





# **Investor Presentation**

January 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 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.

This presentation contains trade names, trademarks and service marks of other companies. We do not intend our use or display of other parties' trade names, trademarks and service marks to imply a relationship with, or endorsement or sponsorship of, these other parties.

## Domino's - Iconic Brand

GLOBAL MOMENTUM

**U.S. MOMENTUM** 

INNOVATIVE TECHNOLOGY LEADER

STABLE FRANCHISE MODEL











## **Enterprise of More than 12,100 Stores**

52% International
Global Retail Sales

IN OVER 80 DEVELOPED AND EMERGING MARKETS
7,007 STORES



48% Domestic Global Retail Sales

900 U.S. INDEPENDENT BUSINESS OWNERS 5,112 STORES



# Global Momentum Same Store Sales Track Record



# Global Momentum 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

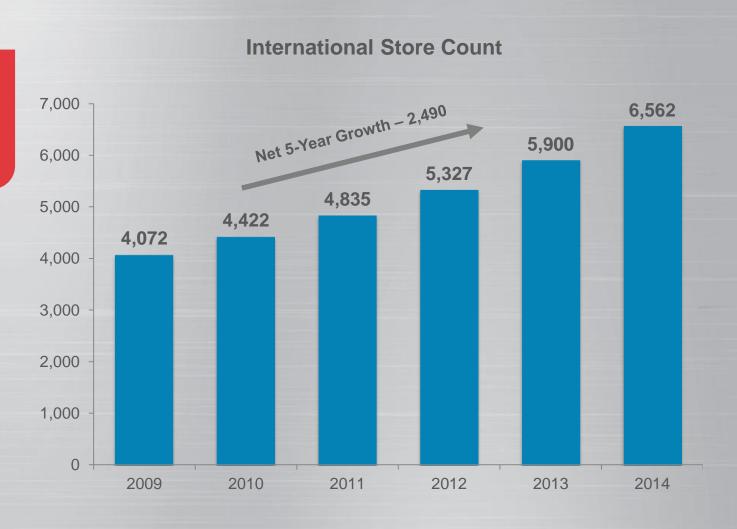
Five-Year International Retail Sales CAGR of 14%\*



DOMINO'S PIZZA VIETNAM

## **Strong International Store Growth**

OVER 95% OF WORLD'S POPULATION IS OUTSIDE THE U.S.



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

## **Developed Markets**

Top Markets	Last Disclosed Store Count*	Potential Store Count
UK / Ireland	881	1,200
Australia / New Zealand	653	900
South Korea	415	500
Japan	384	850
Canada	384	650
France	250	1,000
Netherlands	170	300
Spain	153	350
Taiwan	130	150
TOTAL	3,420	5,900

## **Emerging Markets**

Top Markets	Last Disclosed Store Count*	Potential Store Count
India	950	1,800
Mexico	610	700
Turkey	457	700
Saudi Arabia	154	250
Malaysia	142	350
Brazil	129	500
TOTAL	2,442	4,300

- #1 or #2 Pizza Delivery Market Position in Top 15 Markets
- Potential for Additional 4,300 Stores in Top 15 Markets Alone

Delivery market position and potential store count based on Company and master franchisee estimates

<sup>\*</sup>Australia/New Zealand, Japan, Netherlands, and France store count as of June 28, 2015

<sup>\*</sup>United Kingdom store count as of June 28, 2015 \*All other countries based on DPZ's Q3 2015 reported store count

## 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>: + 2,065

Papa John's<sup>®</sup>: + 688



DOMINO'S PIZZA THAILAND

# **Global Momentum**Strong International Franchise Base

More than Half of International Stores Owned by Four Public Companies



#### Domino's Pizza Enterprises Ltd.

Australia, New Zealand, Japan, Netherlands, France, Belgium

DMP	Market Cap \$2,334M	
DIVII	Store Count 1,489	

#### **Domino's Pizza Group PLC**

United Kingdom, Ireland, Germany, Switzerland



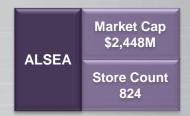
#### Jubilant FoodWorks Ltd.

