

SECURITIES BROKERAGE AND INVESTMENT BANKING

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# Domino's Pizza, Inc.

Company Description: Domino's Pizza, Inc. operates 481 pizza delivery and take-out restaurants in the U.S. and franchises 8,405 additional restaurants, including 3,949 international locations in 60 countries. The menu typically includes a variety of pizzas, pastas, sandwiches and side items such as chicken wings, salads and brownies. The company's headquarters are in Ann Arbor, Michigan.

# 4Q:09 preview, raising estimates on higher sales from new pizza, raising target (DPZ - \$12.43) BUY

Key Points

- Domino's Pizza (DPZ) reports 4Q:09 results on March 2<sup>nd</sup> before the market open.
- We are raising our 4Q:09 estimate to \$0.25 on \$435.1mm revenue, from \$0.23 on \$434.4mm.
- Sales trends improved during 4Q:09, in our view, and the new pizza launch late in December gave a slight bump to sales.
- We raised our 2010 estimates on high demand for DPZ's new pizza which has been supported with aggressive advertising.
- We are raising our price target to \$12.50, from \$10, on improved 2010 outlook.
- We reiterate our BUY rating as we expect an upbeat 4Q:09 earnings report and insight into 1Q:10.

	4Q:08 Actual	4Q:09 Estimate	YOY% Change	Consensus
Total Revenue	\$428,167	\$435,089	1.6%	\$436,600
Operating Income	\$51,891	\$58,181	12.1%	\$58,660
Net Income	\$10,908	\$14,412	32.1%	\$15,000
Diluted EPS	\$0.19	\$0.25	29.3%	\$0.25

**DPZ will report 40:09 results on Tuesday, March 2<sup>nd</sup> before the market open.** Management will host a conference call on March 2<sup>nd</sup> at 10:00 a.m. Central to discuss results; (888) 306-6182, passcode 45887215.

We raised our 40:09 estimates. We think the operating environment improved slightly in 40:09 with cheese prices slightly lower than expectations and some rebound in consumer spending. We raised our domestic same-store sales estimate to (1.3%) from (1.6%). We raised our 40:09 revenue estimate to \$435.1mm from \$434.4mm as we think increased consumer spending helped buoy 40:09 sales slightly. Our increased sales estimates and tweaks to our estimates for expenses led us to raise our EPS estimate to \$0.25, from \$0.23.

We are raising our 2010 revenue estimates, primarily due to strong results from DPZ's new pizza launch. In late December DPZ announced it was completely changing its core pizza. Additionally, the company began a large television and online advertising campaign to promote the new pizza in 1Q:10. We think the transition was a calculated risk that has paid off for DPZ as we believe sales have increased significantly. Additionally, other pizza company's were marketing aggressively during 1Q:10 which we think has boosted the category. Recent results from Papa John's (PZZA - BUY) were encouraging as they discussed significant strength throughout the pizza category and improving traffic trends that were taking market share from other quick service categories. We raised our 1Q:10 samestore sales estimate to 6.1%, composed of 7.0% and 6.0% growth at company-operated and franchised restaurants, respectively. Our prior estimates were for (2.6%) sss, composed of (2.8%) and (2.6%) declines at company-operated and franchised locations, respectively. Our improved sales outlook led us to raise our revenue estimates to \$342.2mm and \$1,404.6mm for 1Q:10 and 2010, respectively, from \$315.8mm and \$1,371.4mm. Additionally, we think the company will benefit from more favorable foreign exchange rates in 2010. We are encouraged by the expected sales results and expect management to comment positively regarding 1Q:10 sales on the conference call.

Please see important disclosures on pages 4 to 6.

Restaurants February 26, 2010

<u>Rev</u> (mil)	2008A	2009E	2010E
Mar	\$339	\$322A	\$342E
Jun	\$334	\$317A	\$326E
Sep	\$324	\$303A	\$312E
Dec	\$428	\$435E	\$425E
FY	\$1,425	\$1.376E	\$1,405E
P/Sales	0.36x	0.37x	0.37x

**Financial Summary** 

<u>EPS</u>	2008A	2009E	2010E
Mar	\$0.21	\$0.20A	\$0.26E
Jun	\$0.22	\$0.21A	\$0.23E
Sep	\$0.13	\$0.17A	\$0.21E
Dec	\$0.19	\$0.25E	\$0.27E
FY	\$0.75	\$0.82E	\$0.97E
P/E	11.6x	10.9x	9.9x

