

# Oppenheimer & Co. Inc. 15th Annual Consumer Conference

June 24, 2015

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#### **Domino's - Iconic Brand**





#### **Enterprise of More than 11,700 Stores**

51% International Global Retail Sales

IN OVER 75 DEVELOPED AND EMERGING MARKETS
6,655 STORES



49% Domestic Global Retail Sales

900 U.S. INDEPENDENT BUSINESS OWNERS 5,084 STORES



#### Same Store Sales Track Record



#### **Robust International Growth**

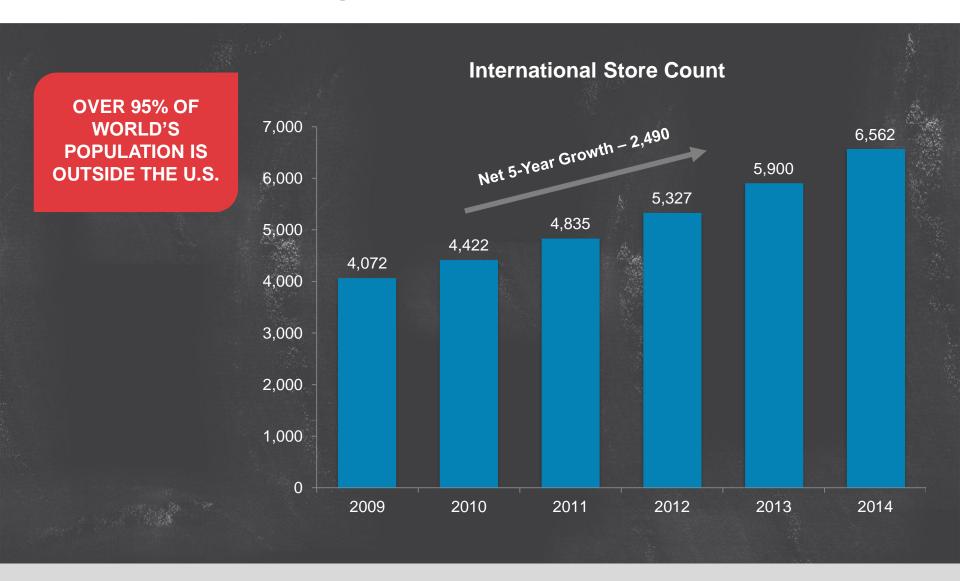
- Unprecedented over 21-year record of consecutive quarterly same store sales growth in QSR
- Profits driven by franchise royalties
- Master franchise model
- Ranks among the top publicly-traded restaurant companies by store count

Five-year international retail sales CAGR of 14%\*



DOMINO'S PIZZA VIETNAM

# **Global Momentum**Strong International Store Growth



#### **Balanced Growth and Opportunity – Our 15 Largest Markets\***

#### **Developed Markets**

Top Markets	Q1 2015 Store Count*	Potential Store Count	
United Kingdom	820	1,200	
Australia / New Zealand	638	900	
South Korea	406	500	
Canada	390	650	
Japan	362	700	
France	245	850	
Netherlands	161	300	
Spain	144	300	
Taiwan	131	150	
TOTAL	3,297	5,550	

#### **Emerging Markets**

Top Markets	Q1 2015 Store Count*	Potential Store Count
India	863	1,300
Mexico	605	700
Turkey	438	700
Saudi Arabia	142	250
Malaysia	130	300
Brazil	119	500
TOTAL	2,297	3,750

- #1 or #2 pizza delivery market position in top 15 markets
- Potential for additional 3,700 stores in top 15 markets alone

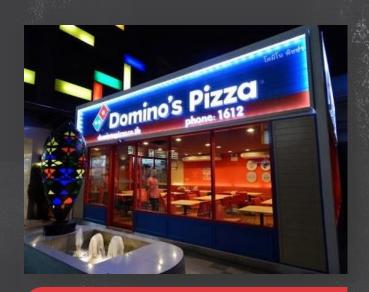
#### **Impressive International Growth in Our Category**

Among the fastest growing American QSR chains in terms of international store count

