

# H1 2019 Trading Update

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

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System sales up 10%. Like-for-likes returning positive from March. More sub-franchisees in place.

- 10% increase in System Sales<sup>1</sup> H1 2019 on H1 2018
- 80% of delivery sales ordered online
- Like-for-likes building from March 2019:
  - 5% like-for-like growth in System Sales<sup>2</sup> March-June 2019 on March-June 2018
  - 6% like-for-like growth in order count<sup>3</sup> March-June 2019 on March-June 2018
  - -1% like-for-like growth in System Sales January-June 2019 on January-June 2018
- 3 corporate stores acquired/agreed to be acquired by 2 new sub-franchisees on 1st July 2019:
  - DP Poland has currently 10 sub-franchisees across Poland
- 3 corporate stores taken under management contract by 1 existing sub-franchisee
- 67 stores in 28 towns and cities to-date
- 4 new stores opened in H1 2019

Nick Donaldson, non-executive Chairman of DP Poland, said:

**“The first half of 2019 has seen momentum return to like-for-like performance following the strong comparatives driven by TV advertising in January and February 2018. Like-for-like order count has grown 6% since March. Total System Sales grew 10% in the first half as a result of like-for-like performance and new store openings. Our efforts in sub-franchisee recruitment are bearing fruit with 2 additional sub-franchisees acquiring/agreeing to acquire 3 corporate stores**

between them this month We have also entered into 3 more management contracts with 1 of our existing sub-franchisees.

We intend to announce our interim results for the six months ended 30 June 2019 on 24 September 2019. ”

Enquiries:

**020 3393 6954 DP Poland PLC**

Nick Donaldson, non-executive Chairman

**020 7418 8900 Peel Hunt**

Adrian Trimmings/George Sellar

## **Notes to editors**

DP Poland, through its wholly owned subsidiary DP Polska S.A., has the exclusive right to develop, operate and sub-franchise Domino's Pizza stores in Poland. There are currently 67 Domino's Pizza stores, 43 corporate, of which 4 are managed under management contract, and 24 sub-franchised.

- <sup>1</sup> System Sales – total retail sales including sales from corporate and sub-franchised stores
- <sup>2</sup> Like-for-like System Sales growth in PLN, matching trading periods for the same stores between 1 January and 30 June 2018 and 1 January and 30 June 2019
- <sup>3</sup> Like-for-like growth in the number of orders, matching trading periods for the same stores between 1 January and 30 June 2018 and 1 January and 30 June 2019