



# FOCUS ON THE CORE

Full year results 2025

DOMINO'S PIZZA GROUP PLC

10 MARCH 2026



FULL YEAR RESULTS 2025

# AGENDA

**1. Overview** – Nicola Frampton, Interim CEO

**2. Financial performance** – Richard Snow, Interim CFO

**3. Delivering our strategy** – Nicola Frampton, Interim CEO

**4. Q&A**

**5. Appendix**



**Domino's®**

I MIGHT BE...

**INTERIM**



BUT I AM HUGELY

**INVESTED**



# MOMENTUM, CAPABILITY & CONFIDENCE

World class Domino's brand,  
with the #1 market share in  
UK&I

Loyal customer base of over  
12m (of which c.8m are on  
our app)

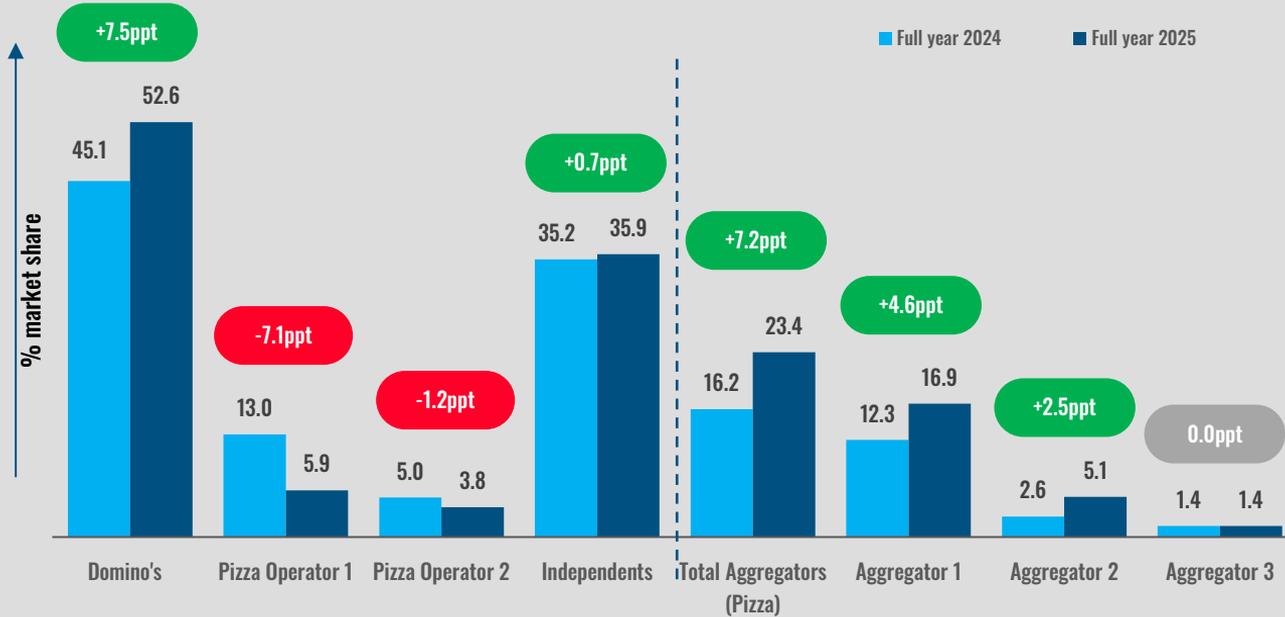
Our system wide sales are  
90% digital

- The Marketing Society Brand of the Year 2025
- Most Progress award at the 2025 Inclusion in Hospitality, Travel & Leisure Awards
- Our Academy Manager Programme was recognised with a Princess Royal Training Award
- Silver at the Creative Moment Awards for the *Eau de Passion* PR campaign
- A Business Charity Partnership Award for our longstanding partnership with TCT
- The Customer Service Team were awarded the Customer Service Excellence (CSE) certification (2026)



# CONTINUED MARKET SHARE GROWTH

## PIZZA TAKEAWAY VALUE MARKET SHARE

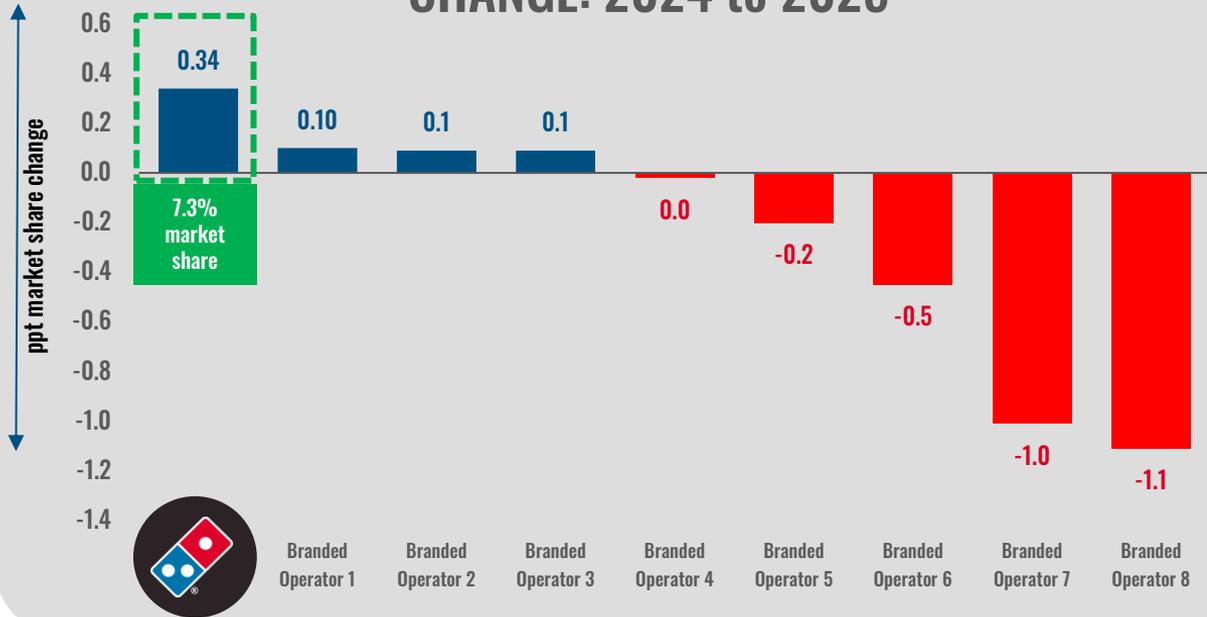


Domino's has continued to grow share via increased brand strength, excellent service and innovation.



