

Domino's Pizza® Announces Third Quarter 2019 Financial Results

Global retail sales growth of 5.8%, or 7.5% excluding foreign currency impact

U.S. same store sales growth of 2.4%

International same store sales growth of 1.7%

Global net store growth of 214 Diluted EPS up 5.1% to \$2.05

Company announces new two- to three-year outlook

ANN ARBOR, Mich., Oct. 8, 2019 PPNewswire' - Demino's Pizza, Inc., (NYSE: DPZ), the largest pizza company in the world based on global retail sales, amounced results for the third quarter, comprised of growth in global retail sales and earnings per share. Global retail sales increased 5.8% in the third quarter, or 7.5% without the regative impact of changes in foreign currency exchange rates. U.S. same store sales growth per quarter in retain the results of the pix year quarter. Central regative results, with same store sales growth of 1.7% during the quarter marked the 100rd consocrative quarter of international same store sales growth and the 3.4° consocrative quarter of international same store sales growth and the 3.4° consocrative quarter of international same store sales growth and the 3.4° consocrative quarter of international same store sales growth and the 3.4° consocrative quarter of international same store sales growth and the 3.4° consocrative quarter of international same store sales growth and the 3.4° consocrative quarter of international same store sales growth. The Company had the same store sales growth of 2.4 store, company of 3.4 store, company of 2.4 store, company of



During the third quarter of 2019, the Company's pepurchased and retired 384,338 sharies of its common stock under its Board of Directors approved share repurchase program for approximately \$93.7 million, or an average price of \$243,79 per share. On October 4, 2019, the Company's Board of Directors authorized a new share repurchase program to repurchase up to \$1.0 billion of the Company's common stock.

On October 4, 2019, the Company's Board of Directors declared a \$0.05 per share quarterly dividend for shareholders of records as of December 13, 2019 to be paid on December 27, 2019.

The sam approximately provided a solid and balanced quarter of retail sales growth across both the U.S. and international businesses. We remain steadfastly focused on driving profitable growth for the Domino's system, and rost international businesses.

Third Quarter 2019 Highlights:

(dollars in millions, except per share data)	Third Quarter of 2019		Qu	Third arter of 2018	Qua	e Fiscal arters of 2019	Three Fiscal Quarters Of 2018		
Net income	s	86.4	\$	84.1	\$	271.4	s	250.3	
Weighted average diluted shares	4	2,040,291	4	3,067,191	4	2,158,447		13,675,627	
Diluted EPS	\$	2.05	\$	1.95	\$	6.44	s	5.73	
Items affecting comparability (1)		-		-		_		0.07	
Diluted EPS, as adjusted (1)	s	2.05	\$	1.95	\$	6.44	s	5.80	

(1) Refer to the Financial Results Comparability section on page three and the Comments on Regulation G section on pages four and five for additional details.

- Revenues increased \$34.8 million, or 4.4%, in the third quarter of 2019. This increase was primarily due to an increase in inventional franchise revenues was partially offset by the negative impact of changes in foreign currency exchange rates. These increases in inventional franchise revenues was partially offset by the negative impact of changes in foreign currency exchange rates. These increases in revenues were also partially offset by lower U.S. Company-owned store revenues resulting from the previously disclosed sale of 59 Company-owned stores to certain of our existing U.S. franchisees during the second quarter of 2019.
- Net Income increased \$2.3 million, or 2.7%, in the third quarter of 2019. This increase was primarily driven by higher royally revenues from U.S. and international franchised stores and higher supply chain volumes. The increase in net income was partially offset by lower tax benefits from equity-based compensation as compared to the prior year quarter. A pre-tax gain of \$5.9 million recognized from the sale of 12 Company-owned stores in the third quarter of 2018 also partially offset the increase in net income.
- Diluted EPS was \$2.05 in the hird quarter of 2019 wersus \$1.95 in the hird quarter of 2018, which represents an increase of 5.1%. The increase in diluted EPS was driven by higher net income, as well as lower diluted share count, primarily as a result of the Company's share repurchases made during the trailing four quarters. (See the Financial Results Company) and the Company of the Company o

The table below outlines certain statistical measures utilized by the Company to analyze its performance. Refer to the Comments on Regulation G section on pages four and five for additional details.

