



# TAG's 7<sup>th</sup> Annual Spring Consumer Conference

March 24, 2015

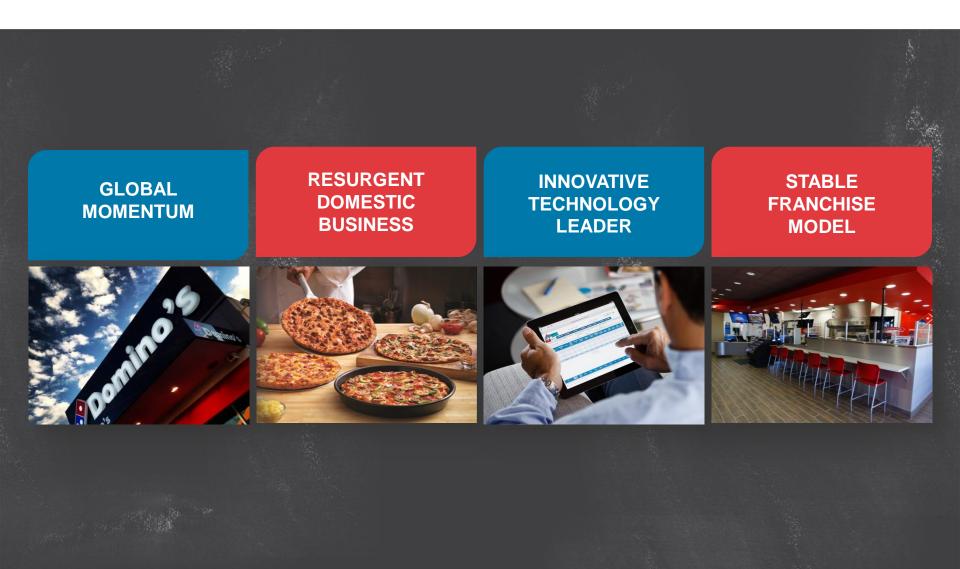
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This presentation and our accompanying comments include "forward-looking statements."

These statements may relate to future events or our future financial performance and are subject to known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to differ materially from those expressed or implied by these forward-looking statements. This presentation and our accompanying comments do not purport to identify the risks inherent in an investment in Domino's Pizza and factors that could cause actual results to differ materially from those expressed or implied in the forward-looking statements. These risks include but are not limited to those risk factors identified in Domino's Pizza, Inc.'s Annual Report on Form 10-K for the fiscal year ended December 28, 2014, as well as other SEC reports filed by Domino's Pizza, Inc. from time to time. Although we believe that the expectations reflected in the forward-looking statements are based upon reasonable estimates and assumptions, we cannot guarantee future results, levels of activity, performance or achievements. We caution you not to place undue reliance on forward-looking statements, which reflect our estimates and assumptions and speak only as of the date of this presentation and you should not rely on such statements as representing the views of the Company as of any subsequent date. We undertake no obligation to update the forward-looking statements to reflect subsequent events or circumstances. In light of the above, you are urged to review the disclosures contained in the Domino's Pizza, Inc. SEC reports, including the risk factors contained therein.

