND GUESTS

\$329M+

raised since 1999 to support
the health and education needs
of undeserved youth

Panda Cares History ▶

Panda Cares Center of Hope ▶



PANDA EXPRESS

BY THE NUMBERS

National Sales Leader

\$5.3
BILLION
Total sales



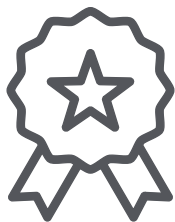
14TH
Largest concept
among all restaurant
concepts



3RD
Largest fast
casual brand



3RD
Largest in
company-
owned sales



16.8%
Sales growth
*Highest among Top
30 Restaurants*



\$16.30
Average check
*Highest non-pizza
performer in Top 20*

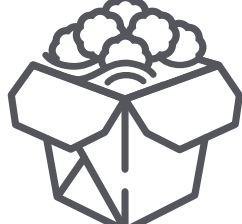


Source: Technomic Top 500 Restaurant Performance 2022


30 MILLION
Pounds of broccoli
used by Panda Express
in 2020



100 MILLION
Pounds of The Original Orange
Chicken consumed by US
guests in 2020



Presence in

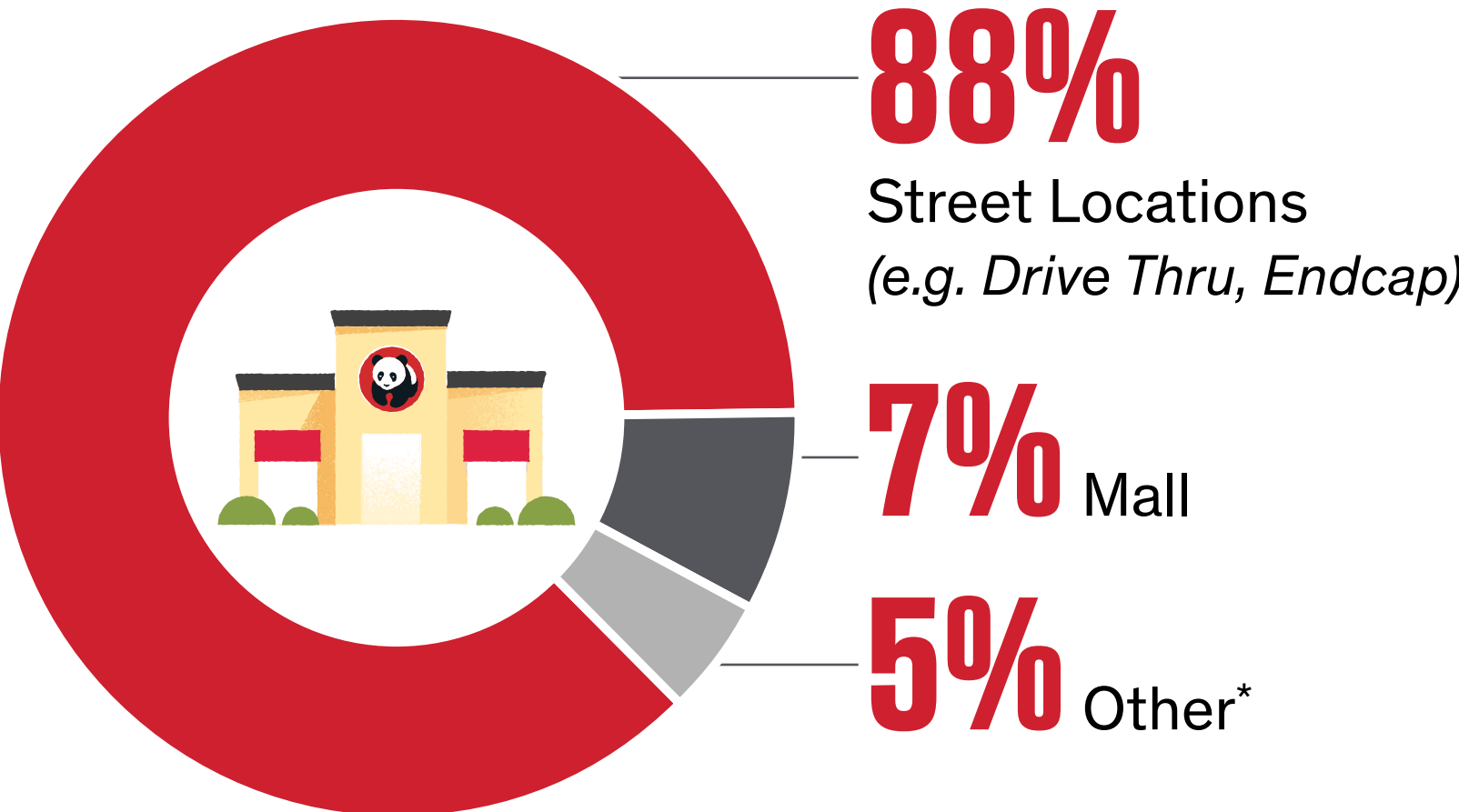
 **49** States

 **12** Countries

Supported by  **50,000+** employees

15 consecutive
years of  **100+** approved
deals

Panda Express Venue Format



*e.g. university, theme park, casino



MARKET CRITERIA



35,000

people within
9 minutes



10,000

person daytime population
within **2 miles**



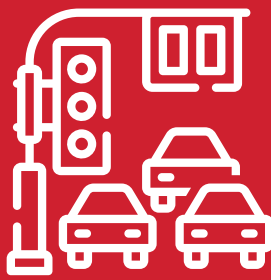
60%

of population's median income
between **\$30K–\$150K**

At least **70%**

of population is below age 65

25,000



car minimum AADT at intersection





VENUE INFORMATION



Building Requirements

- **Freestanding**
Building approximate 2,700 SF;
with approximately 52 interior
seats plus outdoor patio seating
 - **Land Size:** Typically +/- 1 acre
(43,560 SF)
- **End Cap**
Minimum frontage (30' preferred);
Approximately 2,300–2,600 SF
total space plus patio; Minimum
ceiling height: 14 ft
- **Drive-Thru**
Strongly preferred
- **Parking**