# AND BROADER QSR MARKET SHARE GROWTH

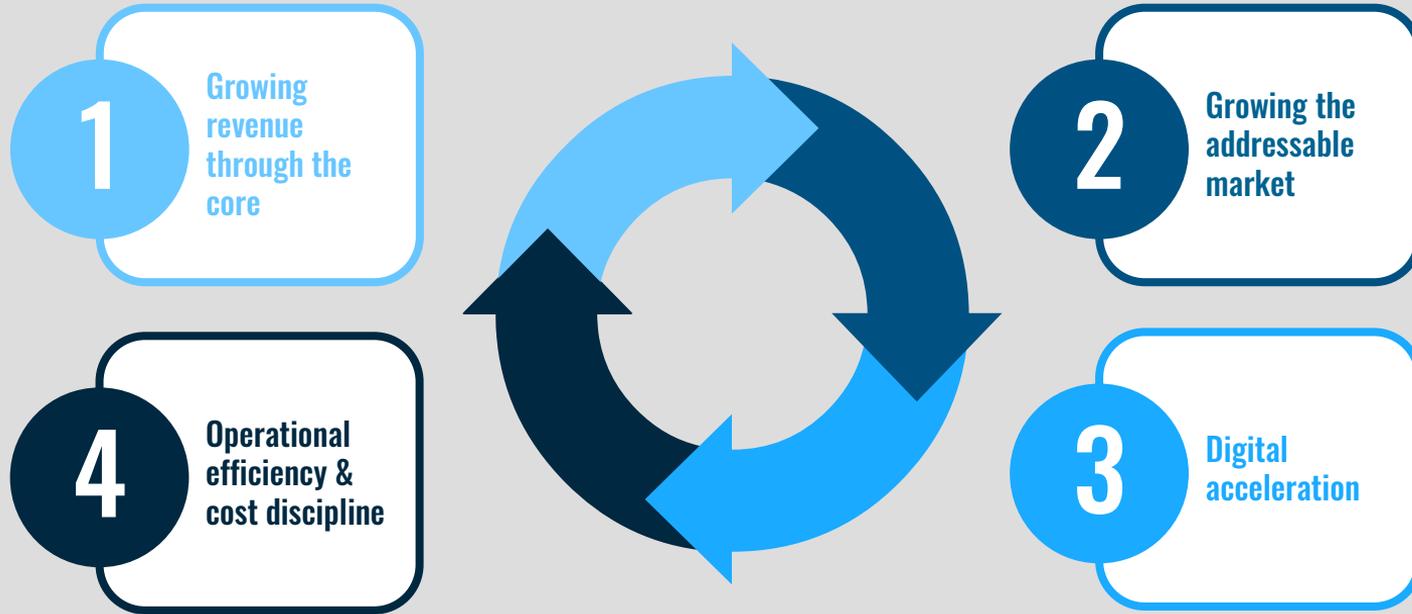
## QSR TAKEAWAY, PPT MARKET SHARE CHANGE: 2024 to 2025



Domino's has continued to take share in 2025 from total QSR takeaway market



# A CORE-LED GROWTH STRATEGY FOR 2026



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# FY 25 FINANCIAL HIGHLIGHTS

SUSTAINED FREE CASH FLOW GENERATION IN A TOUGHER OPERATING ENVIRONMENT

SYSTEM SALES

£1595.6m

+1.5%

TOTAL ORDERS

71.1M

(0.9)%

LFL SALES<sup>1</sup>

+0.2%

DPG REVENUE

£685.4m

+3.2%

UNDERLYING<sup>2</sup> EBITDA

£133.9m

(6.6)%

FREE CASHFLOW

£80.7m

(4.7)%

UNDERLYING<sup>2</sup> EPS

17.6p

(13.7)%

PROPOSED FY DPS

7.7p

+2.7%

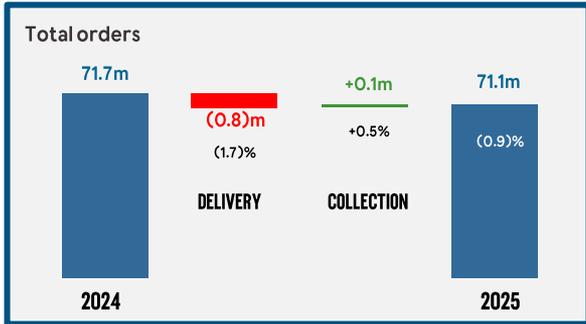
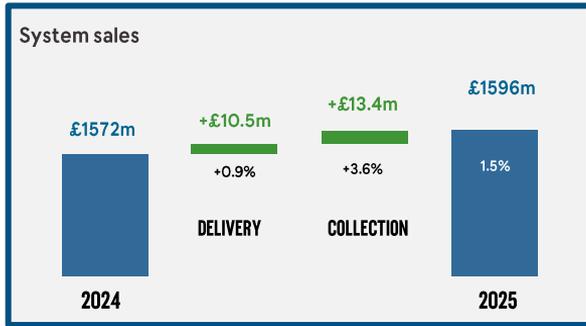
1. Excluding splits
2. See "non-underlying items" for more detail

# SYSTEM SALES AND ORDER COUNT TRENDS

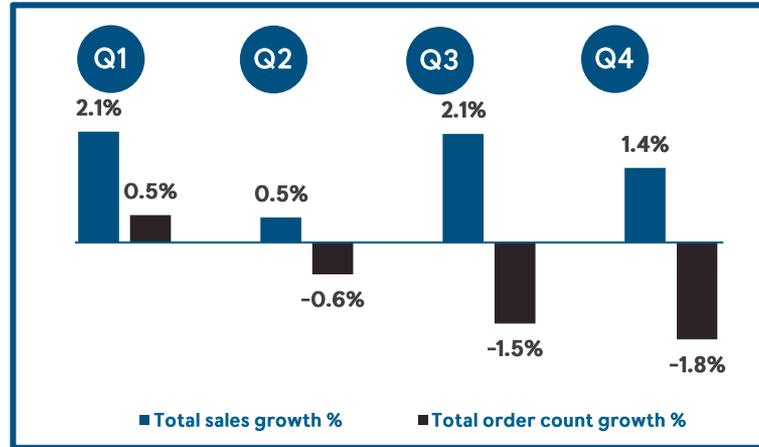
## COLLECTIONS ORDER COUNT RETURNED TO GROWTH IN Q2