	Third Quarter of 2019		Third Quarter of 2018	
Same store sales growth: (versus prior year period)				
U.S. Company-owned stores (1)	+ 1.7	%	+ 4.9	%
U.S. franchise stores (1)	+ 2.5	%	+ 6.4	%
U.S. stores	+ 2.4	%	+ 6.3	%
International stores (excluding foreign currency impact)	+ 1.7	%	+ 3.3	%
Global retail sales growth: (versus prior year period)				
U.S. stores	+ 6.0	%	+11.0	%
International stores	+ 5.7	%	+5.7	%
Total	+ 5.8	%	+8.3	%
Global retail sales growth: (versus prior year period, excluding foreign currency impact)				
U.S. stores	+ 6.0	%	+11.0	%
International stores	+ 9.1	%	+9.9	%
Total	+ 7.5	%	+10.4	%

	U.S. Company- owned Stores	U.S. Franchise Stores	Total U.S. Stores	International Stores	Total
Store counts:					
Store count at June 16, 2019	333	5,612	5,945	10,369	16,314
Openings	_	43	43	203	246
Closings	_	(3)	(3)	(29)	(32)
Store count at September 8, 2019	333	5,652	5,985	10,543	16,528
Third quarter 2019 net store growth	_	40	40	174	214
Trailing four quarters net store growth (2)	6	228	234	940	1,174
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(2) Trailing four quarters net store growth does not include the effect of transfers. In the second quarter of 2019, the Company sold 59 U.S. Company-owned stores to certain of its existing U.S. franchisees.

The Company announced a new long-range outlook for certain business metrics. This new two- to three-year outlook replaces the Company's prior three- to five-year outlook.

Updated Outlook:

Business Metrics	New 2-3 Year Outlook	
Global retail sales growth	7-10%	8-12
U.S. same store sales growth	2-5%	3-6
International same store sales growth	1-4%	3-6
Global net store growth	6-8%	6-8

The Company, will be it Quarterly (Report on Form 10 Q this morning. As previously amountced, Domino's Pizza, fix, will hidd a conference call today at 10 a.m. (Eastern) to review its third quarter 2019 financial results. The call can be accessed by disling (866) 470-5239 (U.S.Canada) or (409) 217-8311 (International). Ask for the Domino's Pizza conference call, D7165367. The call will also be webcast, and will be achieved for one year. On the Education of the Financial Results Comparability

Financial results for the Company can be significantly affected by changes in our capital structure, our effective tax rate, adoption of new accounting guidance, store porfolio changes and other factors. Our recapitalization transactions have historically resulted in higher net interest expense due primarily to higher net debt levels, as well as the amortization of debt issuance costs associated with the repayment of cer of the Company's notes. Additionally, repurchases and relimented of the Company's contex. Additionally, repurchases and relimented to the Company's contex. Additionally, repurchases and relimented to the Company's contex and to the Company's financial results for the three fiscal quarters of 2019 as compared to the same periods in 2018 (refer to the Comments on Regulation G section on pages four and the read-to-control of the Company's financial results for the three fiscal quarters of 2019 as compared to the same periods in 2018 (refer to the Comments on Regulation G section on pages four and the read-to-control of the Company's financial results for the three fiscal quarters of 2019 as compared to the same periods in 2018 (refer to the Comments on Regulation G section on pages four and the read-to-control of the Company's financial results for the three fiscal quarters of 2019 as compared to the same periods in 2018 (refer to the Comments on Regulation G section on pages four and the comment of the Comment of the Company's financial results for the three fiscal quarters of 2019 as compared to the same periods in 2018 (refer to the Comments on Regulation G section on pages four and the comment of the Com

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(1) Represents legal, professional and administrative free incurred in connection with the Company's 2018 recapitalization transaction in which certain of the Company's subsidiaries issued notes pursuant to an asserbacked securitization (the "2018 Recapitalization"). The notes consisted of \$425.0 million of Series 2016-1 4,116% Fixed Rate Serior Secured Notes, Class A-2-4 and \$400.0 million of Series 2016-1 4,226% Fixed Rate Serior Secured Notes, Class A-2-4 (collectively, the "2018 Notes").

(2) Represents interest expense the Company incurred on its 2015 five-year fixed rate notes subsequent to the closing of the 2018 Recapitalization but prior to the repayment of the 2015 five-year fixed rate notes, resulting in the payment of interest on both the 2015 five-year fixed rate notes and 2018 Notes for a short period of time.

(3) Represents the write-off of debt issuance costs related to the extinguishment of the 2015 five-year fixed rate notes in connection with the 2018 Recapitalization

Share Repurchases

ed share repurchase program for approximately \$93.7 million, or an average price of \$243.79 per share. As of September 8, 2019, the end of the third quarter, the Company's total remaining On October 4, 2019, the Company's Board of Directors authorized a new share repurchase program to repurchase up to \$1.0 billion of the Company's common stock. This repurchase program replaces the remaining a valiability of approximately \$53.6 million under the Company's existing \$750.0 million share repurchase program.

- \$66.7 million of unrestricted cash and cash equivalents;
- \$3.44 billion in total debt; and
- \$126.9 million of available borrowings under its \$175.0 million variable funding notes, net of letters of credit issued of \$48.1 million.