Price:	\$12.43
52-Week Range:	\$12.50-\$4.76
Target:	\$12.50
Rating:	BUY
Shares Outstanding:	58.4 mil
Mkt. Capitalization:	\$726 mil
Ave. Volume:	802,000
Instit. Ownership:	95%
BV / Share:	NM
Debt / Tot. Cap.:	NM
Est. LT EPS Growth:	12%

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**Our improved sales outlook led us to increase our earnings estimates.** We think DPZ is successfully taking market share from its peers in the pizza category and other restaurant segments with its aggressive advertising campaign for the new pizza. The high sales volume will lead to expanding margins and improved earnings, in our view. Additionally, we think the outlook for cheese prices has improved with futures showing cheese prices below management's expectations given at the recent analyst day. We raised our 2010 EPS estimate to \$0.97, from \$0.88, with the majority of the shift in 1H:10. As a reminder, DPZ will benefit in 1Q:10 from the launch of the new pizzas with some carryover into 2Q:10 and 2Q:10 has easier prior-year comps due to the YouTube incident that impeded sales last year. We did raise our G&A estimates following management's guidance for increased spending for technology in 2010 which muted the strong outlook slightly.

We raised our price target to \$12.50, from \$10. Our increased earnings estimates and outlook for higher growth causes us to raise our price target to \$12.50, from \$10. We derive our new \$12.50 price target by applying a 13x multiple to our new 2010 EPS estimate of \$0.97. We previously valued the shares at a 12x multiple, but think the improved outlook for earnings growth justifies a higher multiple. We note that our new 13x multiple is still a discount to the 15x multiple that we use to value PZZA and the multiple other QSR's are currently trading at, but we think DPZ's highly leveraged balance sheet deserves a slightly discounted multiple. We are becoming more comfortable with the high level of debt given DPZ's high free cash flow and ability to push out the due date to 2014.

#### INVESTMENT THESIS

We maintain our BUY rating. We are encouraged by the strong results for DPZ's new pizza and the sales growth the advertising is driving. We expect management will be upbeat on the conference call regarding the high level of sales and the success of the promotion. DPZ shares are trading roughly inline with our new \$12.50 price target, but we maintain our BUY rating as we think the positive momentum may lead to the shares trading at higher prices over the next few months. We are unsure how sustainable the positive sales trends are and if DPZ can maintain the gains in market share. We will continue to monitor our estimates and multiple as we get more information regarding the results.

### February 26, 2010



#### Domino's Pizza, Inc. Income Statement

(Dollars in thousands, except where noted)