Q2

### Delivery & collection analysis



### Quarterly profile



- System sales up 1.5% with growth in both delivery and collection channels
- System sales growth primarily driven by ticket (+c.2.5%)
- Orders count decline from Q2 - reflects challenging economic environment
- Collection orders up 0.5% reflecting consistent nationwide value offers
- Positive trading momentum experienced over the Christmas period has continued into the start of 2026

# SYSTEM AND DPG SALES PERFORMANCE

## SYSTEM REVENUE GROWTH AND GROWTH FROM CORPORATE STORE ACQUISITIONS

£m	FY25	FY24	% change
UK system sales	1,513.3	1,492.5	+1.4%
Ireland system sales	82.3	79.0	+4.2%
<b>Total system sales</b>	<b>1,595.6</b>	<b>1,571.5</b>	<b>+1.5%</b>
Supply chain revenue	426.6	443.7	-3.9%
Royalty, rental & other revenue	80.1	83.3	-3.8%
Corporate stores revenue	92.9	53.2	74.6%
NAF & eCommerce	85.8	84.3	1.8%
<b>Total DPG reported revenue</b>	<b>685.4</b>	<b>664.5</b>	<b>3.1%</b>

- Ireland system sales driven by FY24/5 store openings
- Supply chain rev: order count decline
- Corporate stores growth reflects acquisitions of Shorecal (Mar 24) and Victa (Mar 25)
- NAF & eCommerce spending rose in line with system growth

# ANALYSIS OF UNDERLYING EBITDA

£m	FY25	FY24	% change
Supply chain centre EBITDA	126.7	137.1	-7.6%
Net royalties	44.6	44.0	1.5%
Net overheads, property & incentives	(48.8)	(43.2)	13.1%
Corporate stores	10.6	6.6	59.5%
UK and Ireland investments	2.4	3.3	-28.2%
Technology platform costs	(1.5)	(4.4)	-65.9%
<b>Underlying EBITDA</b>	<b>133.9</b>	<b>143.4</b>	<b>-6.6%</b>
Underlying EBITDA margin % of system sales	8.4%	9.1%	

- Supply chain margin down c1%:
  - o Lower volumes, product mix
  - o Higher NAF support / eComm
- Net overheads:
  - o investment in skills and capabilities in FY24
- Corporate stores reflect Shorecal and Victa acquisitions
- Technology platform costs lower with ERP roll-out completed in H1

# INCOME STATEMENT BELOW EBITDA

Underlying, £m	FY25	FY24	% change
<b>Group EBITDA</b>	133.9	143.4	-6.6%
Depreciation & Amortisation	(22.7)	(18.4)	+23.4%
Net finance costs	(20.0)	(17.7)	+13.0%
<b>Profit before tax</b>	91.2	107.3	-15.0%
Taxation	(22.6)	(27.0)	-16.3%
<b>Underlying profit after tax</b>	68.6	80.3	-14.6%
Non-underlying items <sup>1</sup>	(9.6)	9.9	n/a
<b>Statutory profit after tax<sup>2</sup></b>	59.0	90.2	-34.6%
<b>Underlying basic EPS (p)</b>	17.6	20.4	-13.7%
<b>Statutory basis EPS (p)</b>	15.1	22.9	-34.1%

- D&A: SCC automation; larger corporate store estate; IT investment
- Net finance costs increased due to higher average net debt in the period
- Effective tax rate 24.8% (FY25: 25.2%)
- Underlying EPS:
  - o underlying profit down 14.6%
  - o Average shares count down c.1.5% reflecting the benefit of the share buyback programme

1. See "non-underlying items" for more details

2. Statutory profit after tax includes £0.4m of profit attributable to a minority interest

# NON-UNDERLYING ITEMS

£m	FY25	FY24
Shorecal impairment	(10.4)	-
Gains on disposals (FY25: Full House; FY24: London)	9.9	21.4
Transaction costs	(6.0)	(5.5)
Reacquired rights amortisation	(6.5)	(3.3)
Other	2.9	5.0
<b>Non-Underlying Items pre-taxation</b>	<b>(10.1)</b>	<b>17.6</b>

- **Shorecal impairment (acquired March 24):**
  - UK 2024 budget, UK economy
  - Driver employment transition in RoI
  - White space opportunity remains solid; slower execution (site identification, planning)
  - Irish VAT change beneficial to wider RoI industry
- **£6m relates to transactions that ultimately did not proceed. All second brand activity has ceased**
- **Gain on Full House joint venture reflects the success of this long-term investment**

