### PIZZA PIZZA ROYALTY CORP.

Annual General Meeting May 31, 2017





## ELIZABETH WRIGHT

Pizza Pizza Royalty Corp. Board Chair



# FORWARD-LOOKING STATEMENTS

**PIZZA PIZZ** 

- This presentation will contain forwardlooking statements.
- Investors should be aware that any forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those disclosed here today.
- Investors are directed to the Company's Annual Information Form for a full discussion of risks.
- Management does not intend to discuss any undisclosed material information today.

## PAUL GODDARD

Pizza Pizza Limited Chief Executive Officer





## PIZZA PIZZA ROYALTY CORP. ASSETS





# Trademarks & Tradenames are the Company's major assets





### **\$35.3 MILLION IN ROYALTY REVENUE** (\$545 MILLION SYSTEM SALES)

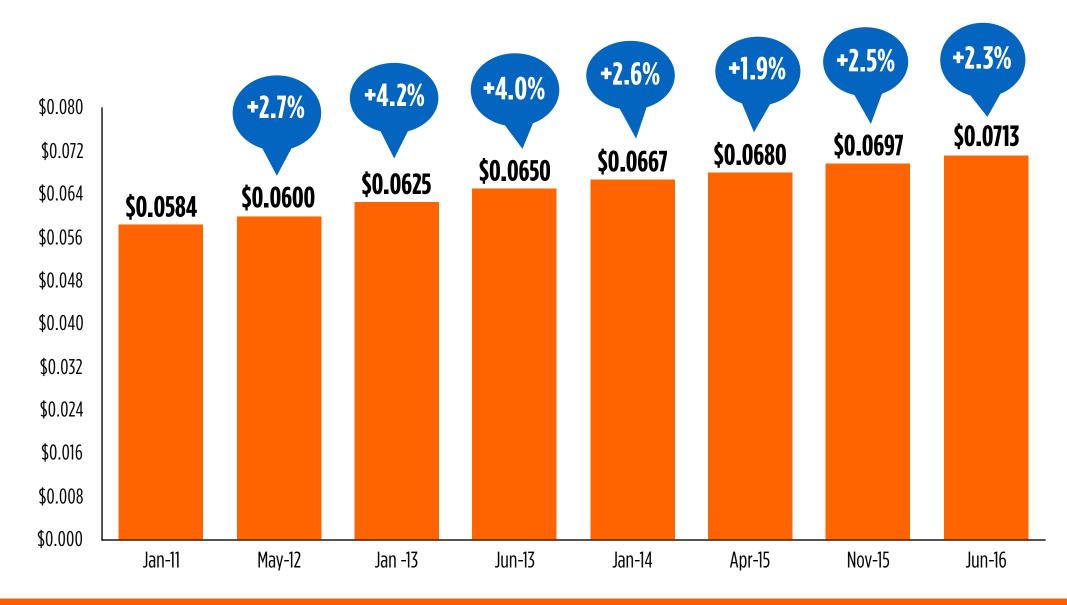
PIZZO PIZZO

HotaFred



Licence and royalty agreements with Pizza Pizza Limited provide cash flow stability to investors, without exposure to operational risks.

### **MONTHLY DIVIDEND GROWTH**



PPRC increased dividends seven times in five years.