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	2007A	MarA	JunA	SeptA	DecA	2008A	MarA	JunA	SeptA	Dec	2009E	Mar	Jun	Sept	Dec	2010E
Revenues:																
Domestic company-owned stores	394,585	93,047	85,009	77,810	101,837	357,703	80,996	76,737	72,691	102,112	332,536	85,866	77,988	72,968	96,586	333,408
Domestic franchise	158,050	36,386	35,804	34,680	46,988	153,858	36,883	35,686	34,315	48,051	154,935	38,711	35,824	34,326	46,158	155,020
Domestic distribution	783,330	176,189	179,569	177,848	237,500	771,106	173,502	172,538	163,155	237,660	746,855	183,301	176,532	167,662	231,720	759,215
International	126,905	33,390	33,965	33,250	41,842	142,447	30,447	31,671	32,554	47,266	141,938	34,311	35,548	36,775	50,371	157,004
Total revenues	1,462,870	339,012	334,347	323,588	428,167	1,425,114	321,828	316,632	302,715	435,089	1,376,264	342,189	325,891	311,732	424,835	1,404,647
% change	1.8%	-0.1%	-1.7%	-4.1%	-4.0%	-2.6%	-5.1%	-5.3%	-6.5%	1.6%	-3.4%	6.3%	2.9%	3.0%	-2.4%	2.1%
Cost of sales:																
Domestic company-owned stores	317,730	75,511	69,578	67,937	85,831	298,857	64,712	62,564	60,215	84,753	272,244	68,444	63,326	60,381	80,022	272,172
Domestic distribution	710,894	160,626	161,682	162,454	214,907	699,669	154,982	154,319	145,848	214,251	669,400	163,871	157,908	149,974	209,058	680,811
International	55,392	14,840	15,328	14,477	18,682	63,327	13,317	13,790	13,501	19,951	60,559	15,065	15,326	15,738	21,909	68,038
Total cost of sales	1,084,016	250,977	246,588	244,868	319,420	1,061,853	233,011	230,673	219,564	318,955	1,002,203	247,380	236,560	226,093	310,988	1,021,021
Gross profit	378,854	88,035	87,759	78,720	108,747	363,261	88,817	85,959	83,151	116,134	374,061	94,809	89,331	85,639	113,847	383,626
Gross margin	25.9%	26.0%	26.2%	24.3%	25.4%	25.5%	27.6%	27.1%	27.5%	26.7%	27.2%	27.7%	27.4%	27.5%	26.8%	27.3%
General and administrative	184,944	38,685	34,207	38,483	56,856	168,231	43,899	45,655	42,701	57,954	190,209	45,682	43,832	42,396	56,843	188,753
Operating income	193,910	49,350	53,552	40,237	51,891	195,030	44,918	40,304	40,450	58,181	183,853	49,126	45,499	43,243	57,004	194,873
Operating margin	13.3%	14.6%	16.0%	12.4%	12.1%	13.7%	14.0%	12.7%	13.4%	13.4%	13.4%	14.4%	14.0%	13.9%	13.4%	13.9%
Interest income	5,317	890	649	447	760	2,746	467	111	103	640	1,321	450	395	470	615	1,930
Interest expense	(143,668)	(26,708)	(25,577)	(26,125)	(36,496)	(114,906)	(26,968)	(26,030)	(24,631)	(34,800)	(112,429)	(24,050)	(23,600)	(23,100)	(30,650)	(101,400)
Other	0	0	0	0	0	0	21,174	12,938	14,290	10,000	58,402	0	0	0	0	0
Income before income taxes	55,559	23,532	28,624	14,559	16,155	82,870	39,591	27,323	30,212	34,021	131,147	25,526	22,294	20,613	26,969	95,403
Pretax margin																
Income tax expense	17,677	9,413	9,894	4,463	5,129	28,899	15,821	12,796	12,383	13,608	54,608	10,211	8,918	8,245	10,787	38,161
% of pretax income	31.8%	40.0%	34.6%	30.7%	31.7%	34.9%	40.0%	46.8%	41.0%	40.0%	41.6%	40.0%	40.0%	40.0%	40.0%	40.0%
Net income	65,671	12,449	12,835	7,456	10,908	43,648	11,401	12,143	9,588	14,412	47,544	15,316	13,376	12,368	16,181	57,242
Net income (GAAP)	37,882	14,119	18,730	10,096	11,026	53,971	23,770	14,527	17,829	20,412	76,538	15,316	13,376	12,368	16,181	57,242
EPS	1.03	0.21	0.22	0.13	0.19	0.75	0.20	0.21	0.17	0.25	0.82	0.26	0.23	0.21	0.27	0.97
EPS (GAAP)	0.59	0.23	0.32	0.17	0.19	0.93	0.41	0.25	0.31	0.35	1.32	0.26	0.23	0.21	0.27	0.97
EPS growth rate	-35.70%	-44.82%	6.47%	-25.23%	-6.95%	-27.43%	-4.05%	-3.67%	28.73%	29.30%	9.84%	31.47%	7.80%	26.02%	9.55%	17.69%
Diluted shares	63,698	60,086	58,790	58,043	57,102	58,340	57,351	57,737	57,981	58,350	57,855	58,600	59,000	59,350	59,800	59,188
Dividends per shares	13.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBITDA	223,294	53,638	53,456	45,237	58,297	210,628	50,705	50,731	45,956	65,898	213,290	54,826	51,209	48,963	64,624	219,623

## Analyst Certification

I, Mark E. Smith, certify that the views expressed in this research report accurately reflect my personal views about the subject company and its securities. I also certify that I have not been, am not, and will not be receiving direct or indirect compensation related to the specific recommendations expressed in this report.

## Important Disclosures:

The analyst or a member of his/her household **does not** hold a long or short position, options, warrants, rights or futures of this security in their personal account(s).

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There is not any actual material conflict of interest that either the analyst or Feltl and Company is aware of.

The analyst has not received any compensation for any investment banking business with this company in the past twelve months and does not expect to receive any in the next three months.