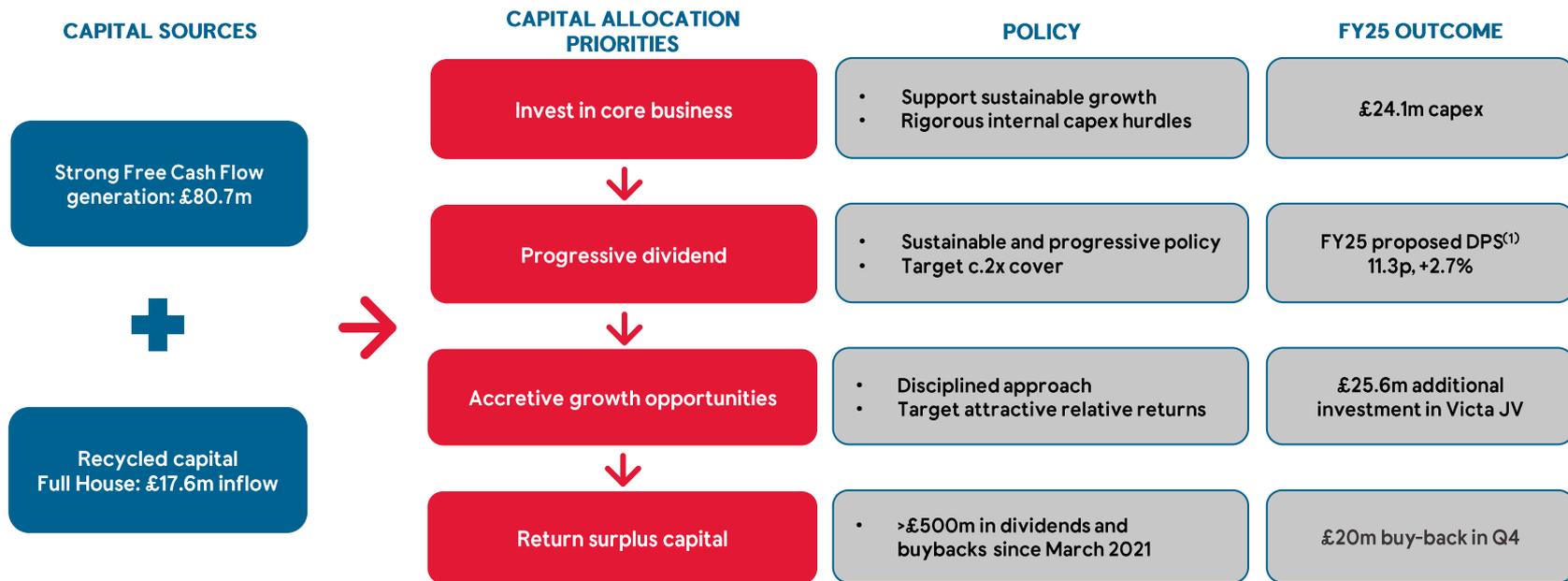
# FREE CASH FLOW

STRONG FREE CASH FLOW GENERATION DESPITE DECREASE IN UNDERLYING EBITDA

£m	FY 25	FY 24
Group EBITDA	133.9	143.4
Remove contribution from investments	(2.4)	(3.3)
IFRS 16 – net lease payments	(7.7)	(5.6)
Working capital	(6.9)	(1.6)
Dividends received	1.9	2.6
Net interest	(17.4)	(15.7)
Tax	(21.1)	(26.6)
Other	4.3	3.8
<b>Underlying free cash flow</b>	<b>84.6</b>	<b>97.0</b>
Non-underlying cash	(3.9)	(12.3)
<b>Free cash flow</b>	<b>80.7</b>	<b>84.7</b>

- IFRS 16: acquisition of Victa and completion of the SCC 5 lease
- Underlying working capital was flat
- Net interest increased due to higher average net debt in the period
- Tax lower due to one-off payment in FY24 (agreement on UK/Rol transfer pricing arrangements)

# CAPITAL ALLOCATION FRAMEWORK



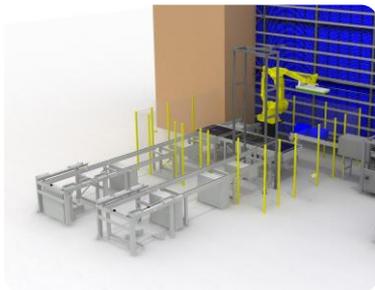
FY 25: net debt £284.6m (FY24:£265.5m) - EBITDA leverage at upper end of our 1.5x-2.5x target range at 2.3x (FY24 1.9x)

1. Final proposed dividend for FY25 7.9p per share

# INVESTING TO SUPPORT OUR CORE

C.£24M CAPEX IN FY25

SUPPLY CHAIN  
c.£6m



Automation / maintenance.  
Cost efficiency against  
inflationary pressures

SCC5 c.£9M



5th supply chain  
Opens late March 2026  
DR, costs and  
capacity benefits

NEW STORE  
CAPEX  
c.£2M



Shorecal/Victa store  
growth

ECOMM  
DEVELOPMENT  
c.£7M



Investment and  
innovation

FY26 capex will be c.£35m reflecting completion and launch of SCC5, reducing to normal levels thereafter

# OUTLOOK & GUIDANCE

## Outlook – a good start to FY26

- Current trading – The positive momentum experienced across the 2025 Christmas trading period has continued into the first 10 weeks of 2026
- CHICK 'N' DIP (launched 9 Feb) – Trading has started well
- Current trading supports our expectations for an FY26 out-turn consistent with market expectations

## FY26 Technical Guidance

- Depreciation and amortisation: £m mid-twenties
- Interest: c.£21m
- Underlying tax rate: c.25%
- Capital Expenditure: c.£35m
- FY26 gearing expected to end in line with FY25 with HY26 likely higher reflecting capex phasing

