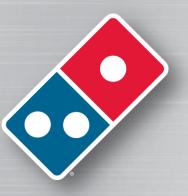


## **Investor Presentation**

June 2016



## Legal Stuff

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 January 3, 2016, 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**

# UKRAINEJAPAN INDIA JOSLAN EGYPI JORNAECON BRAZIESOUTH KOREA GUAR AUSTRALLA SAUDI ARA MEXICO PERU PARAGUAY AUSTRALIA SAUDI ARABIAN NIGERIARUSSIA TURKEY BRAMGEO AZERBAIJ COLOMBIA THAILAND IRELAND BULGAR

HUGIUM PANAMAUNITEDX MIGDOM POLANO

**TSRAEL**JAPAN GREECEPAK OMAN TORDAN PER HSPATN

### **Global Momentum** Enterprise of More Than 12,600 Stores

#### 50% International Global Retail Sales

IN OVER 80 DEVELOPED AND EMERGING MARKETS

**7,476 STORES** 

#### 50% Domestic Global Retail Sales

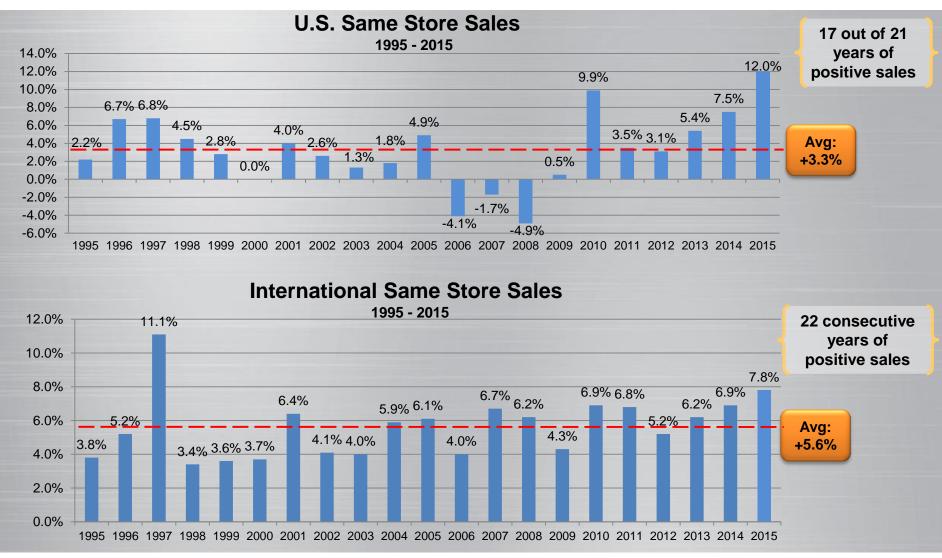
#### ~840 U.S. INDEPENDENT BUSINESS OWNERS 5,216 STORES





## **Global Momentum**

#### Same Store Sales Track Record



International sales exclude the impact of foreign currency exchange rate changes

## **Global Momentum** Robust International Growth

- Unprecedented 22-Year Record of Consecutive Quarterly Same Store Sales Growth in QSR
- Master Franchise Model
- Profits Driven by Franchise Royalties
- Ranks Among the Top Publicly-Traded Restaurant Companies by Store Count