Store count has grown faster internationally than Pizza Hut or Papa John's

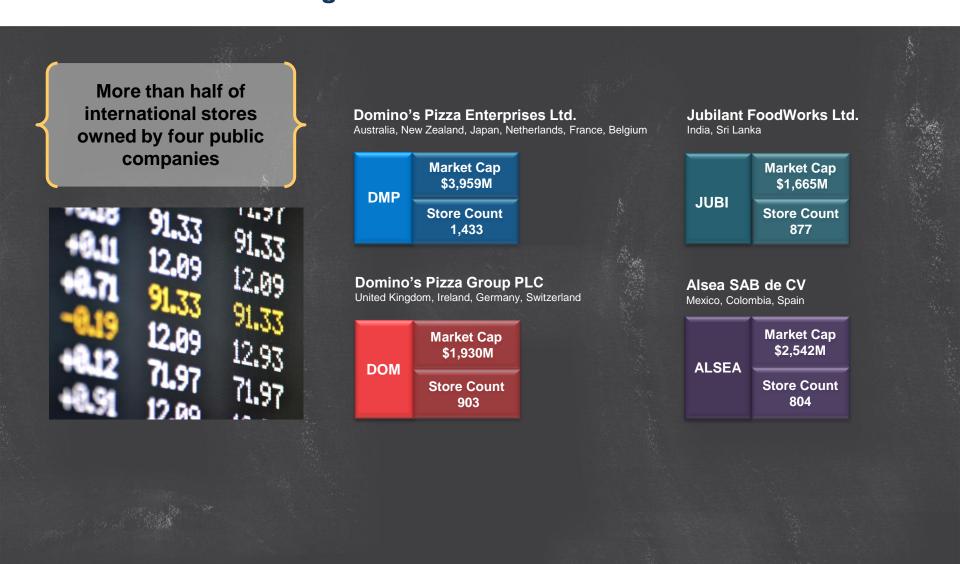
#### **Five-Year International Store Growth\***

Domino's: + 2,490 Pizza Hut<sup>®</sup>: + 2,037 Papa John's<sup>®\*\*</sup>: + 688



DOMINO'S PIZZA THAILAND

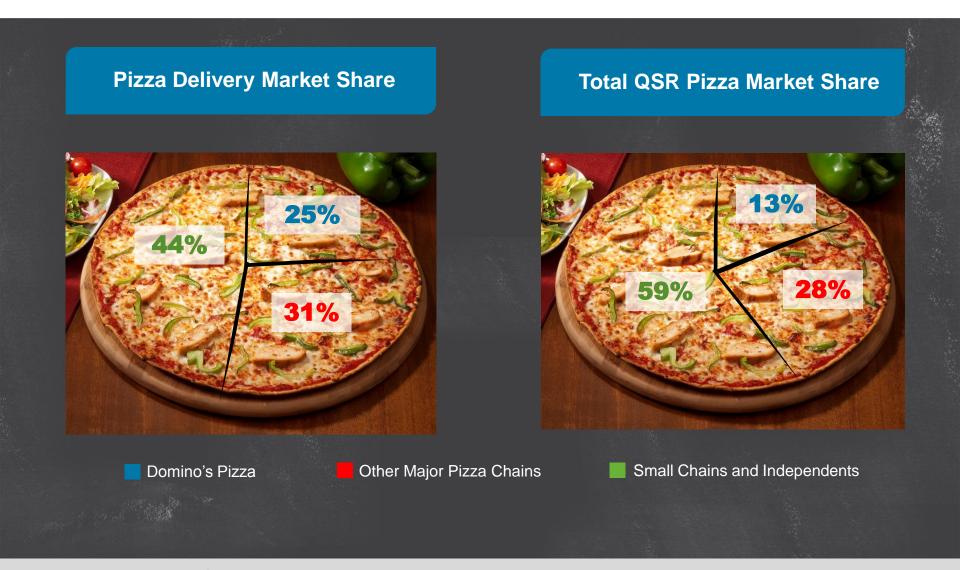
# **Global Momentum**Strong International Franchise Base