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



# **Global Momentum**



#### **Global Momentum** Enterprise of More than 11,600 Stores



#### **Global Momentum** Same Store Sales Track Record



International sales exclude the impact of foreign currency exchange rate changes

## **Global Momentum** Robust International Growth

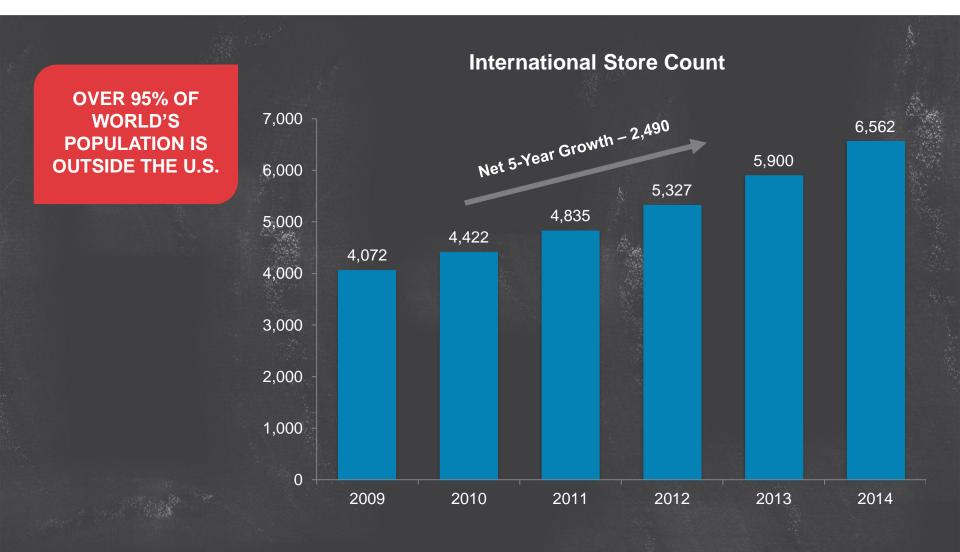
- Unprecedented 21-year record of consecutive quarterly same store sales growth in QSR
- Profits driven primarily by franchise royalties
- Master franchise model
- Ranks among the top publicly-traded restaurant companies by store count

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



DOMINO'S PIZZA VIETNAM

#### **Global Momentum** Strong International Store Growth



## **Global Momentum**

#### **Balanced Growth — Our 15 Largest Markets\***

#### **Developed Markets**

Top Markets	Q4 2014 Store Count*	Potential Store Count
United Kingdom	811	1,200
Australia / New Zealand	634	900
South Korea	405	500
Canada	386	650
Japan	354	700
France	239	850
Netherlands	158	300
Spain	138	300
Taiwan	131	150
TOTAL	3,256	5,550

#### **Emerging Markets**

Top Markets	Q4 2014 Store Count*	Potential Store Count
India	830	1,300
Mexico	604	700
Turkey	425	700
Saudi Arabia	141	250
Malaysia	127	300
Brazil	113	500
TOTAL	2,240	3,750

- #1 or #2 pizza delivery market position in top 15 markets
- Potential for additional 3,800 stores in top 15 markets alone

Delivery market position and potential store count based on Domino's Pizza International and master franchisee estimates \*Based on DPZ's Q4 2014 reported store count

## **Global Momentum**

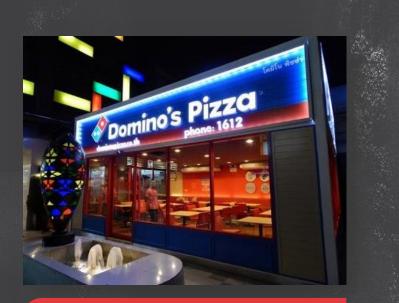
#### Leading International Growth in Our Category

