

## **Investor Presentation**

April 2015

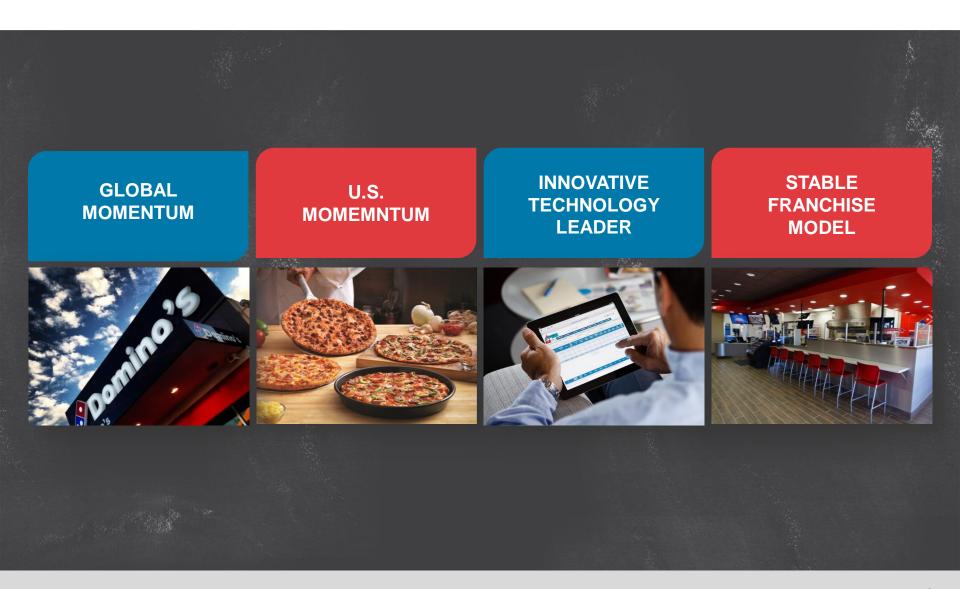
## **Legal Stuff**

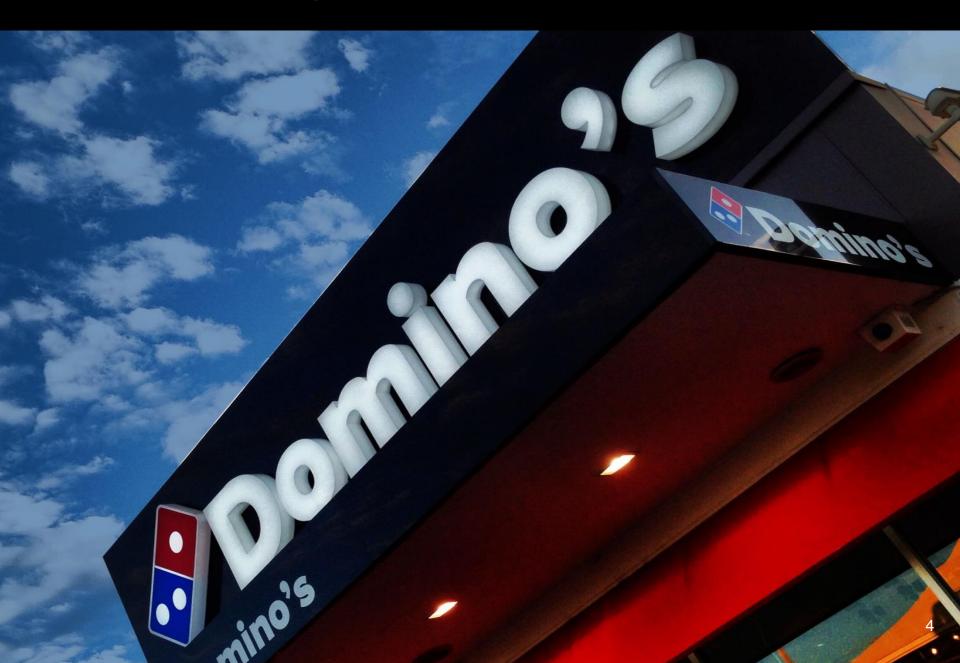
This presentation and our accompanying comments include "forward-looking statements."