### U.S. Momentum



# U.S. Momentum Room to Grow



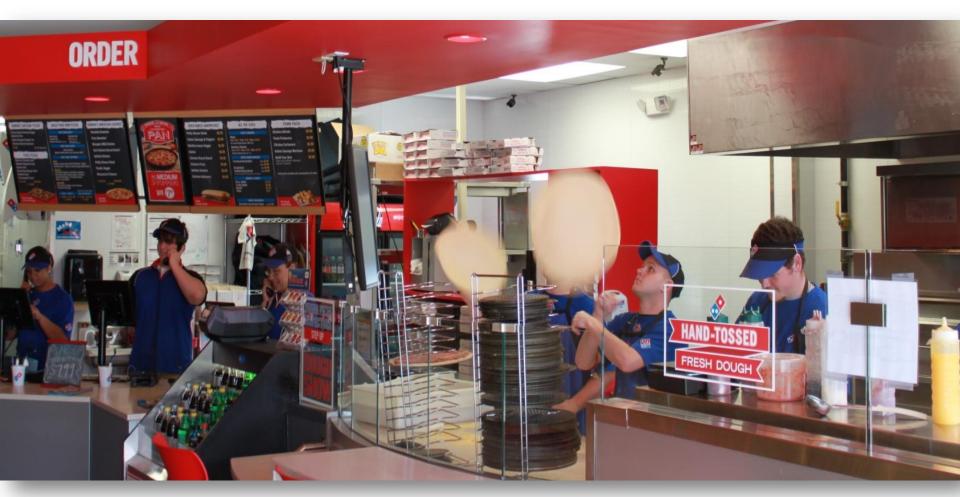
## U.S. Momentum 2010 Starts Brand Turnaround

- Reinvented core pizza improved food quality on menu
- Brand news moved from limited time products to:
  - Product platforms
  - Transparency
  - Technology
  - Value
- Marketing that continues to resonate with consumers
- Increasing franchisee profitability
- 2009-2014 domestic retail sales\* CAGR of 5.9%



#### **U.S. Momentum**

#### **Next Step — Store Reimage**

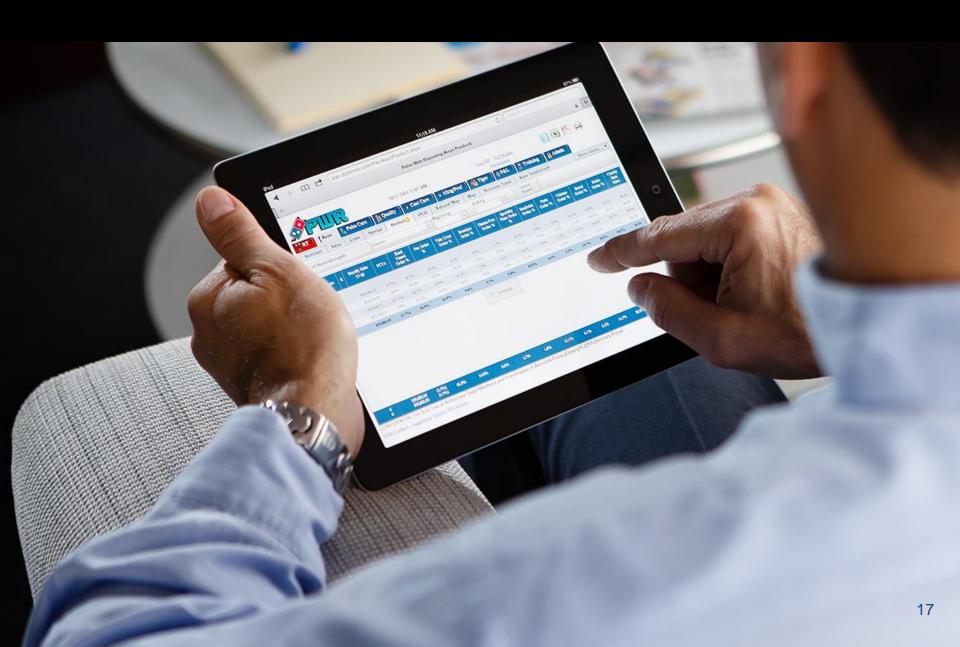


Reimage standard is global, not just in the U.S. Expect to be substantially complete by 2017