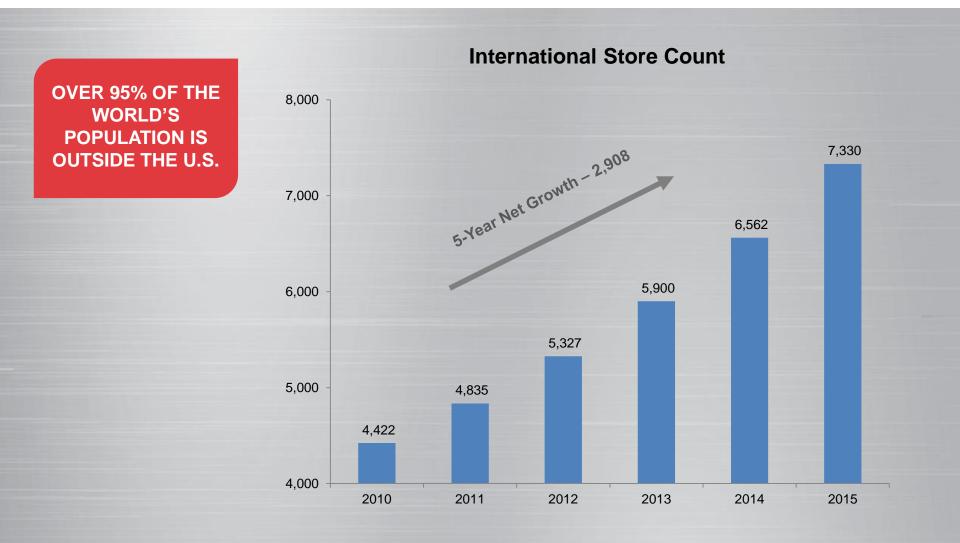
**Five-Year International** 

**Retail Sales CAGR of** 

11.5%\*

DOMINO'S PIZZA VIETNAM

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



## **Global Momentum**

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

#### **Developed Markets**

Top Markets	Last Disclosed Store Count*	Potential Store Count	
UK / Ireland	916	1,200	
Australia / New Zealand	664	900	
South Korea	419	500	
Japan	432	850	
Canada	409	650	
France	259	1,000	
Netherlands	174	300	
Spain	167	350	
Taiwan	129	150	
TOTAL	3,569	5,900	

#### **Emerging Markets**

Top Markets	Last Disclosed Store Count*	Potential Store Count
India	1,026	1,800
Mexico	618	850
Turkey	467	700
Saudi Arabia	178	250
Malaysia	151	350
Brazil	147	500
TOTAL	2,587	4,450

- #1 or #2 Pizza Delivery Market Position in Top 15 Markets
- Potential for Additional 4,200 Stores in Top 15 Markets Alone

Delivery market position and potential store count based on Company and master franchisee estimates Australia/New Zealand, Japan, Netherlands, and France store count as of Feb. 17, 2016 (H1'16) United Kingdom store count as of March 7, 2016 (FY'15)

### **Global Momentum** 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

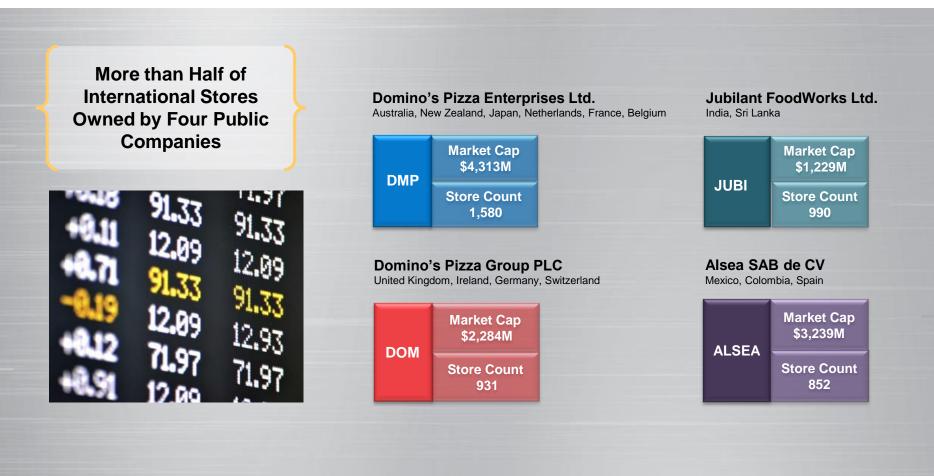
**Five-Year International Store Growth\*** 

Domino's:	+ 2,908
Pizza Hut <sup>®</sup> :	+ 2,429
Papa John's®:	+ 796



DOMINO'S PIZZA THAILAND

### **Global Momentum** Strong International Franchise Base



Market cap numbers as of April 22, 2016 DPE store count as of Feb. 17, 2016 (H1'16) Alsea store count as of April 28, 2016 (Q1'16) Market cap numbers adjusted for local currency DPG store count as of March 7, 2016 (FY'15) Jubilant store count as of Feb. 12, 2016 (Q3'16)

## **U.S. Momentum**



### U.S. Momentum Room to Grow

## **Pizza Delivery Market Share Total QSR Pizza Market Share** 14% 28% 42% 29% 57% 30% Domino's Pizza Other Major Pizza Chains **Small Chains and Independents**