India, Sri Lanka



#### Alsea SAB de CV

Mexico, Colombia, Spain



# **U.S. Momentum**



# U.S. Momentum Room to Grow

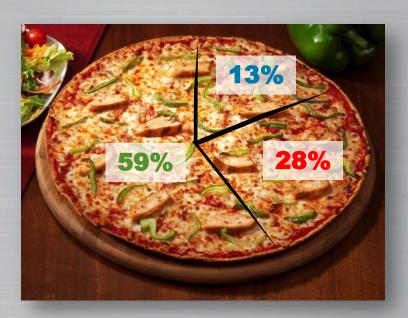
## **Pizza Delivery Market Share**

# 25%

Domino's Pizza

Other Major Pizza Chains

#### **Total QSR Pizza Market Share**



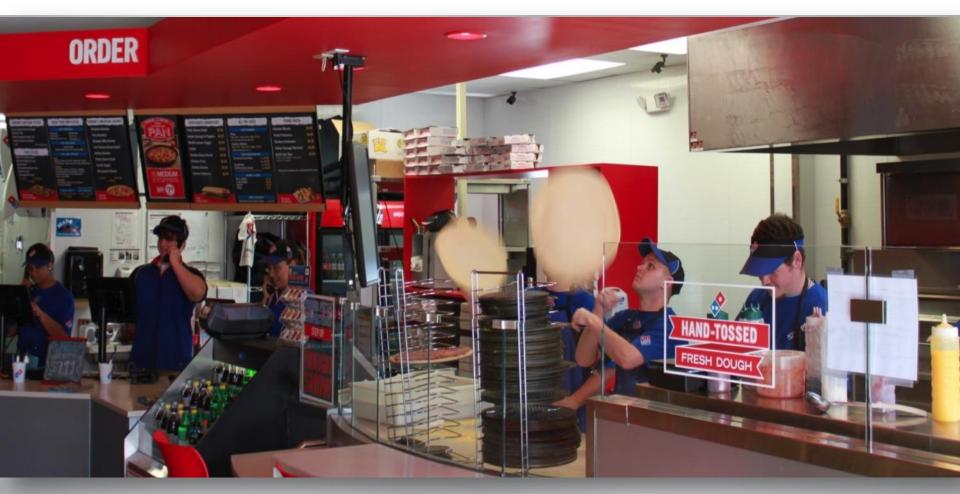
Small Chains and Independents

# 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
- Increasing Franchisee Profitability
- 2009-2014 Domestic Retail Sales\* CAGR of 5.9%