# U.S. Momentum Global Supply Chain — Key Component



## **Innovative Technology Leader**



### **Innovative Technology Leader**

#### Estimated Run Rate of \$4 Billion Annually in Global Digital Sales\*

- Domino's iPhone<sup>®</sup> and Android<sup>™</sup>
   apps are higher rated on iTunes<sup>®</sup>
   and Google Play<sup>™</sup> than Pizza Hut <sup>®</sup>
   and Papa John's <sup>®</sup>
- Domino's apps available for approximately 95% of smartphones
- U.S. digital orders hit 50% of total sales at end of 2014
- Sharing technology learnings globally



### **Innovative Technology Leader**

#### **Building Blocks for Future Advances**

- Proprietary POS system
- Industry-leading digital ordering experience
  - Pizza Profiles allows customers to save their favorite orders and speeds up ordering
  - Domino's AnyWare<sup>™</sup> platform expanding: Ford SYNC<sup>®</sup>, Samsung Smart TVs<sup>®</sup> and Pebble and Android<sup>™</sup> Wear smartwatches
  - Now offer voice ordering for iPhone<sup>®</sup>
     and Android<sup>™</sup> ordering apps
  - "Tweet-to-order" and "text-to-order" via emoji now available in the U.S.





#### **Pizza Store Unit Economics**

- Cost-efficient store model
  - Delivery and carryout
- Moderate cost to open / operate
  - Small square footage
  - Makeline, oven and POS system
- Yields significant cash flow
- Average franchise store EBITDA in U.S. has increased six consecutive years
  - \$89K in 2014\*

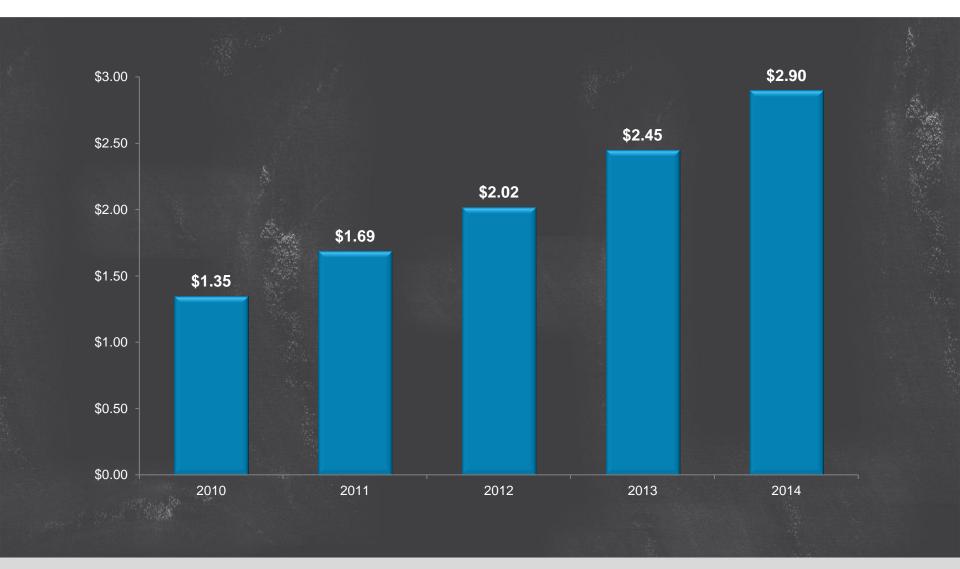
### DOMINO'S PIZZA CARLSBAD, CALIFORNIA



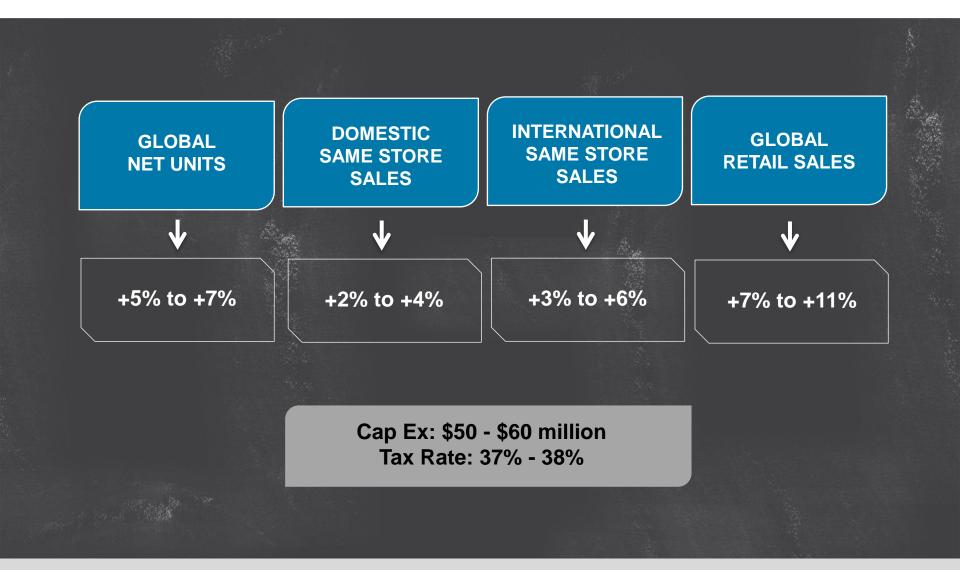
### **Strong Unit Economics = Better Store Growth**