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 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**





#### **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**

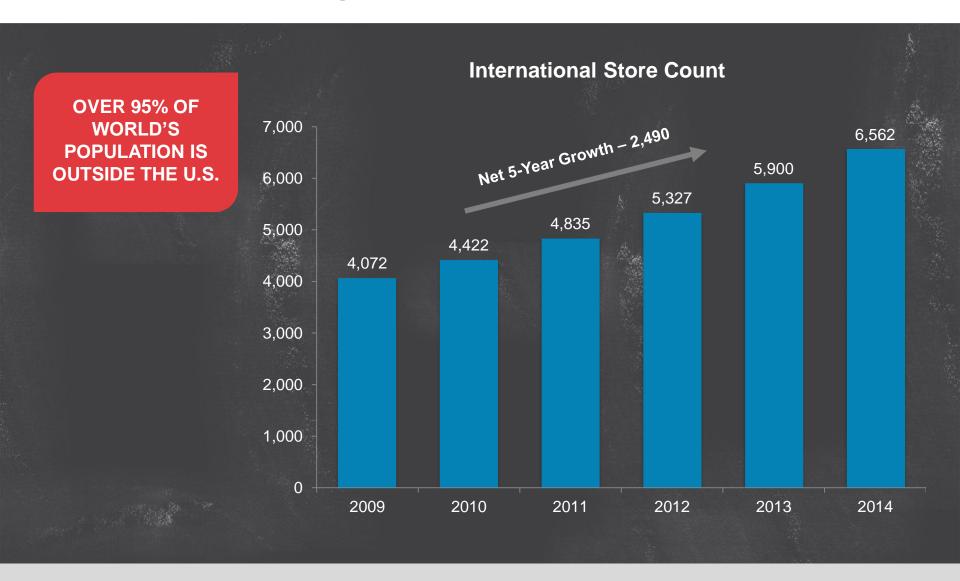
- Unprecedented over 21-year record of consecutive quarterly same store sales growth in QSR
- Profits driven by franchise royalties
- Master franchise model
- Ranks among the top publicly-traded restaurant companies by store count

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**

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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

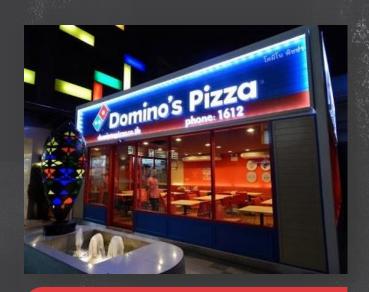
#### **Impressive International Growth in Our Category**

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

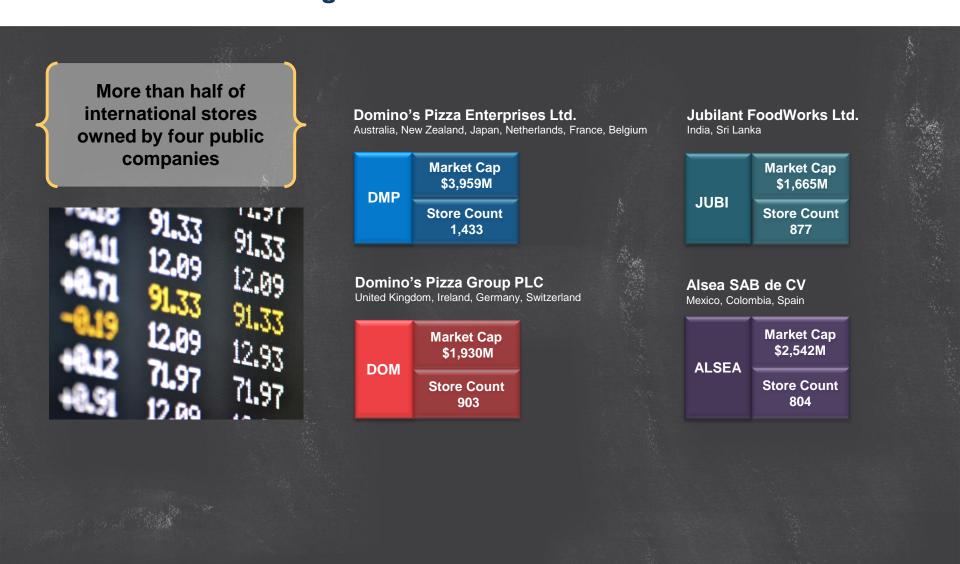
#### **Five-Year International Store Growth\***