Not & Fresh

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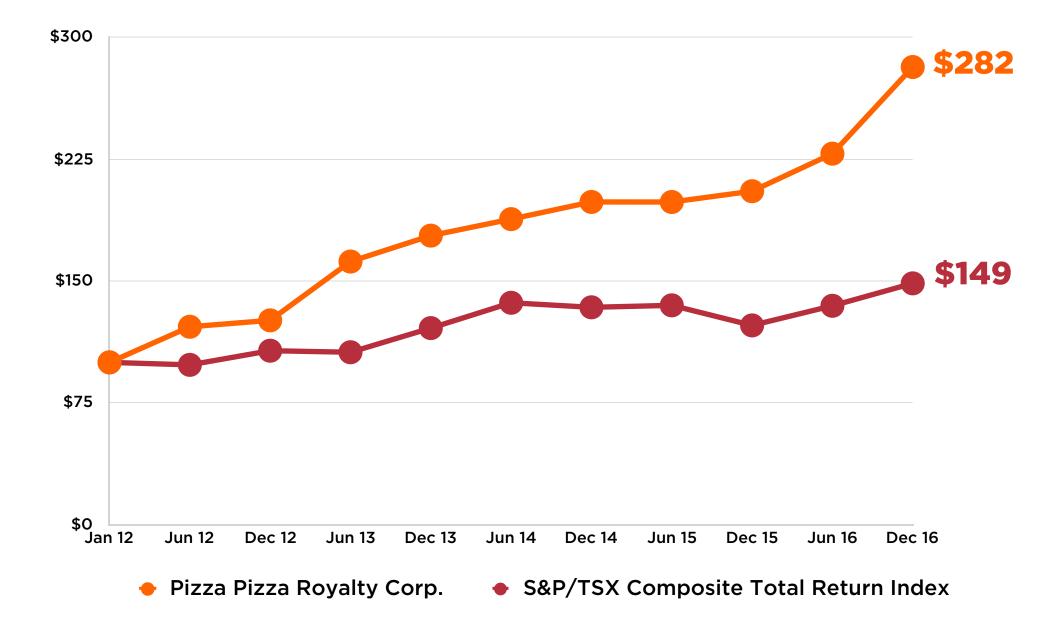


Shareholder total return, with dividend, was 36% in 2016.

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### PZA COMPARED TO S&P/TSX



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**PIZZA PIZZA** 

## CELEBRATING OUR 50TH ANNIVERSARY

THE PRIVATE OPERATING COMPANY PAYS A MONTLY ROYALTY FOR USE OF THE TRADEMARKS.





## CORE BUSINESS FUNDAMENTALS

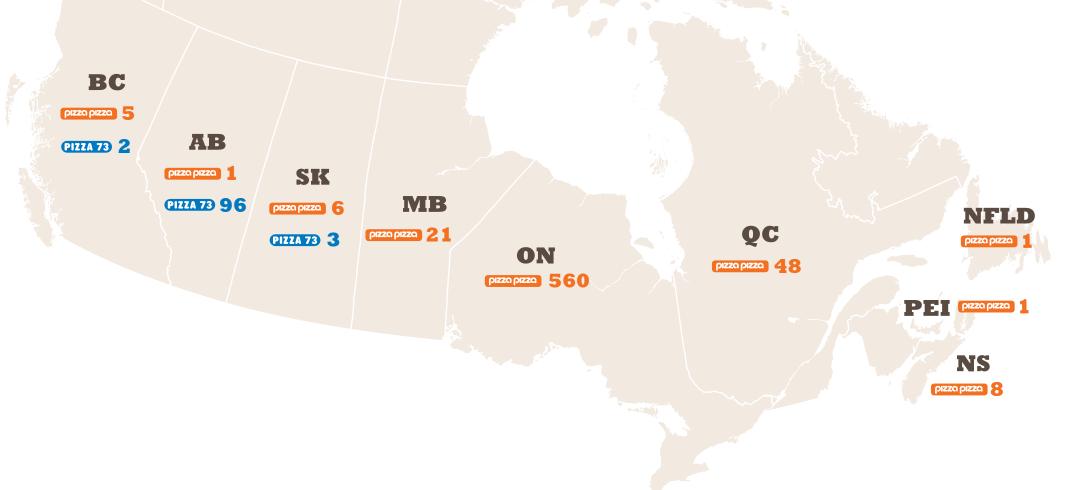




- Canada's #1 pizzeria
- Seasoned management
- Strong & proven business model
- Powerful brands
- Geographic diversification
- Modernized restaurant chain
- Innovation leader since 1967