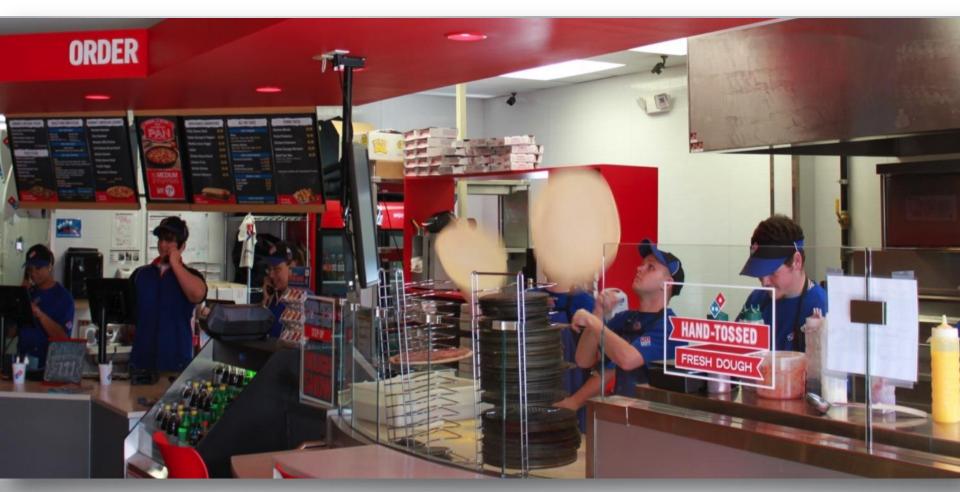
Source: The NPD Group/CREST® - year-ending December 2015 share of dollars

## U.S. Momentum 2010 Started 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
- 2010-2015 Domestic Retail Sales\* CAGR of 7.7%



### 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



16 dough manufacturing and food distribution centers

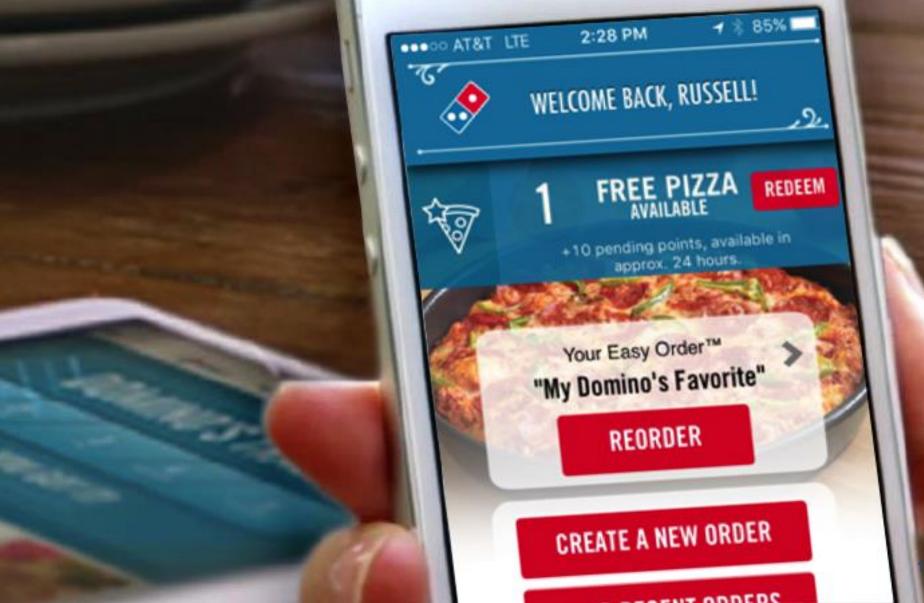
#### 1 Equipment and Supply Facility

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 \$4.7 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 Were Over 50% of Total Sales at End of 2015
- Sharing Technology Learnings Globally



\*International digital sales estimate based on reported sales information and other data from franchisees

## 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: Apple Watch, Amazon Echo, Ford SYNC<sup>®</sup>, Samsung Smart TVs<sup>®</sup>, Pebble and Android<sup>™</sup> Wear smartwatches, tweet-toorder and text-to-order
  - Voice ordering for iPhone<sup>®</sup> and Android<sup>™</sup> ordering apps
  - Launched an online loyalty program in September 2015



# **Strong Franchise Model**



## Strong Franchise Model 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 Seven Consecutive Years
  - \$120K+ in 2015\*