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Feltl and Company Rating System: Feltl and Company utilizes a four tier rating system for potential total returns over the next 12 months.

Strong Buy: The stock is expected to have total return potential of at least 30%. Catalysts exist to generate higher valuations, and positions should be initiated at current levels.

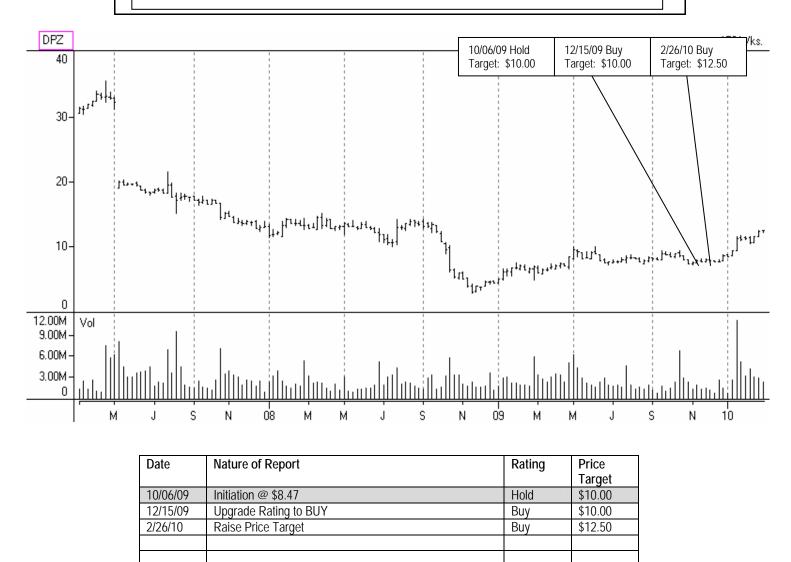
**Buy:** The stock is expected to have total return potential of at least 15%. Near term catalysts may not exist and the common stock needs further time to develop. Investors requiring time to build positions may consider current levels attractive.

**Hold:** The stock is expected to have total return potential of less than 15%. Fundamental events are not present to make it either a Buy or a Sell. The stock is an acceptable longer-term holding.

Sell: Expect a negative total return. Current positions may be used as a source of funds.

	0		Investm	ent Banking
	Number of	Percent	Number of	Percent of
Rating	Stocks	of Total	Stocks	Rating category
SB/Buy	34	68%	2	6%
Hold	14	28%	0	0%
Sell	2	4%	0	0%
	50	100%	2	4%

The above represents our ratings distribution on the stocks in the Feltl and Company research universe, together with the number in (and percentage of) each category for which Feltl and Company provided investment-banking services in the previous twelve months.



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#### Valuation and Price Target Methodology:

We derive our \$12.50 price target by applying a 13x multiple to our 2010 EPS estimate of \$0.97.

#### Risks to Achievement of Estimates and Price Target:

- Domino's business may be impacted by consumers' discretionary spending and confidence. Macroeconomic factors such as increasing
  gasoline prices, unemployment and generally tough economic times may negatively impact consumers' restaurant spending. Changing
  customer tastes or health trends could also have a negative impact on sales.
- Volatile commodity prices may affect earnings. DPZ is highly dependant on cheese; approximately 35% of a restaurant's food costs. Volatile cheese prices have historically had a substantial impact on the company's operating results.
- There is no guarantee that Domino's restaurants will be successful in new markets. Restaurants are currently operated in all 50 states, but the company will experience significant growth in new international markets over the next five years. In our view, this risk is lowered through growth in new markets from franchisees.
- The restaurant business is extremely competitive and competition for customers through lower prices may negatively impact DPZ's returns. Discounted prices at either of DPZ's two largest competitors may cause the company to lower prices to maintain its market share. Additionally, DPZ must compete with other restaurant companies for reliable franchisees.
- Our growth projections are dependent on DPZ's ability to recruit, sign and retain competent franchisees. Lower demand for franchised restaurants could slow restaurant development and expected returns. We view DPZ's relationship with its franchisees as favorable.
- Readers should recognize that the risks noted here do not represent a comprehensive list of all risk factors or potential issues, nor all factors that may preclude achievement of our forecast or price target. Additional risk factors exist and are outlined in the Company's SEC filings

#### Other Disclosures:

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