### **CANADA'S #1 PIZZERIA**

Hot \* Fresh PIZZO PIZZO WWW.pizzapizza.ca WWW.pizzapizza.ca WWW.pizzapizza.ca



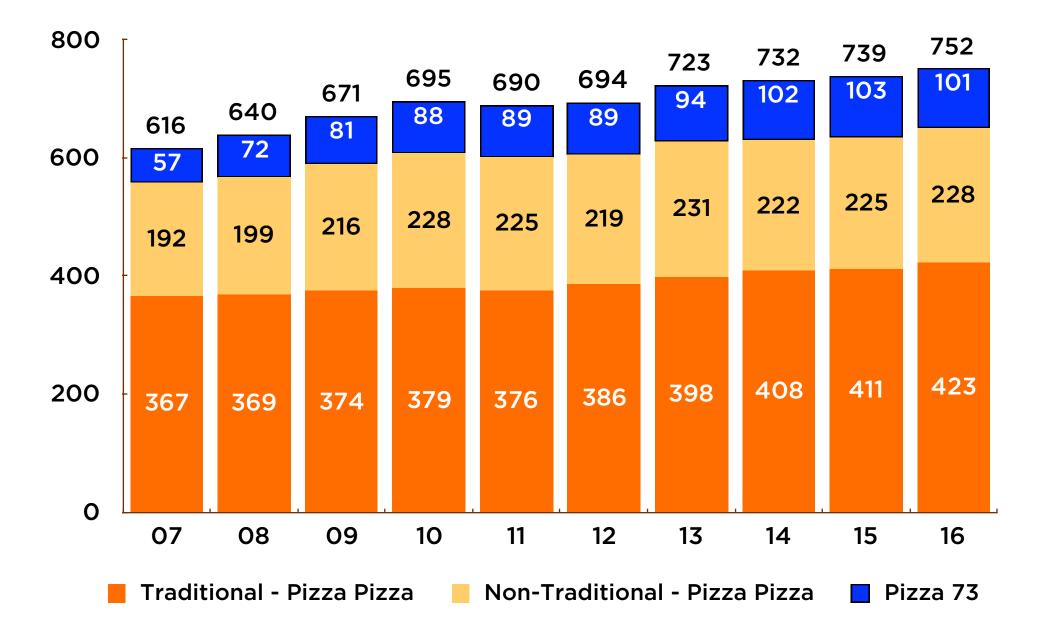
Building a national presence outside our core Alberta and Ontario markets.



## DOMINATING THE ALBERTA PIZZA MARKET



### **RESTAURANT GROWTH**



Hot & Fresh **PIZZO PIZZO** www.pizzapizza.ca Hot & Fresh **PIZZA 7** www.pizzapizza.ca

### **NON-TRADITIONAL PARTNERSHIPS**



Partnering with major sports arenas, entertainment venues and special community events provide marketing and business opportunities.

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# PRODUCT INNOVATION

NEW PRODUCT LAUNCHES ARE KEY TO SALES BUILDING.



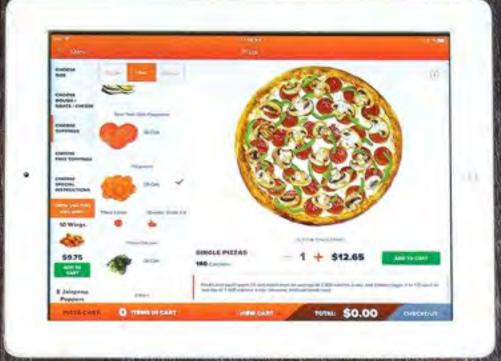


## TECHNOLOGICAL INNOVATION

#### PARTNERING INNOVATION WITH CONVENIENCE LEADS TO SALES GROWTH.

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www.pizza73.com







## POWERFUL **BRANDS &** MARKETING

HoteFresh

ww.pizzapizza.ca





Free

MOVE ADMISSION PASS WITH EVERY ONLINE ORDER AT

PIZZAPIZZA,CA OR MOBILE

APP ORDER \$13.99 OR MORE!

FAST, EASY & CONVENIENT

ORDERING WITH OUR IPHONE, IPAD, APPLE WATCH, ANDROID AND MOBILE WEB APPS!



#### SCORE SAVINGS! 2 MEDIUM PIZZAS +4 TOPPINGS (COMBINED) +6 FREE COKE

LARGE PIZZA **3** TOPPINGS

•3 FREE COKE

FAN FAVOURITE!



440-720 CALS/SERVING SERVES 5

PSEE TO

370-690 CALS/SERVING SERVES 8

#### WING IT 10 PCS. WINGS 10 CHICKEN BITES +2 FREE DIPS



**•YOUR CHOICE OF 2 ITEMS** 8 CRUNCHY DILL PICKLES OR B.JALAPERO POPPERS OR FRIES OR

•2 FREE DIPS

650-1110 CALS/SERVING SERVES 4 ONION RINGS OF POTATO WEDGES

MEGA MUNCH! LARGE PIZZA TOPPINGS +10 PCS. CHICKEN WINGS +4 FREE COKE

650-1150 CALS/SERVING. SERVES 5



NIGHT

Free

MOVIE ADMISSION PASS WITH EVERY ONLINE

OR MOBILE APP ORDER \$13.99 OR MORE!"

pizza pizza.ca

<u>(()</u> CINEPLEX See the Big Picture



## SOCIAL RESPONSIBILITY



Hot « Fresh PIZZQ PIZZQ www.pizzapizza.ca Hot « Fresh PIZZQ PIZZQ www.pizzapizza.ca

Our fundraising events have raised over \$3,000,000 for various charities including the Children's Miracle Network.