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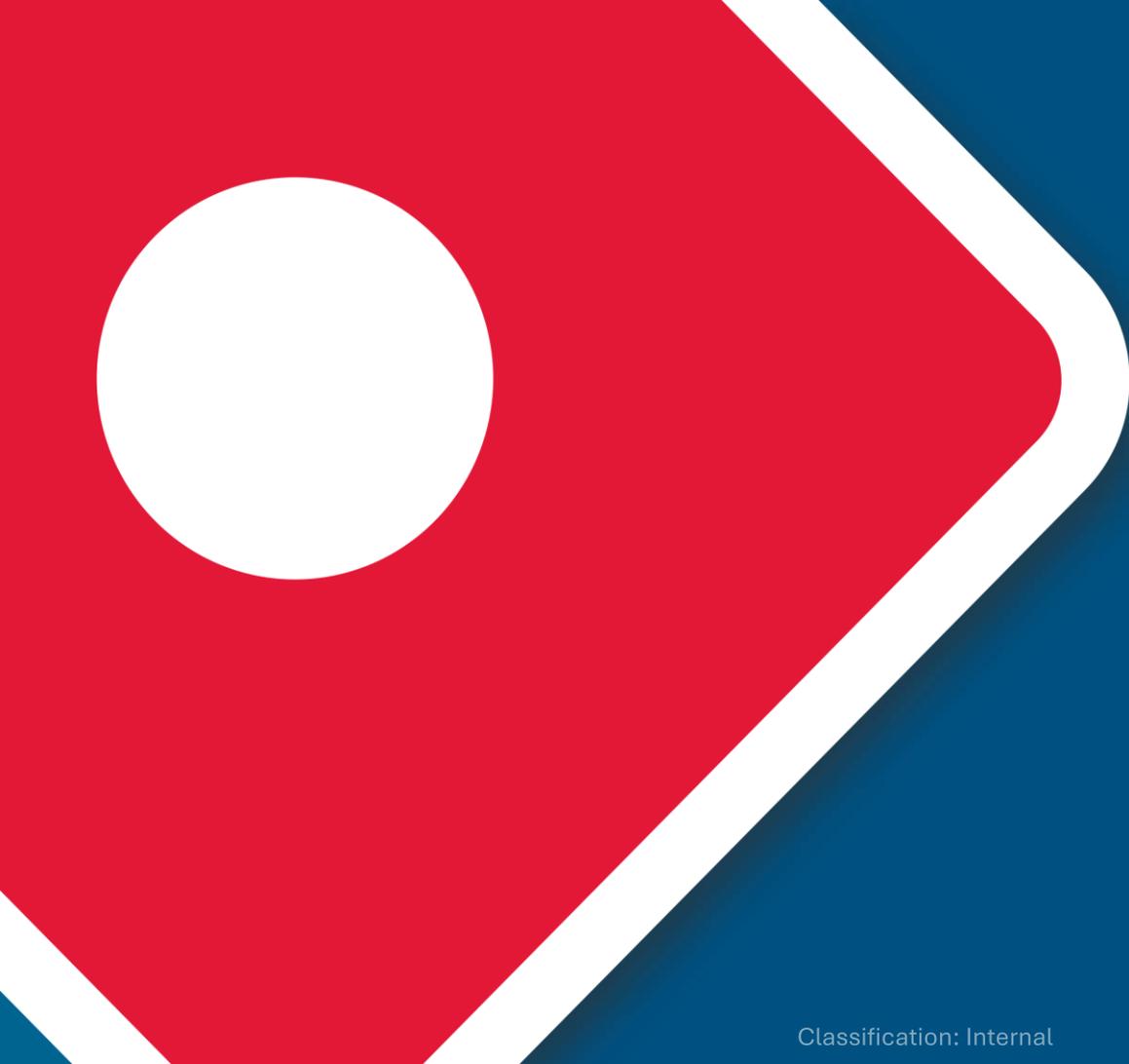
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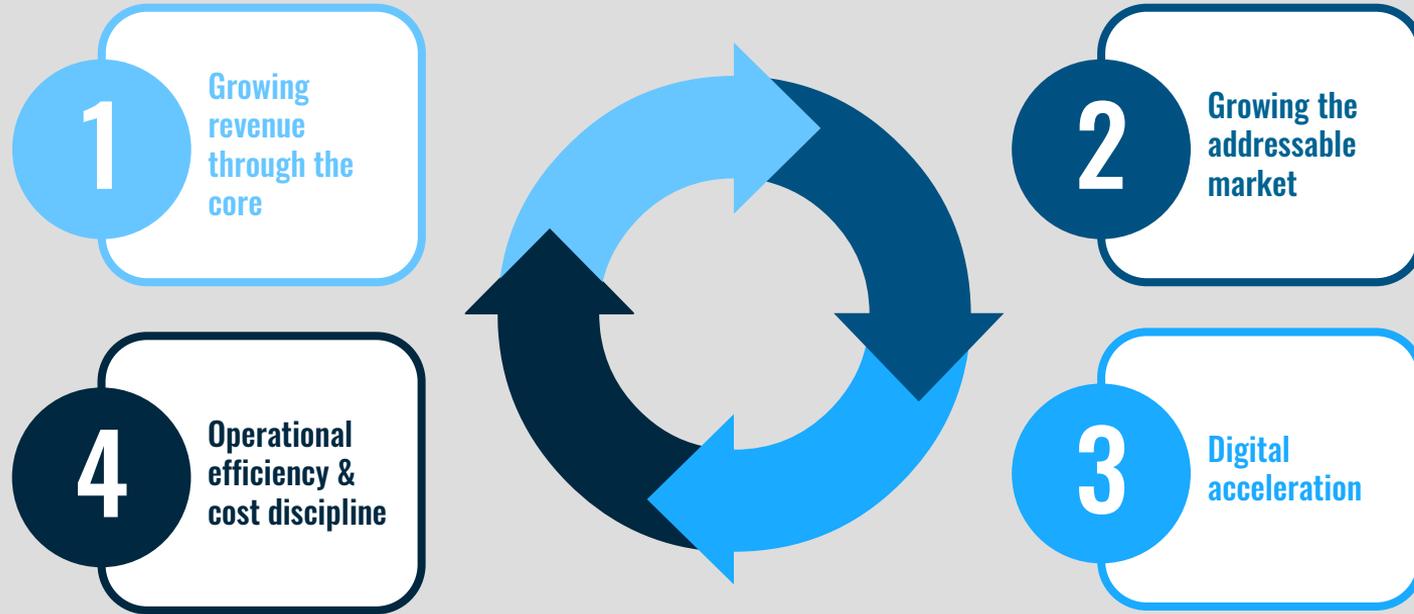