#### DOMINO'S PIZZA CARLSBAD, CALIFORNIA

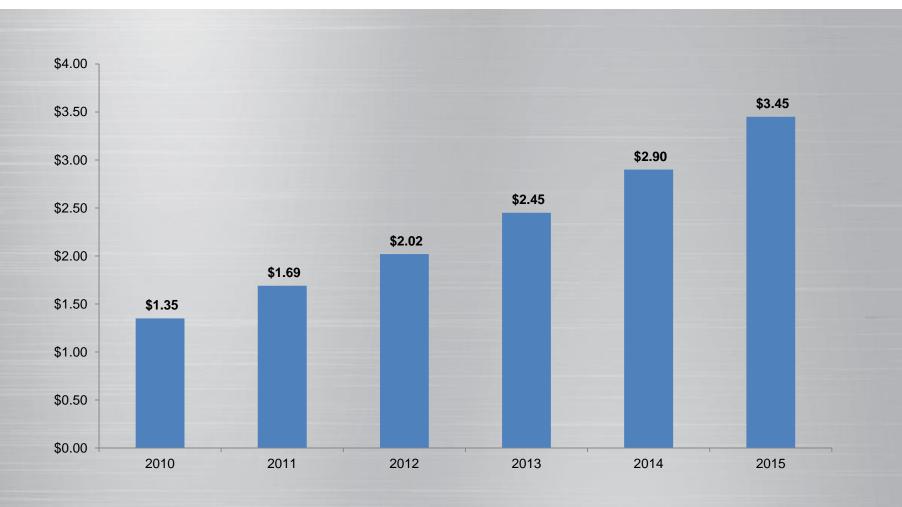


## **Strong Unit Economics = Better Store Growth**



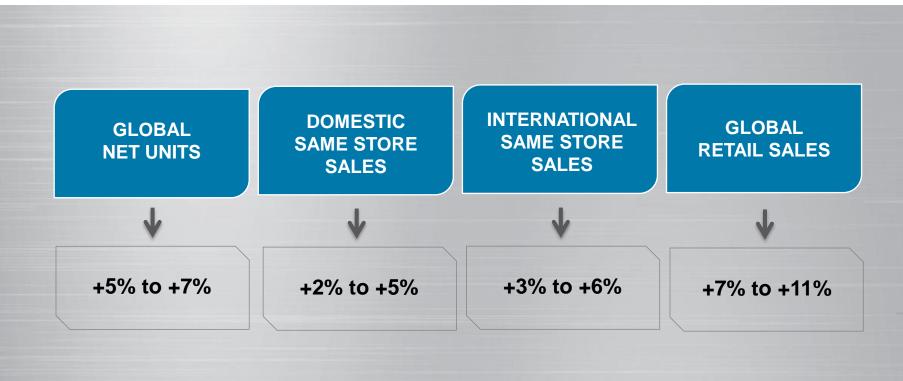


## Strong Franchise Model EPS Growth



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

## Strong Franchise Model Long Range Outlook



Tax Rate: 37% - 38%

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

## Strong Franchise Model Building Shareholder Value

- 97% Franchised Business with Historically Steady Cash Stream
- Cost-Efficient Store Model with Moderate Capital Requirements
- Franchise Model Functions Well With Leverage
  - Completed refinancing transaction in October 2015
    - \$1.3B in new fixed rate notes (blended rate of 4.1%)
  - Remaining existing debt of \$963M upon completion (5.216%)
  - Debt-to-EBITDA ratio at 5.3x upon completion (3-6x is preferred)
  - \$600M Accelerated Share Repurchase (completed in Q1 2016)

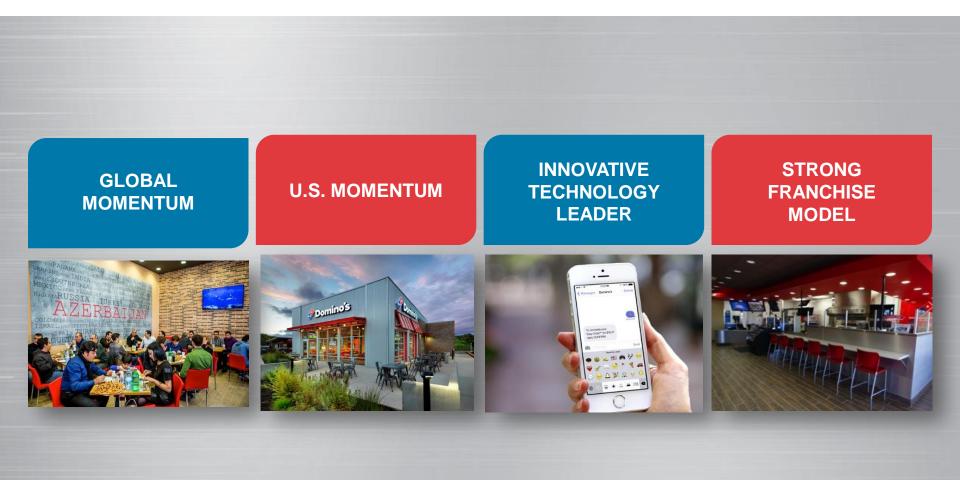
#### Have Used Free Cash Flow to:

- Buy back shares (\$739M in 2015, with \$600M from ASR)
- Pay quarterly dividends (\$80M in 2015)
- Pay two special dividends (2007 and 2012)

#### DOMINO'S PIZZA BRAZIL



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



When life gives you lemons, order a pizza. I don't care what you do with the lemons.



# **Thank You**