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

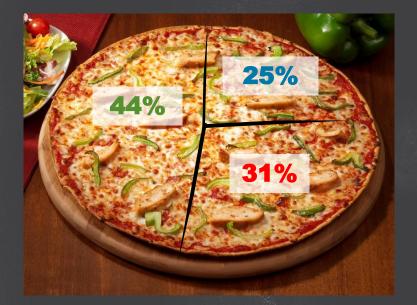


# **Resurgent Domestic Business**



#### Resurgent Domestic Business Room to Grow

#### **Pizza Delivery Market Share**

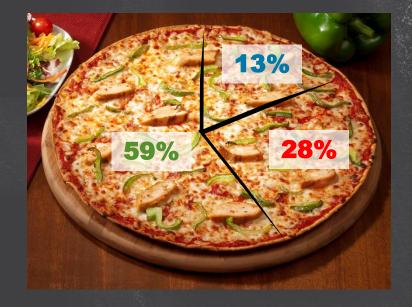


Domino's Pizza

Other Major Pizza Chains

Small Chains and Independents



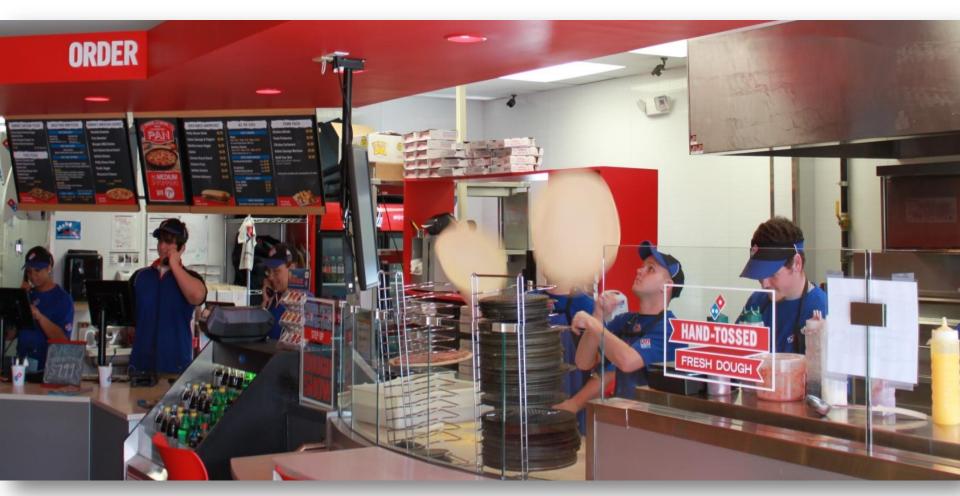


## Resurgent Domestic Business 2010 Starts Brand Turnaround

- 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%



#### Resurgent Domestic Business Next Step — Store Reimage



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

#### **Resurgent Domestic Business** Global Supply Chain — Key Component



16 DOUGH MANUFACTURING AND FOOD DISTRIBUTION CENTERS

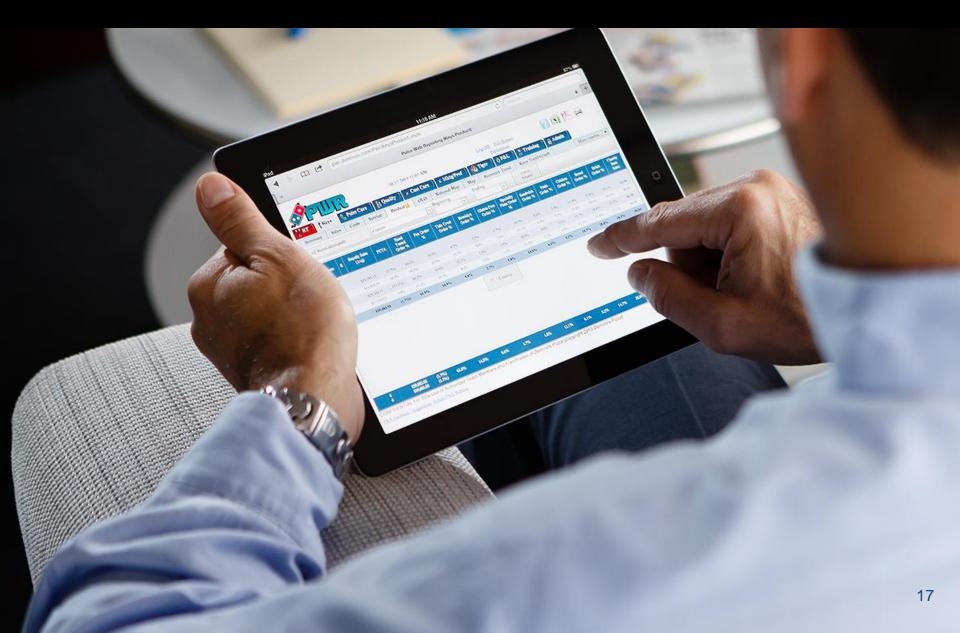
1 EQUIPMENT AND SUPPLY FACILITY

1 VEGETABLE PROCESSING CENTER, 1 THIN CRUST CENTER

PASS-THROUGH PRICING AND PROFIT SHARING WITH FRANCHISEES

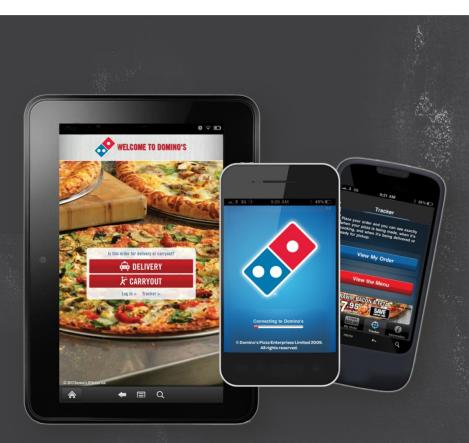
7 DOUGH MANUFACTURING AND FOOD DISTRIBUTION CENTERS IN CANADA, ALASKA AND HAWAII

# 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

- All U.S. stores and over 3,900 international stores run on proprietary POS system
