



26 September 2012

### **DOMINO'S PIZZA GROUP plc**

#### *Quarter Three Interim Management Statement 13 weeks to 23 September 2012*

Domino's Pizza Group plc ("Domino's", the "Company" or the "Group"), the leading pizza delivery company with stores in the UK, Republic of Ireland, Germany and Switzerland, today announces its Interim Management Statement for the 13 week period to 23 September 2012 (the "period").

System sales for the period were up by 7.9% to £136.4m (2011: £127.0m), with year to date system sales up by 10.0% to £424.1m (2011: £385.4m). Despite the challenging economic climate, like-for-like sales in the 660 mature stores in the UK and Republic of Ireland (2011: 605 mature stores) for the period continued to grow. In the UK only, like-for-like sales for the period were up by 3.7% (2011: 4.1%), while the equivalent figure in Euros for the Republic of Ireland was down 2.1% (2011: down 4.1%). Year to date, UK like-for-like sales have risen by 5.1% (2011: 3.6%) and in the Republic of Ireland they are up by 1.2% in Euros (2011: down 5.6%).

Online sales also continue to increase, with e-commerce accounting for 58.4% of UK delivered sales (2011: 46.5%) in the 13 week period. Total online sales for the period rose by 39.3% to £62.8m (2011: £44.8m) and have reached £184.9m for the year to date (2011: £129.9m). Within this figure, mobile sales continue to rise sharply, up by 46.9%, and now account for 18.5% of total online sales.

During the period, Domino's opened 11 new stores in the UK, Republic of Ireland and Germany (2011: 15), taking the total opened so far this year to 34 (2011: 37). While we faced some planning challenges in the UK which slowed our opening of new stores in Q3, we remain on track to reach a target of 60 new stores in the UK and 12 in Germany by the end of the financial year. During the period, we closed one store – a trial concept in Tesco in Dudley (2011: one). At the period end, Domino's had a total of 748 stores in the UK and Republic of Ireland (2011: 698) and 10 in Germany (2011: four).

On 24 September 2012, we legally completed the acquisition of the business and assets of Domino's Switzerland, adding 12 stores to the Group's portfolio and the exclusive rights to develop the market in Switzerland, Liechtenstein and Luxembourg. At the same time, we obtained the option to acquire Austria as a franchise territory and this option runs until the end of 2014. The German business continues to progress well and we are confident that these new markets will be an additional engine for growth in future years. We will be moving our German head office operation from Berlin to Dusseldorf before the year end, as well as opening a new commissary to service this expanding market – the fourth commissary for the Domino's Pizza Group.

Lance Batchelor, Chief Executive, commented: "I am pleased to report that Q3 has been another period of growth for Domino's. Our franchisees continue to show demonstrable enthusiasm and commitment to drive the business forward, even in a challenging economic climate. We continue to set ourselves ambitious targets but believe that a great product, supported by exemplary customer service and innovative marketing will deliver strong growth in the years to come.

"We approach the fourth quarter, traditionally our strongest trading period, with continued optimism and determination. We have exciting marketing initiatives in place across our markets and we are confident of meeting City consensus earnings for the full year."

**-Ends-**

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**Notes to Editors:**

Domino's Pizza Group plc is the leading player in the fast-growing pizza delivery market and holds the exclusive master franchise to own, operate and franchise Domino's Pizza stores in the UK, Republic of Ireland, Germany, Switzerland, Liechtenstein and Luxembourg. The first UK store opened in Luton in 1985 and the first Irish store opened in 1991. In April 2011, the Group acquired a majority stake in the exclusive master franchise to own, operate and franchise Domino's Pizza stores in Germany. In September 2012, the Group acquired the master

franchise for Switzerland, Luxembourg and Liechtenstein and an option to open stores in Austria prior to the end of 2014.

As at 24 September 2012, there were 770 stores in the UK, Republic of Ireland, Germany and Switzerland. Of these, 597 stores are in England, 51 are in Scotland, 30 are in Wales, 20 are in Northern Ireland, one is on the Isle of Man, one is a mobile unit, 48 are in the Republic of Ireland, 10 are in Germany and 12 are in Switzerland.

Founded in 1960, Domino's Pizza is one of the world's leading pizza delivery brands. Through its primarily franchised system, Domino's Pizza operates a global network of more than 10,000 Domino's Pizza stores in 73 international markets. Domino's Pizza has a singular focus – the home delivery of pizza, freshly made to order with high quality ingredients.

Customers in the UK can order online at [www.dominos.co.uk](http://www.dominos.co.uk), in the Republic of Ireland at [www.dominos.ie](http://www.dominos.ie) and in Germany at [www.dominos.de](http://www.dominos.de). In addition, mobile customers can order by downloading Domino's free iPhone, iPad and Android apps.

**For photography, please visit the media centre at [www.dominos.uk.com](http://www.dominos.uk.com), contact the Domino's Press Office on +44 (0)1908 580732, or call MHP on +44 (0)20 3128 8100.**