#### **Strong EPS Growth**



#### **Long Range Outlook**



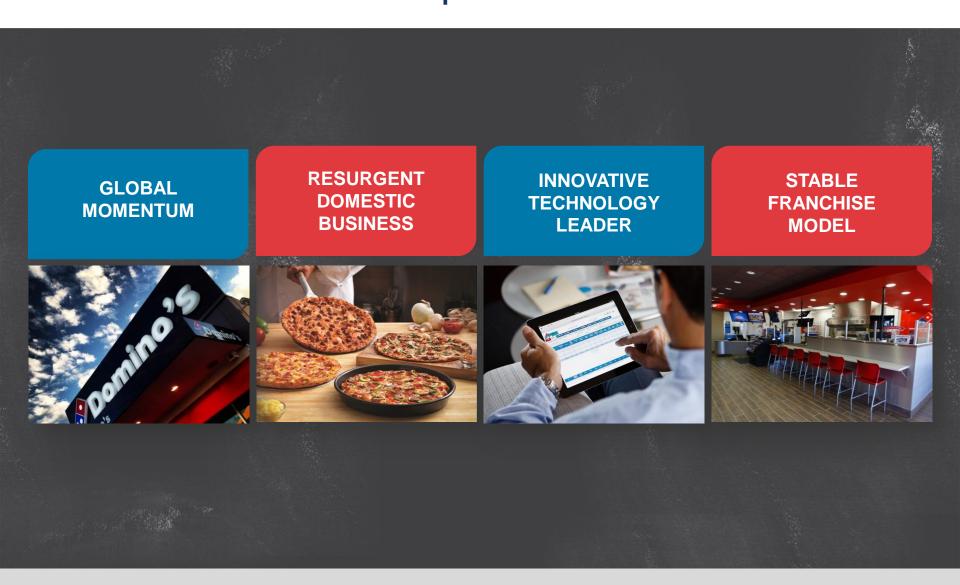
#### **Building Shareholder Value**

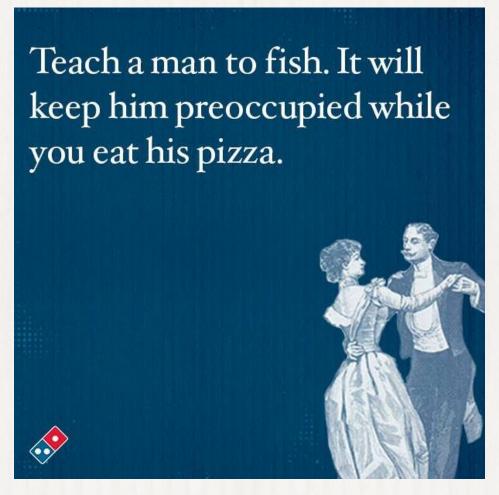
- 97% franchised business with historically steady cash stream
- Cost-efficient store model with moderate capital requirements
- Model functions well with leverage
  - Generally operate in the 3-6x debt/EBITDA range
  - \$1.53 billion debt outstanding with an approx. 5.3% cash interest rate
- Have used free cash flow to:
  - Buy back shares (\$82 million in 2014)
  - Pay quarterly dividend (\$53 million in 2014)
  - Pay two special dividends 2007 and 2012
  - Reduce debt





# Why Domino's One of the World's Top Public Restaurant Brands





**Thank You**