

## INVESTOR DATA SHEET

### As of Second Quarter, 2014

#### Domestic

- 4,626 franchised stores
- 376 company-owned stores
- 5.5% standard domestic royalty rate
- 19 company-owned supply chain facilities
- Average cost to open a new store \$250-350K
- U.S. average reported annual EBITDA per domestic franchise store up five years in a row
  - 2013 at \$82K

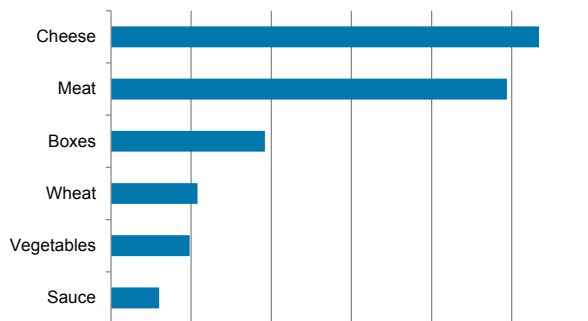
#### International

- 6,119 franchised stores
- Currently no company-owned stores
- 3.1% average international royalty rate
- Royalties made up of 91% of 2013 international operating income
- 7 company-owned supply chain facilities

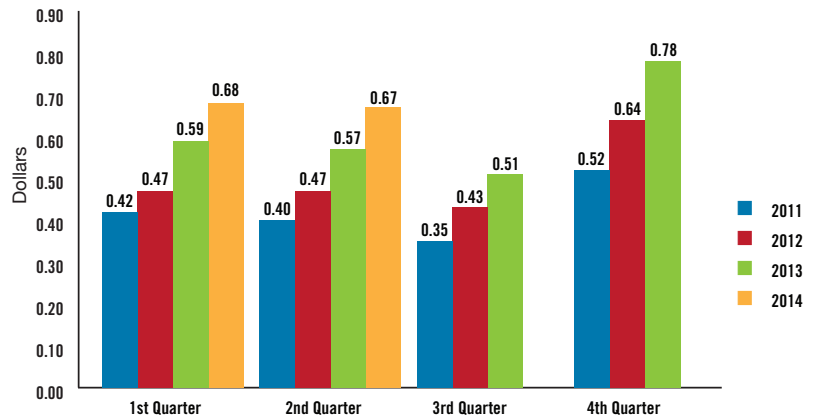
#### Supply Chain and Fresh Dough Production

- Sells and delivers food and equipment to U.S. franchisees
- Produces fresh dough and thin crust
- Franchise partnership – profit-sharing agreement
- Pricing pass-through on most items – reduces volatility
- Project food inflation of 4-6% in 2014

#### Magnitude of Commodity Costs



### EPS Growth



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

### Capital Structure

- Franchise model works well with leverage
- History of operating with leverage
- \$1.52 billion debt outstanding with a 5.3% cash interest rate
- 7-year term to anticipated repayment date (January 2019)
- \$100 million VFN facility

### Use of Cash/Outlook

- Repurchase shares
  - \$200 million open market repurchase program
  - In Q2 2014, repurchased 687,750 shares at an average price of \$72.52
- Pay dividends
  - In Q2 2014 paid \$0.25 regular quarterly dividend
- Cap Ex long range outlook: \$35-45 million
- Tax rate long range outlook: 37-38%