+/- 40 spaces
- **Signage**
Visible from primary street and
parking lot, 3 sides of building,
and monument/pole signage
- **Access**
Multiple curb cuts and cross
access preferred

Street Concepts

- Free Standing with Drive-Thru
- End Cap with Drive-Thru
- End Cap
- Inline — urban locations only (e.g. Chicago, Manhattan, San Francisco)

Panda Express: Your Partner in Growth

CURRENT DESIGNS

EXTERIOR



CURRENT DESIGNS

INTERIOR





CURRENT DESIGNS

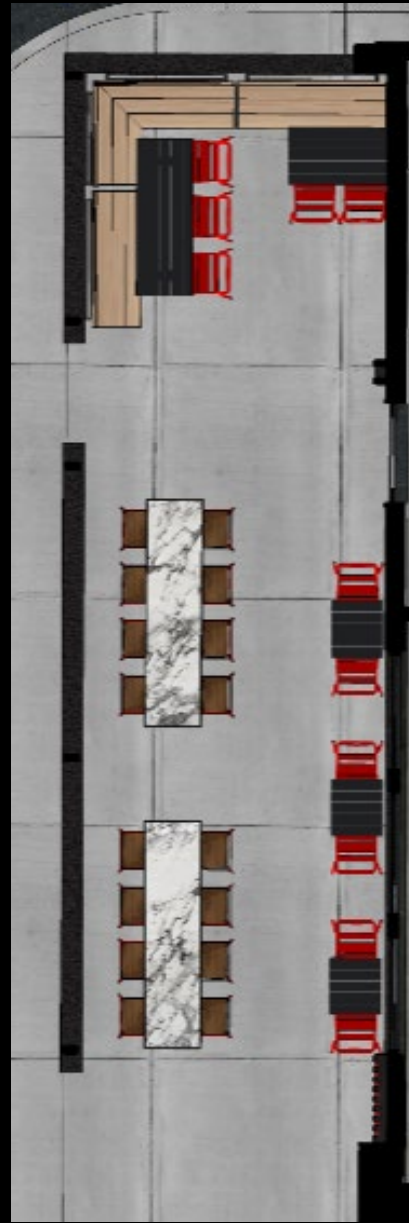
PATIO (AVAILABLE IN SOME MARKETS)

The Panda Express **Free Standing Drive-thru**, **Endcap**, and **Inline** models have the opportunity to add an integrated patio. This is determined based on climate, local customer habits, and operational preferences.

Features

The patio should be an extension of the interior storytelling and features a variety of seating opportunities.

- Shade structure/separation from parking
- Seating variety
- Optional placement on two sides of the building
- Ceiling fans and string lights for all-day comfort



SITE PLAN

The site layout should create ease of circulation and clear paths to purchase for Panda Express guests. Each path to purchase is considered and planned for while exploring the site's possibilities. The Drive-thru is maximized with multiple solutions including a double lane layout or tandem order boards.

Paths to Purchase

- Drive-thru
- Dine-in guest
- Online order pick-up
- 3rd Party pick-up
- Kiosk

Site Plan Key

- ① 2-1, 1-2-1 DT lane or tandem order board
- ② 2 Order Boards
- ③ 14-20 Car stack
- ④ Quick ops access to Drive-thru customer
- ⑤ Dedicated Drive-thru waiting stalls
- ⑥ Temporary online order parking
- ⑦ Full site circulation





Thank You