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



DOMINO'S PIZZA THAILAND

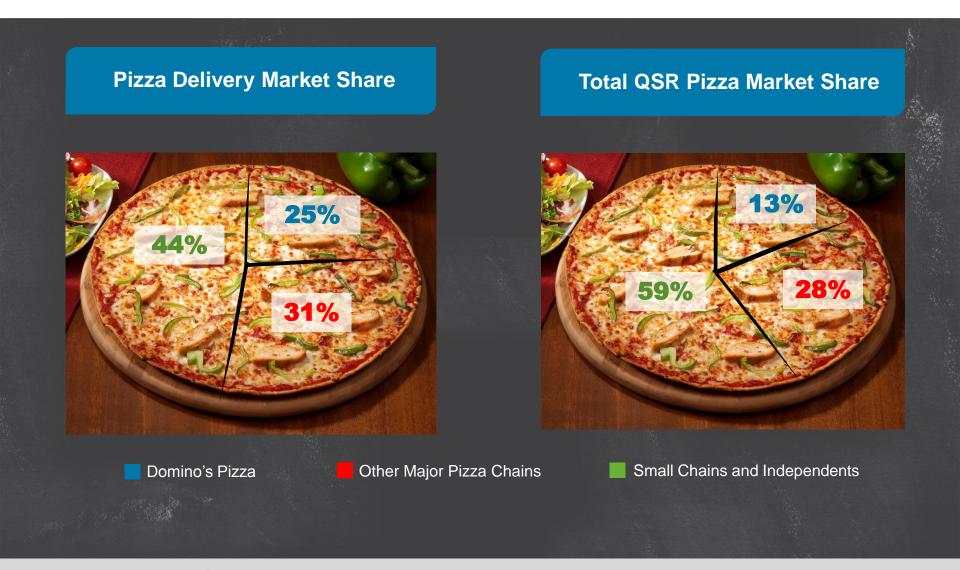
# **Global Momentum**Strong International Franchise Base



## U.S. Momentum



# U.S. Momentum Room to Grow



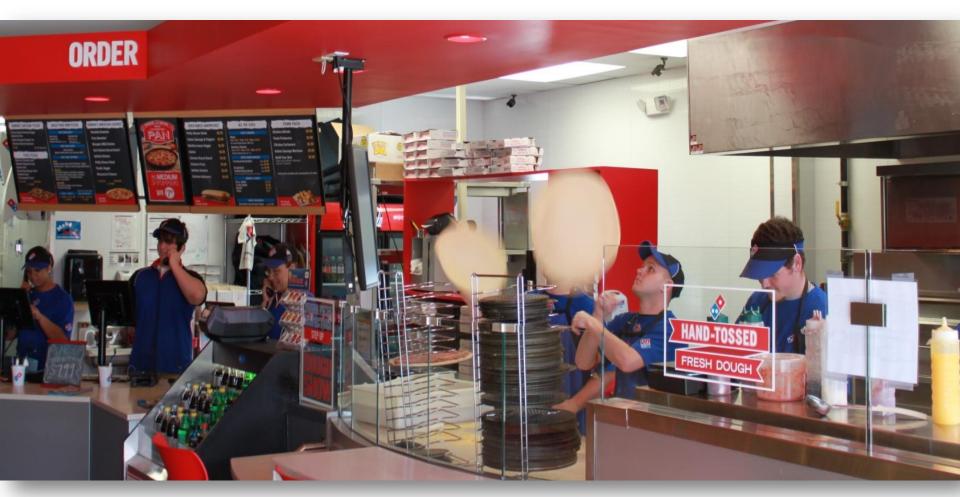
# U.S. Momentum 2010 Starts Brand Turnaround