# **U.S. Momentum**Next Step – Store Reimage

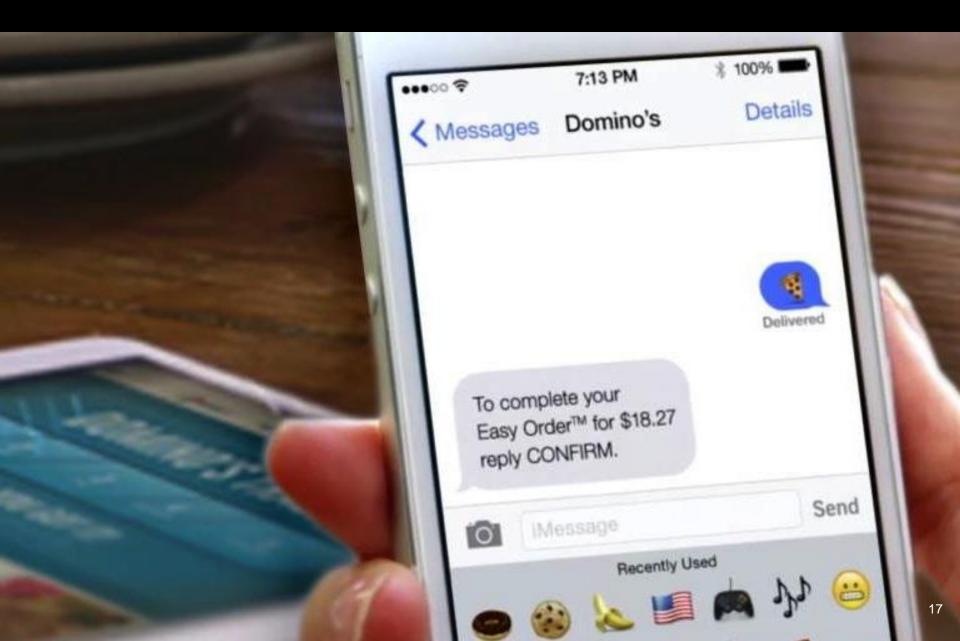


Reimage Standard Is Global, Not Just in the U.S. Expect to Be Substantially Complete by 2017

# **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**

- 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:
     Ford SYNC<sup>®</sup>, Samsung Smart TVs<sup>®</sup>,
     Pebble and Android<sup>™</sup> Wear smartwatches,
     tweet-to-order and text-to-order
  - Now offer voice ordering for iPhone<sup>®</sup>
     and Android<sup>™</sup> ordering apps
  - Launched an online loyalty program in Sept. 2015





## **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



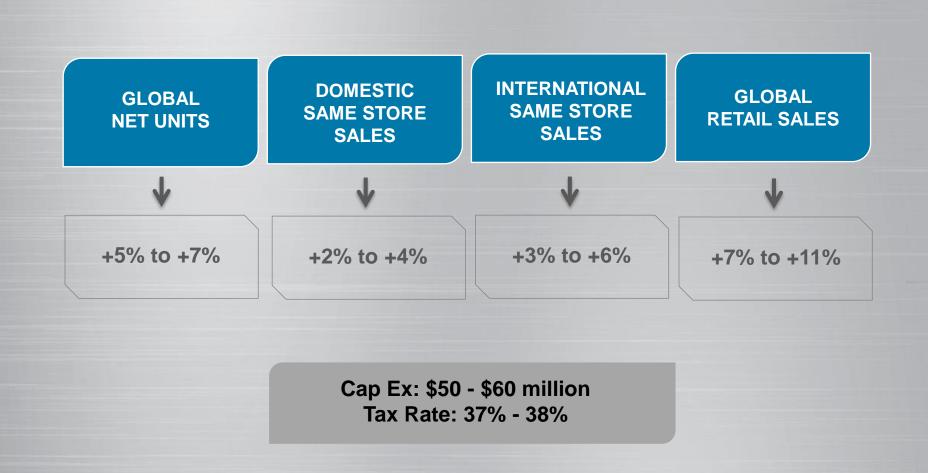
## **Strong Unit Economics = Better Store Growth**



## **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
- Franchise Model Functions Well With Leverage
  - Completed refinancing transaction in October 2015
    - \$1.3 billion in new fixed rate notes (blended rate of 4.1%)
  - Existing debt of \$963 million (5.216%)
  - Debt-to-EBITDA ratio at 5.3x upon completion (3-6x is preferred)
  - \$600 million Accelerated Share Repurchase (through Q1 2016)
- Have Used Free Cash Flow to:
  - Buy back shares (\$82 million in 2014)
  - Pay quarterly dividends (\$53 million in 2014)
  - Pay two special dividends 2007 and 2012

#### DOMINO'S PIZZA BRAZIL



## Why Domino's?

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

GLOBAL MOMENTUM

RESURGENT DOMESTIC BUSINESS

INNOVATIVE TECHNOLOGY LEADER

STABLE FRANCHISE MODEL











# **Thank You**