# **FOCUS ON THE CORE**

## **STRATEGIC UPDATE**

**Nicola Frampton  
Interim CEO**

# A CORE-LED GROWTH STRATEGY FOR 2026



# ONE MORE TIME

1

Growing  
revenue  
through the  
core

# OUR WINNING FORMULA TO DRIVE 'ONE MORE TIME'

PRODUCT



SERVICE



IMAGE



'GOOD VALUE FOR MONEY'  
+10ppts since 2022

PRICE



# PRODUCT – LONG TERM PIPELINE OF INNOVATION

## PROTECT & GROW BEST CUSTOMERS

Trend flavours drive excitement for high frequency customers



## DRIVE FREQUENCY

Products for different occasions and seasonal offers drive frequency



## MAXIMISE REVENUE

New Sides & Desserts drive additional spend



# PRODUCT – HEALTH STRATEGY OFFERS CHOICE

## CREATE

Develop range of products for lighter appetites



## COMMUNICATE

Make it easy to find without disrupting the customer journey



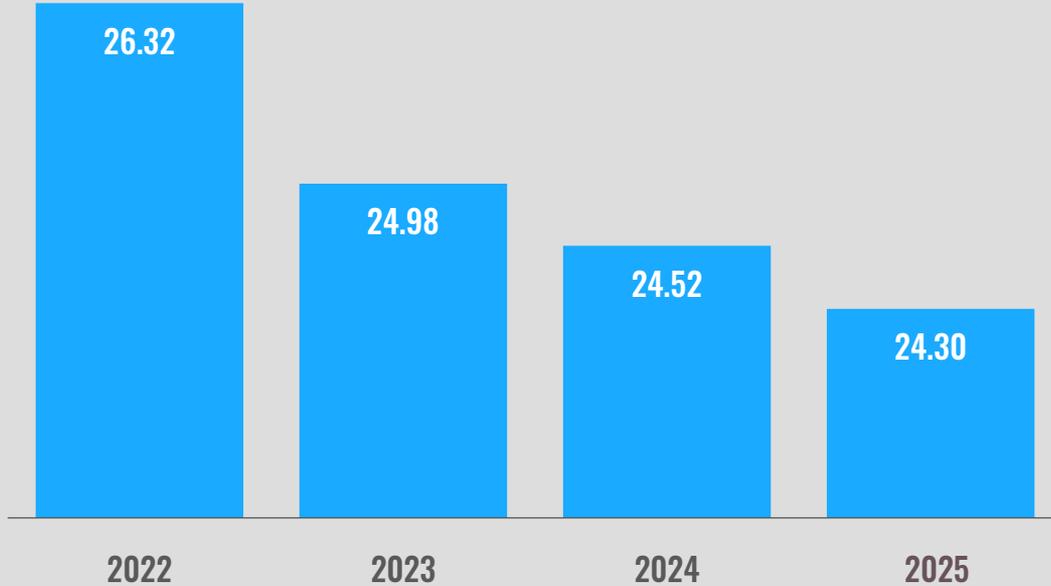
## REFORMULATE

Gradual changes on key ingredients to improve nutritional balance



# SERVICE EXCELLENCE

AVERAGE DELIVERY TIME (MINS)



DELIVERED  
ON TIME

81.7%

+6.8ppt vs 2022



# IMAGE - DRIVING BRAND FAME AND POPULATING CULTURE



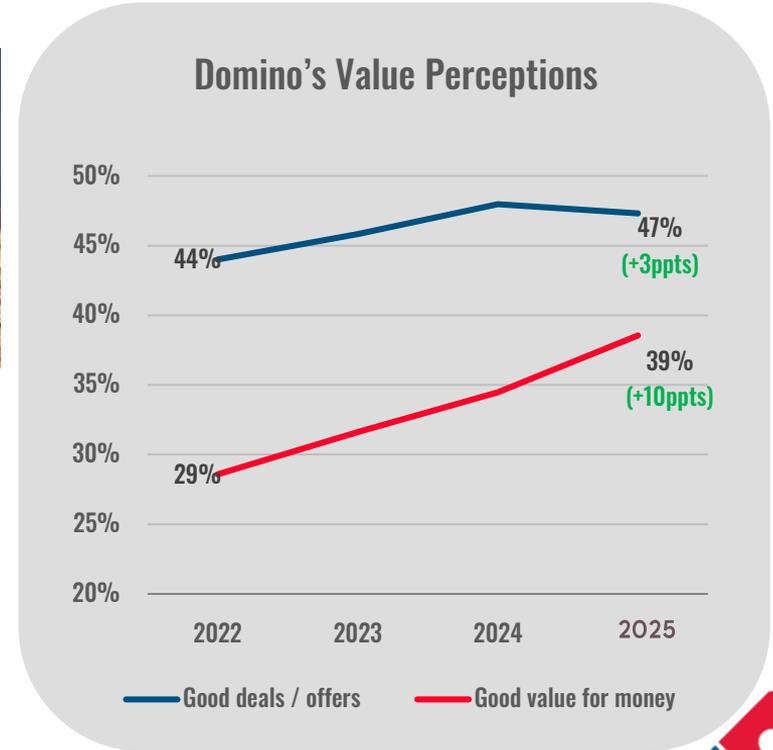
**+56%**  
YoY CONSUMER PR PIECES (2,475)