- 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**

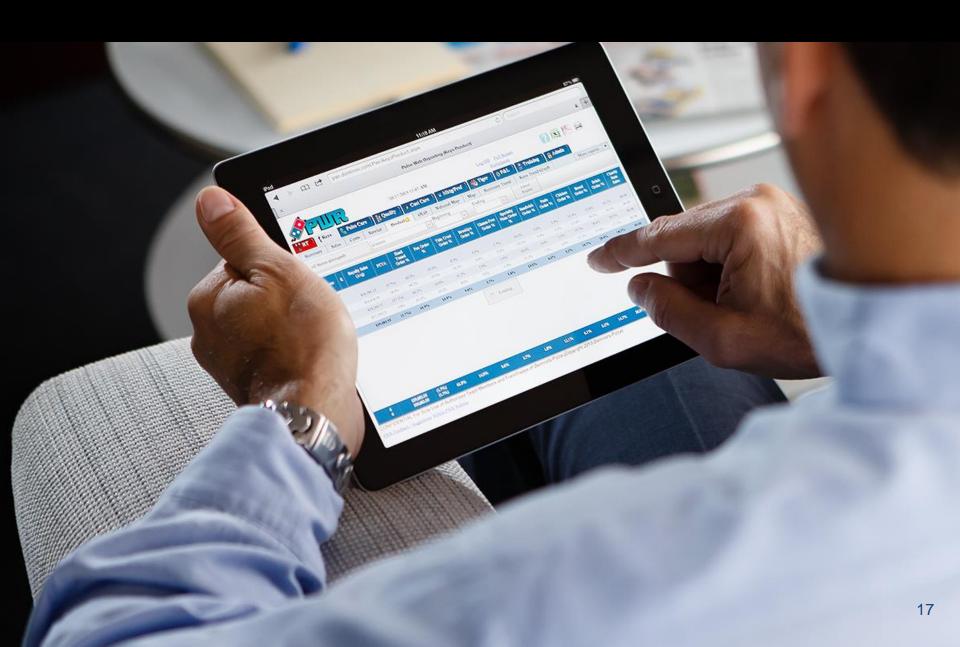


Reimage standard is global, not just in the U.S. Expect to be substantially complete by 2017

# 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**

- All U.S. stores and over 3,900 international stores run on proprietary POS system
- Pizza Profiles provide customerfocused convenience
- Profile users can reorder their favorite orders in as few as five clicks or 30 seconds
- Domino's AnyWare<sup>™</sup> platform continues to expand – now includes ordering using 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





