

Announcing final results 2013

DP Poland PLC (“DP Poland” or the “Company”)

Final results for the year to 31 December 2013

Significant progress in proving model, double digit sales growth continues and increasing number of stores hitting monthly breakeven.

DP Poland has the exclusive right to develop, operate and to sub-franchise Domino’s Pizza stores in Poland. It currently has 16 corporate stores and 1 sub-franchised store operating in Warsaw and 2 corporate stores operating in Krakow.

Key Highlights

- Continued sales growth with double digit growth in five consecutive quarters¹
- Strong like-for-likes (based on first 13 Stores)²
 - Like-for-like Store EBITDA (pln) improved by 52%
 - Like-for-like Gross Profit³ (pln) up 46%
 - Like-for-like Sales (pln) up 43%
 - Like-for-like Order Count up 39%
- Increasing number of stores breaking even on a monthly basis
- Online sales channel becoming increasingly significant: delivery sales online at 59% in January 2014
- 5 stores opened in 2013
- First sub-franchised store opened in October 2013 – reported EBITDA breakeven in 3 of first 4 full months⁴
- First stores opened outside Warsaw and trading in line with expectations
- New S2 Format delivering significant cost savings in store fit-out and rent

- Significant increase in brand awareness⁵ and over 50,000 Facebook fans
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1. December 2012, January – December 2013.
 2. Like-for-like growth in pln, matching trading periods for the same 13 stores between 1 January and December 2012 and 1 January and 31 December 2013
 3. Sales minus food costs
 4. First 4 full months: November 2013 – February 2014
 5. Market research commissioned by DP Polska, fieldwork conducted in June, October and December 2013
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Peter Shaw, Chief Executive of DP Poland, said:

“2013 has been a year of substantial progress for the Company as we continue to prove our business model in Poland. We have grown our estate, announced our first sub-franchisee and opened our first stores outside of Warsaw. As sales volumes have grown we have also focussed on growing gross profit margin through improved food costs and we have devised a new store format that delivers significant cost reductions both in fit-out and rent.

Our immediate focus remains on building brand awareness, driving sales, reducing costs and proving the business model. Our roll-out strategy for 2014 will be adjusted accordingly. We will shortly open 2 more stores in Warsaw and Krakow and will take the decision at the mid-year point on further openings, based on store performance. The Board will resume a more aggressive store roll-out once the new S2 store format is proven.”

Download the full announcement below

28 March 2014

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