**+91%**  
YoY UNPAID SOCIAL IMPRESSIONS (1.2bn)



# CONSISTENT PRICING HELPING CUSTOMERS SHOP APP/WEB



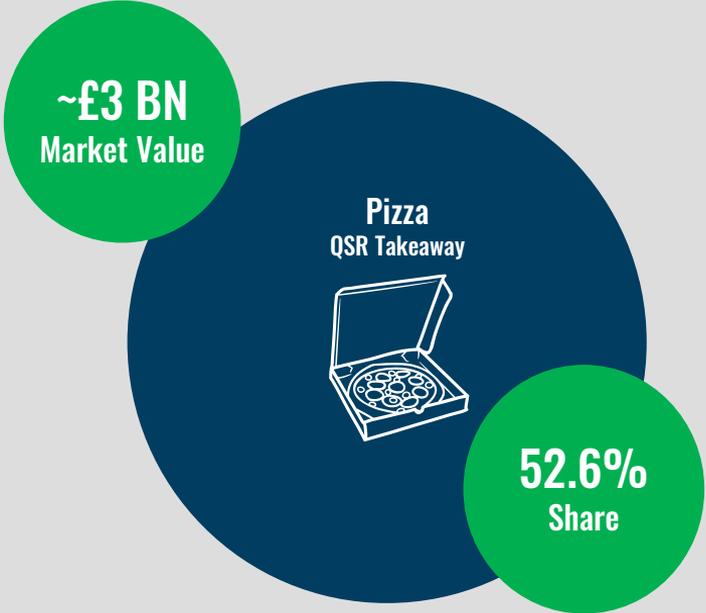
2

Growing the  
addressable  
market

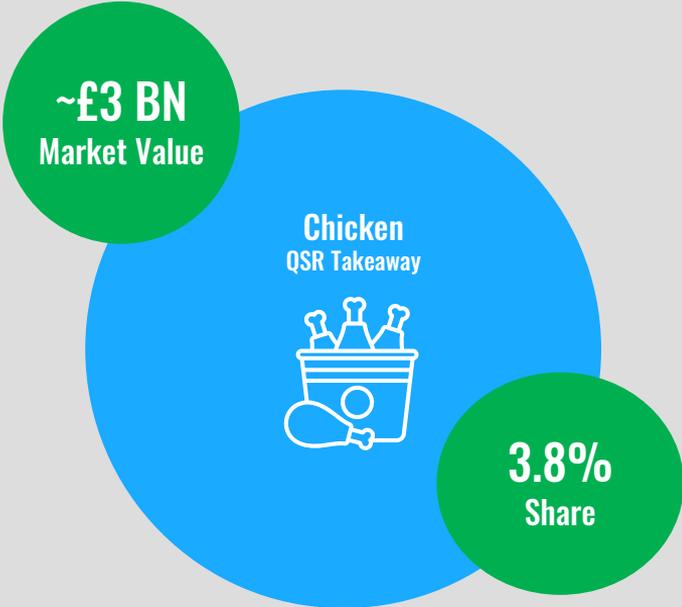
# CHICKEN

# CHICKEN DOUBLES OUR ADDRESSABLE MARKET

## LEADER IN PIZZA



## SIGNIFICANT HEADROOM IN CHICKEN



Source: Worldpanel by Numerator. All data 52we to 28<sup>th</sup> December 2025  
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# CREATING A SUSTAINABLE GROWTH OPPORTUNITY