## **CURT FELTNER**

Pizza Pizza Limited Chief Financial Officer





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PIZZA

PIZZA 73

Depuis 1967

#my73moment

SINCE 1965

# SHAREHOLDER INFORMATION

PPRC, A HIGH-YIELD DIVIDEND CORPORATION.



- TSX exchange listing **PZA**
- Publicly-traded shares outstanding 24,618,392
- Fully Diluted shares **31,213,495**
- Pizza Pizza Limited's ownership 21.1%
- Market capitalization \$540 million
- Current monthly dividend **\$0.0713**
- Credit facility matures Apr 2020 \$47M

### 2016 PERFORMANCE HIGHLIGHTS SSG IS THE KEY DRIVER OF

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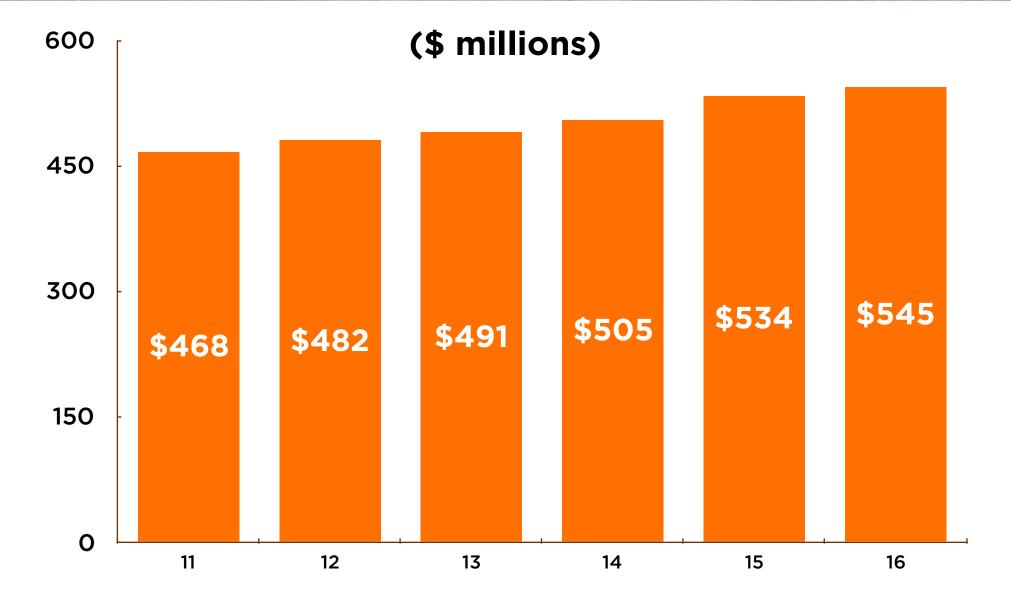
SHAREHOLDER YIELD.

1817

Royalty Pool System Sales \$545 M SSSG 1.9% Royalty Revenues \$35.3 M Adjusted earnings per share \$0.895 Dividend increased in June 2016 • **\$5.2 million** working capital reserve Dividends per share \$0.8476