#### **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\*

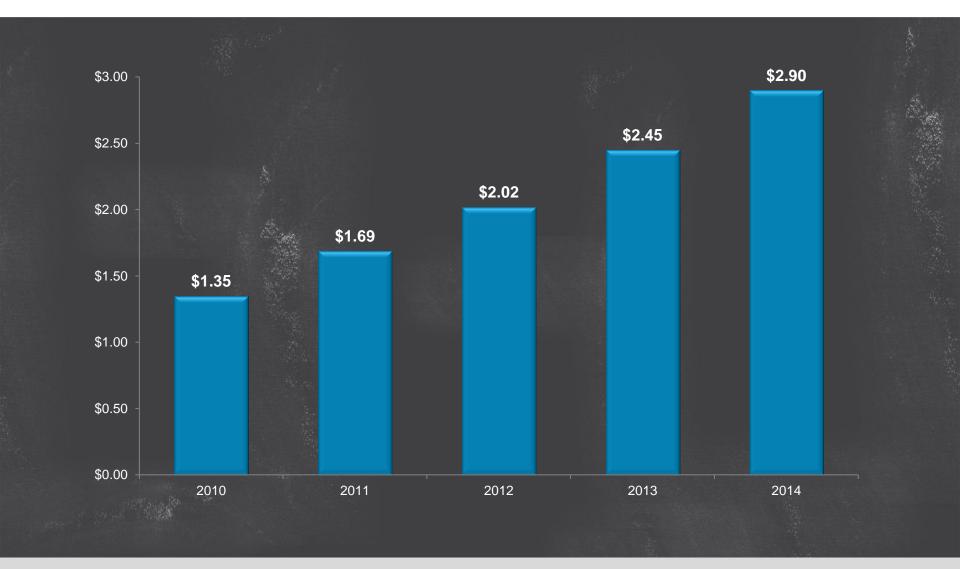
## DOMINO'S PIZZA CARLSBAD, CALIFORNIA



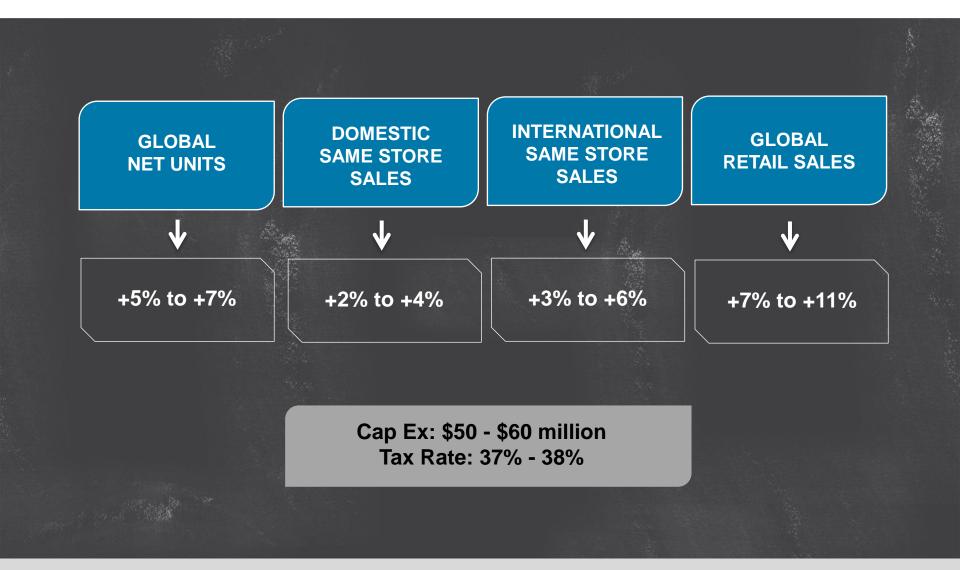
## **Strong Unit Economics = Better Store Growth**



### **Strong EPS Growth**



#### **Long Range Outlook**



#### **Building Shareholder Value**

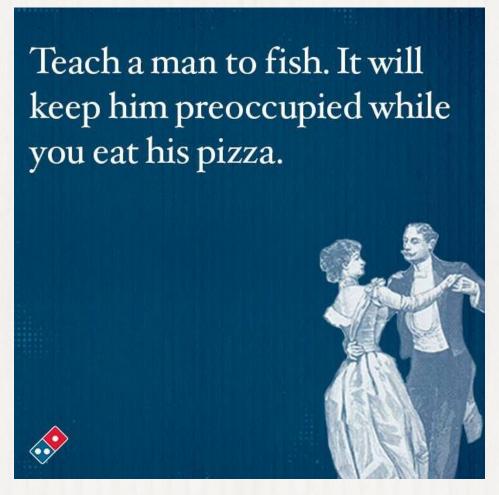
- 97% franchised business with historically steady cash stream
- Cost-efficient store model with moderate capital requirements
- Model functions well with leverage
  - Generally operate in the 3-6x debt/EBITDA range
  - \$1.53 billion debt outstanding with an approx. 5.3% cash interest rate
- Have used 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**