**8M** ...Domino's have not yet bought chicken

**87%** ...would consider ordering

Immediate 1,400 customer distribution points

No additional capex required

Deliver in 25 minutes



# DELIVERING A WORLD OF FLAVOUR



3

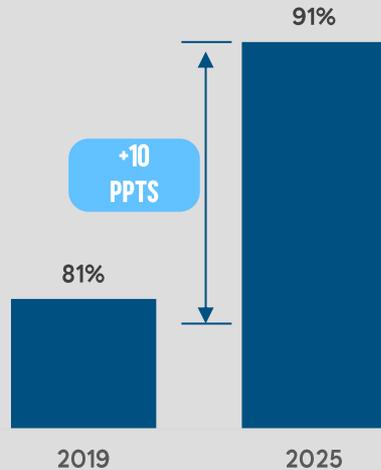
Digital  
acceleration

# DIGITAL ACCELERATION

# ADVANCING OUR DIGITAL AND AI CAPABILITIES

## WE ARE DIGITAL FIRST

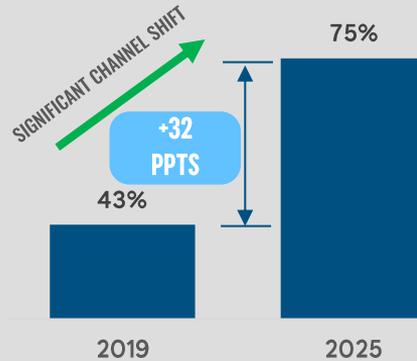
Online % Total Sales



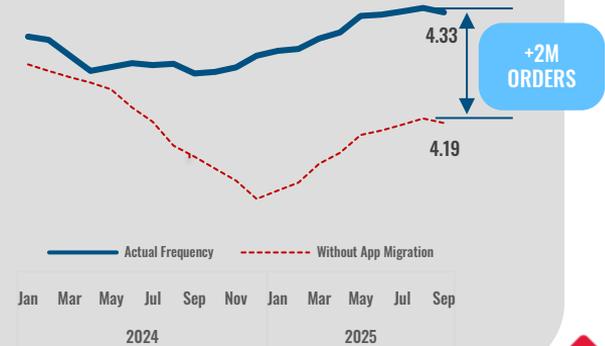
## APP IS OUR KEY ORDERING PLATFORM

### APP FIRST

App % Online DPG Sales

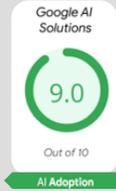


### APP SUPPORTED FREQUENCY GROWTH

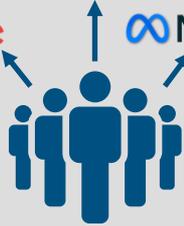


# DELIVERING A BETTER CUSTOMER EXPERIENCE

## PRE-SHOP



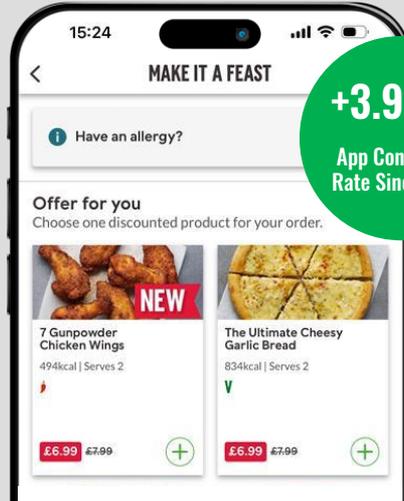
Google



Improvement in marketing effectiveness

**+29%**  
revenue ROI  
from media  
since 2022

## SHOP



**+3.9ppts**  
App Conversion  
Rate Since 2022

Always improving the core experience

## POST-SHOP



**LATE DELIVERY**  
Automated  
Free Pizza

Generous late delivery & service communication



# A WEALTH OF OPPORTUNITIES STILL AHEAD OF US

## AI



In-house built deep learning neural networks for product quality

## LOYALTY



Scaling our Loyalty Pilot to everyone

## GIFT CARDS



Untapped Gift Card market

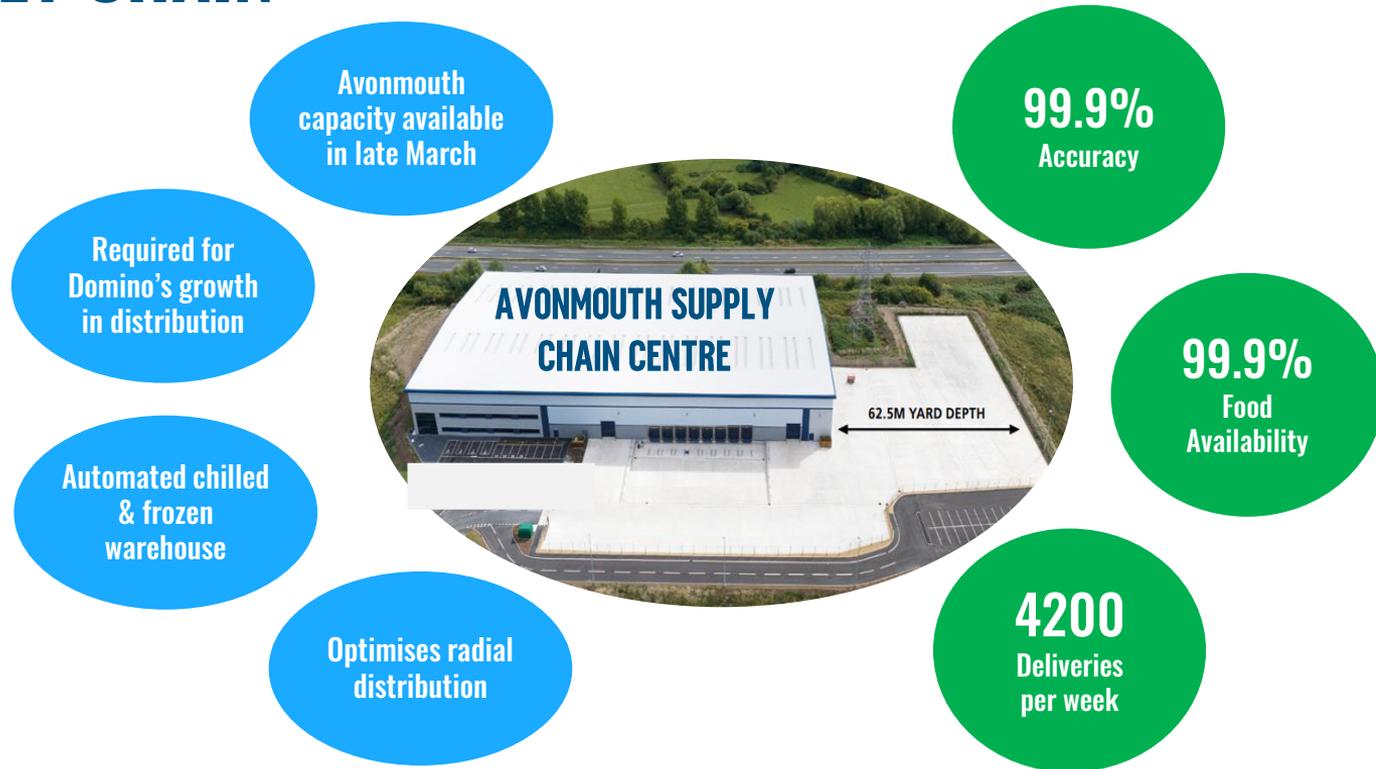


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Operational  
efficiency &  
cost discipline

# OPERATIONAL EFFICIENCIES & COST DISCIPLINE

# INVESTMENT IN CAPACITY TO SUPPORT WORLD CLASS SUPPLY CHAIN



**ADDITIONAL CAPACITY FOR 1000 DELIVERIES PER WEEK**



# RELENTLESS FOCUS ON PRODUCTIVITY & COST DISCIPLINE



14 productivity projects identified 2025 - 2028

7 approved and underway in 2025

New ERP system fully launched

## LABOUR COST DISCIPLINE

Driving more efficient scheduling and tighter management of labour deployment.

## OPERATIONAL EFFICIENCIES

Ongoing improvements across processes and systems to reduce waste and increase savings.

## CENTRAL COST OPTIMISATION

Initial steps already taken to streamline overheads and reshape central spend

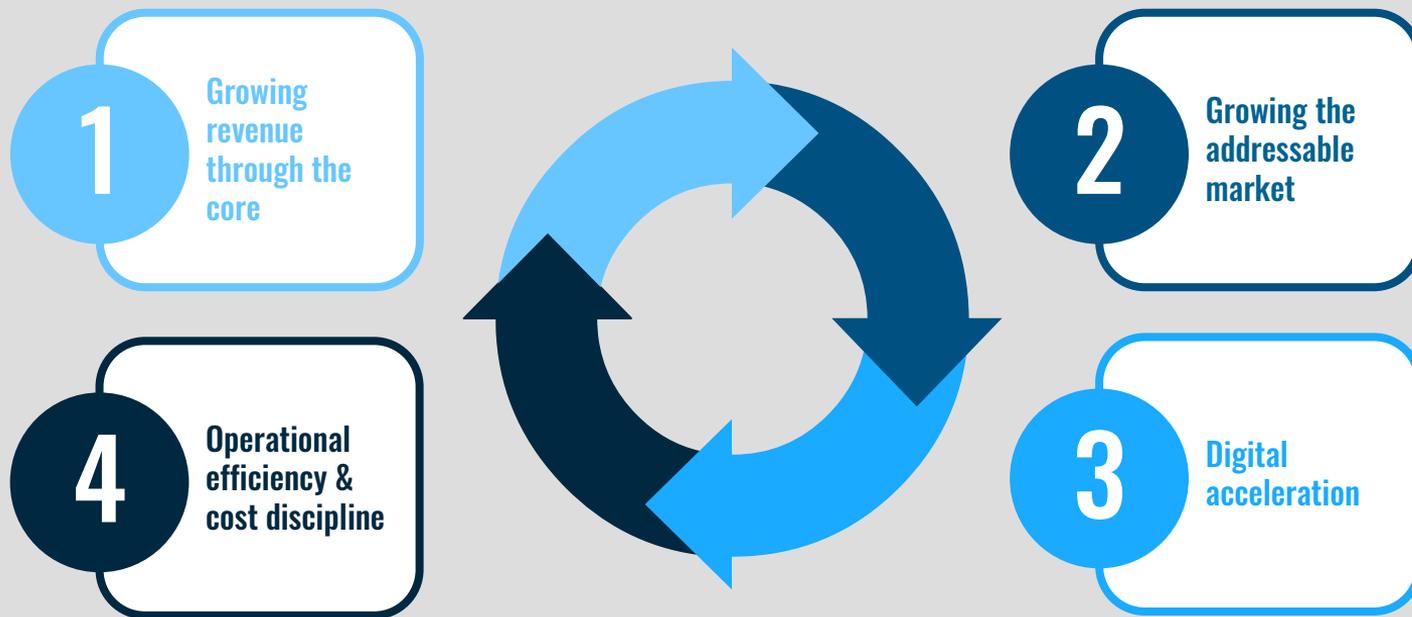
## IMPROVED ASSET EFFICIENCY

Better utilisation of existing assets to generate stronger and more sustainable returns

**PROGRAM OFFSETS CIRCA 280K HOURS P.A. BY 2028**



# A CORE-LED GROWTH STRATEGY FOR 2026



**ONE MORE TIME...**