- Pizza Profiles provide customer-focused convenience
- Profile users can reorder their favorite orders in as few as 5 clicks or 30 seconds
- Pizza Profiles allows other advances such as Ford SYNC<sup>®</sup> ordering system
- Now offer voice ordering for iPhone<sup>®</sup> and Android<sup>™</sup> ordering apps



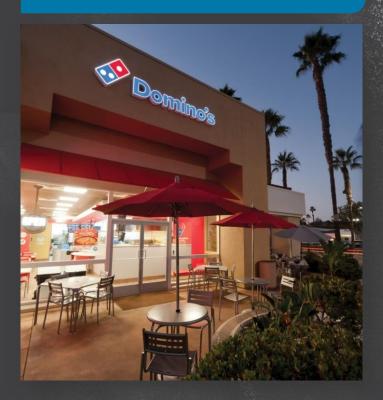
# **Stable Franchise Model**



## Stable Franchise Model Pizza 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
  - Over \$85K in 2014\*

#### DOMINO'S PIZZA CARLSBAD, CALIFORNIA

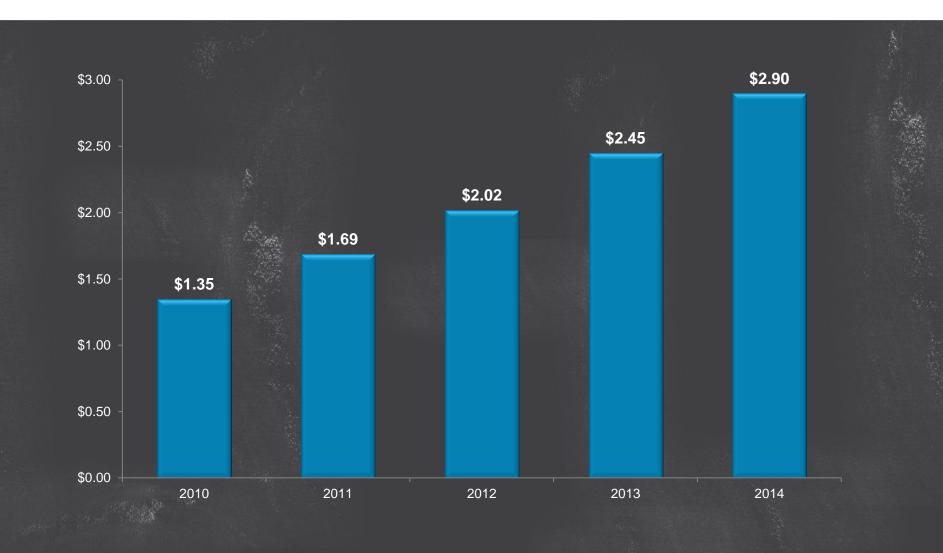


## **Strong Unit Economics = Better Store Growth**





# Strong EPS Growth



Certain diluted EPS amounts are adjusted for items affecting comparability. Items adjusting reported EPS are detailed in the respective Earnings Release on Form 8-K

## Stable Franchise Model Long Range Outlook



Outlook does not constitute specific earnings guidance. Domino's does not provide quarterly or annual earnings estimates

## Stable Franchise Model 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
  - \$1.52 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

#### DOMINO'S PIZZA BRAZIL



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





# **Thank You**