Pay-out ratio 99%

### **ROYALTY POOL SYSTEM SALES**



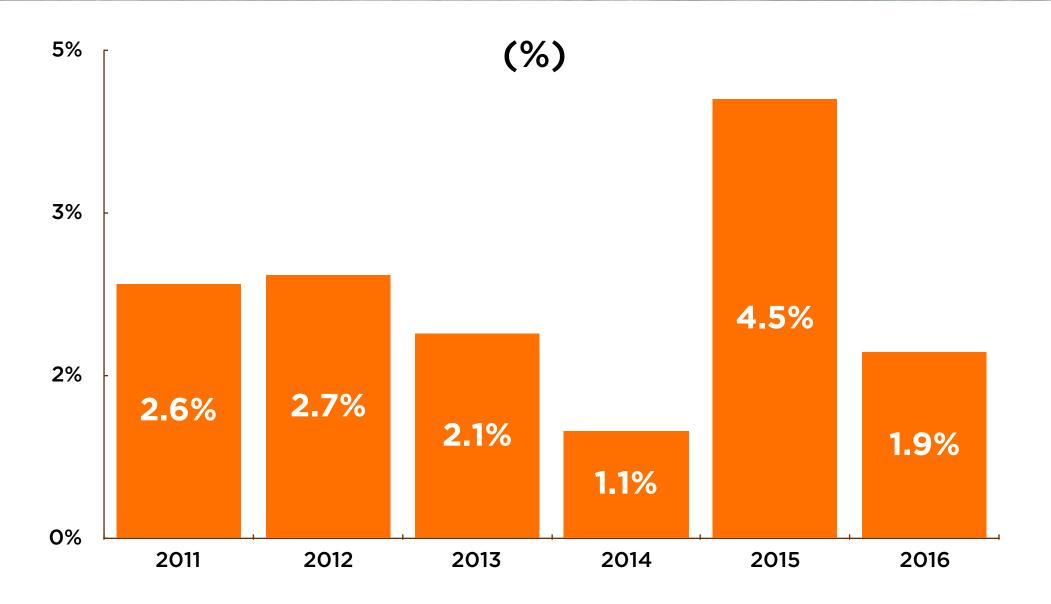
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**PIZZA PIZZA** 

Royalty revenues are based on top-line Royalty Pool System Sales. 24

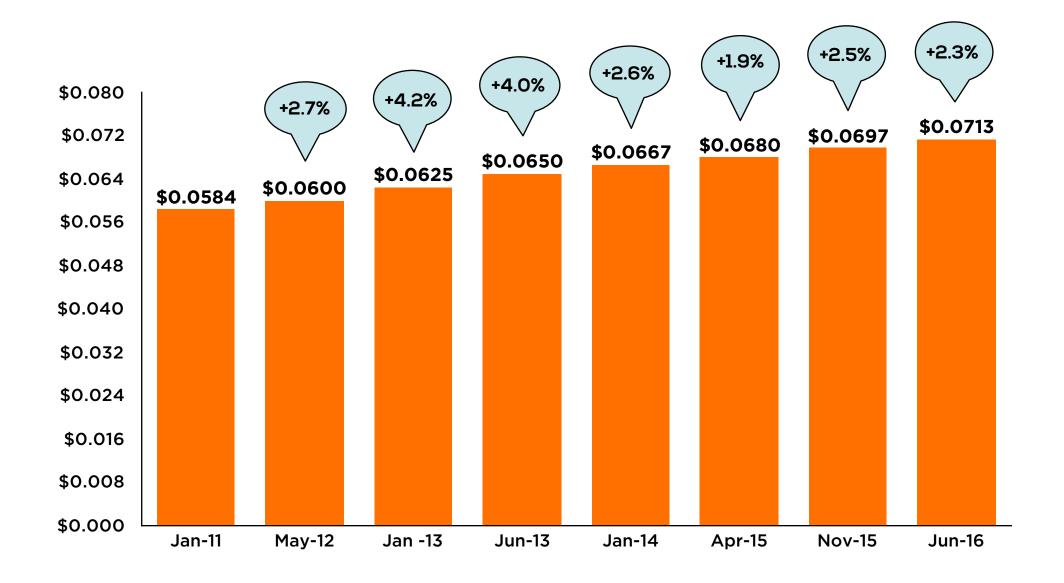
### SAME STORE SALES GROWTH

Hot & Fresh PIZZO PIZZO www.pizzapizza.ca
Hot & Fresh PIZZO 73 www.pizzar3.com



SSSG is the key driver of shareholder yield growth.

### **MONTHLY DIVIDEND GROWTH**



#### PPRC increased dividends seven times in five years.

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## Q1 717 PERFORMANCE HIGHLIGHTS





Royalty Pool System Sales **\$134 M** SSS decreased **0.7%** Adjusted earnings per share **\$0.219** 

Dividend per share \$0.2139

Pay-out ratio = 103%

Royalty Pool = 751 restaurants

\$5.0 million working capital reserve

# ADVANTAGES OF PZA

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pizza pizze

Royalty Structure

High-yield Dividend Corp

Sales Growth History

**Exceptional Brand Recognition** 

Stable Quick Service Industry

Strong cash position