Net cash provided by operating activities was \$224.6 million during the three fiscal quarters of 2019. The Company invested \$42.7 million in capital expenditures during the three fiscal quarters of 2019. Free cash flow, as reconciled below to net cash provided by operating activities, as determined under accounting principles generally accepted in the United States of America ("GAAP"), was approximately \$281.9 million during the three fiscal quarters of 2019 [Pedr to Comments on Regulation G section below for additional details].

(in thousands)	Three Fiscal Quarters of 2019				
Net cash provided by operating activities	\$	324,596			
Capital expenditures		(42,676)			
Free cash flow	\$	281,920			

Comments on Regulation G

commonly used statistical measures in the quick-service restaturant industry that are important to understanding Company performance.

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The Company user (bodied retail sales is restaurant industry that are important to understanding free that are based on a percentage of franchise retail sales. The Company reviews companable industry global retail sales information is useful in analyzing revenues because tranchises pay you give in revenues. Global retail sales growth is calculated as the change of use.

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The Company believes that the clisted EPS, as adjusted. "Prior is calculated as the period of the prior year period." The most directly companied frame the period of the prior year period.

The Company believes that the clisted EPS, as adjusted, measure is important and used to investor and direct

The Company uses "Same store sales growth," which is calculated by including only sales from stores that also had sales in the compandule period of the prior year. International same store sales growth is calculated similarly to U.S. same store sales growth. Changes in international same store sales growth, or company to the calculated prior to the calculated prio The Company user. Fines cash flow: "which is calculated as a net east provided by operating schildres, less capital expenditures, both as reported under GAAP. The Company believes that the free cash flow measure is important to investors and other interested persons, and that such persons benefit from having a measure which communicates how much cash flow is available for working capital needs or be used depresent.

About Domino's Pizza®

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SAFE HARBOR STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995:

SAFE HARROR STATEMENT UNDER THE PRIVATE SECURITIES LITINGATION REFORM ACT OF 1982.

This passes release contains various forward obligant gastaments about the Carpunary with the near-agent of the Private Securities Litingation Reform Act of 1996 (the "Act") that are based on current management expectations that involve substantial risks and uncertainties which could cause adual results to differ materially from the results expressed in, or implied by, fless forward-locking statements as the contraction of the country of the private Securities and programmate." potential." Total country of the state of the value has been programmated in the state of the private state of the

TABLES TO FOLLOW

Domino's Pizza, Inc. and Subsidiaries Condensed Consolidated Statements of Income (Unaudited)

Fiscal Quarter Ended

		tember 8, 2019	% of Total Revenues	Total		tember 9, 2018		% of Total Revenues	
(In thousands, except per share data)									
Revenues:									
U.S. Company-owned stores	\$	94,575			\$	118,540			
U.S. franchise royalties and fees		97,047				89,427			
Supply chain		485,110				445,096			
International franchise royalties and fees		54,586				50,424			
U.S. franchise advertising		89,494				82,478			
Total revenues		820,812	100.0	%		785,965		100.0	%
Cost of sales:									
U.S. Company-owned stores		71,610				92,998			
Supply chain		432,951		_		397,688			
Total cost of sales		504,561	61.5	%		490,686		62.4	%
Operating margin		316,251	38.5	%		295,279		37.6	%
General and administrative		83,728	10.2	%		80,369		10.2	%
U.S. franchise advertising		89,494	10.9	%		82,478		10.6	%
Income from operations		143,029	17.4	%		132,432		16.8	%
Interest expense, net		(32,784)	(4.0)	%		(33,184)		(4.2)	%
Income before provision for income taxes		110,245	13.4	%		99,248		12.6	%
Provision for income taxes		23,872	2.9	%		15,153		1.9	%
Net income	\$	86,373	10.5	%	\$	84,095		10.7	%
Earnings per share:									
Common stock – diluted	\$	2.05			\$	1.95			

Domino's Pizza, Inc. and Subsidiaries Condensed Consolidated Statements of Income (Unaudited)

Three Fiscal Quarters Ended

	Sej	ptember 8, 2019		% of Total Revenues		Sej	otember 9, 2018		% of Total Revenues	
(In thousands, except per share data)										
Revenues:										
U.S. Company-owned stores	\$	323,026				\$	358,521			
U.S. franchise royalties and fees		289,349					266,335			
Supply chain		1,424,787					1,326,076			
International franchise royalties and fees		164,145					154,182			
U.S. franchise advertising		267,115					245,618			
Total revenues		2,468,422		100.0	%		2,350,732		100.0	%
Cost of sales:										
U.S. Company-owned stores		247,516					278,012			
Supply chain		1,265,695					1,183,996			
Total cost of sales		1,513,211		61.3	%		1,462,008		62.2	%
Operating margin		955,211		38.7	%		888,724		37.8	%
General and administrative		262,640		10.7	%		251,053		10.7	%
U.S. franchise advertising		267,115		10.8	%		245,618		10.4	%
Income from operations		425,456		17.2	%		392,053		16.7	%
Interest expense, net		(100,089)		(4.0)	%		(97,938)		(4.2)	%
Income before provision for income taxes		325,367	-	13.2	%		294,115		12.5	%
Provision for income taxes		53,985		2.2	%		43,785		1.9	%

Net income	\$	271,382	11.0	%	\$	250,330	10.6	%
Earnings per share:				_				_
Common stock – diluted	s	6.44			s	5.73		

	Septembe 2019	8,	De	cember 30, 2018
(In thousands)				
Assets				
Current assets:				
Cash and cash equivalents	\$ 66.	706	\$	25,438
Restricted cash and cash equivalents	177,	192		166,993
Accounts receivable, net	185,	103		190,091
Inventories	51,	010		45,975
Prepaid expenses and other	15,	138		25,710
Advertising fund assets, restricted	109,	190		112,744
Total current assets	605,	139		566,951
Property, plant and equipment, net	216,	210		234,939
Operating lease right-of-use assets	227,	195		-
Other assets	111,	228		105,495
Total assets	\$ 1,160,	272	\$	907,385
Liabilities and stockholders' deficit	-	_	_	
Current liabilities:				
Current portion of long-term debt	\$ 35,	35	\$	35,893
Accounts payable	95,	57		92,546
Operating lease liabilities	32,	203		_
Advertising fund liabilities	104,	945		107,150
Other accrued liabilities	152,	505		144,154
Total current liabilities	421,	245	_	379,743
Long-term liabilities:				
Long-term debt, less current portion	3,407,	101		3,495,691
Operating lease liabilities	202,	128		_
Other accrued liabilities	65,			71,872
Total long-term liabilities	3,674,	576	_	3,567,563
Total stockholders' deficit	(2,935,			(3,039,921)
		_	_	
Total liabilities and stockholders' deficit	\$ 1,160,	12	\$	907,385

	Three Fiscal	Quarters Ended
	September 8, 2019	September 9, 2018
(In thousands)		
Cash flows from operating activities:		
Net income	\$ 271,382	\$ 250,330
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	40,982	35,770
Loss (gain) on sale/disposal of assets	3,141	(5,187)
Amortization of debt issuance costs	3,288	6,581
Provision for deferred income taxes	1,627	1,737
Non-cash compensation expense	13,269	15,660
Excess tax benefits from equity-based compensation	(19,670)	(22,722)
Other	774	356
Changes in operating assets and liabilities	16,214	(25,580)
Changes in advertising fund assets and liabilities, restricted	(6,411)	5,574
Net cash provided by operating activities	324,596	262,519
Cash flows from investing activities:		
Capital expenditures	(42,676)	(65,074)
Proceeds from sale of assets	9,738	8,213
Maturities of advertising fund investments, restricted	30,152	44,007
Purchases of advertising fund investments, restricted	_	(50,152)
Other	(351)	(2,357)

Net cash used in investing activities		(3,137)		(65,363
Cash flows from financing activities:				
Proceeds from issuance of long-term debt		-		905,000
Repayments of long-term debt and finance lease obligations		(91,860)		(595,067
Proceeds from exercise of stock options		10,122		8,96
Purchases of common stock		(105,149)		(429,190
Tax payments for restricted stock upon vesting		(5,820)		(6,849
Payments of common stock dividends and equivalents		(53,598)		(46,720
Cash paid for financing costs		-		(8,207
Net cash used in financing activities		(246,305)		(172,066
Effect of exchange rate changes on cash		139		(235
Change in cash and cash equivalents, restricted cash and cash equivalents		75,293		24,85
Cash and cash equivalents, beginning of period		25,438		35,76
Restricted cash and cash equivalents, beginning of period		166,993		191,762
Cash and cash equivalents included in advertising fund assets, restricted, beginning of period		44,988		27,316
Cash and cash equivalents, restricted cash and cash equivalents and cash and cash equivalents included in advertising fund assets, restricted, beginning of period	_	237,419		254,84
Cash and cash equivalents, end of period		66,706		84,600
Restricted cash and cash equivalents, end of period		177,292		168,170
Cash and cash equivalents included in advertising fund assets, restricted, end of period		68,714		26,93
Cash and cash equivalents, restricted cash and cash equivalents and cash and cash equivalents included in advertising fund assets, restricted, end of period	s	312,712	s	279,70
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