

## Forward-Looking Statements <br> $\bigcirc \bigcirc$

## Forward-Looking Statements
















 data.

## Non-GAAP Financial Measures













 in the past.

EAT. DRINK. PLAY. WATCH.

## Why Invest in Dave \& Buster's?

Attractive \&
Growing
Market

Category
Defining,
Differentlated
Concept

SIgnificant Brand
Potential


Outstanding
Company and
Store
Economics

Excellent History of Growth


## Favorable Secular Trends

## 4.2\%

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Average Annual Personal Consumption Expenditure Growth, 2014-2018 \%

: Category Defining,
: Differentiated Concept


## We are Entertainment and Dining: All In One Place



## We Appeal to a Broad Guest Base



Widely Appealing and Widely Recognized

- A Balanced Mix of Male \& Female ${ }^{(1)}$
- $60 \%$ Adult / $40 \%$ Family Mix ${ }^{(1)}$


On-Irend with 21-39 Year-OIds (PTYAs), Our Primary Target


Attracts Families in Addition to Primary Target

- Weekend Days Year-Round
- Weekdays During Summer and Holidays

- $9.8 \%$ of Revenue in FY 2018
- Increases Off-Peak Capacity


## Competitive Advantages



## : Signlificant Brand <br> : Potential

## Five Key Priorities

WIW)
Revitalization of Existing Stores

( $\square$
Building Deeper Guest Engagement

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Disciplined Cost Management to Fuel Growth Investments

Investment in Highest-Return New Stores

Continued Capital Returns to Shareholders

## Revitalization: Wow Walls



36 stores by Oct 2019

Cutting-Edge
LED digital display
Re-energizes dining rooms

40+ ft widescreen

## Revitalization: Amusements



## Revitalization: Food \& Beverage

## Feb 2017 - Feb 2019

 Menu Reduction
## $58-40$

Menu Items

## 52422

Hand-Crafted Cocktails


Simplify Menu

Significant Reduction in Items since Feb 2017


Invest in Quality that Counts

Upgraded Burger, Chicken \& Steak Enhanced hand-crafted cocktails with fresh juices and purees

## Improve Service \& Reduce Friction

## Key Areas of Focus:


[ $\quad$ Friendly, Available \& Memorable
Service (FAM)

- Workforce Management
- RFID Power Cards
- Kiosk Upgrades
- Mobile App


## Bullding Deeper Guest Engagement

- ○ ○


Target

- Leverage Data to Better Understand Targets, and Deliver More Relevant Messages via More Relevant Media

Message
"New" News

- Primarily Game Content
- Promote Our Strength - New Combination of Food \& Games


## Value

- Deliver Greater Value Perception through New Promotions


## Media

- Evolve Strategy to Reach Targets More Effectively
- Cable TV Remains Primary Media Vehicle
- Increasing Investment in Digital (Programmatic,
Social Media, SEO/SEM)


## Deeper Guest Engagement: Mobile App



## DiscIplined Cost Management to Fuel Growth Investments

Near Term Cost Saving Opportunities

- Off-Peak Labor Optimization
- Special Events Team:

Centralization

- Modest Recipe Changes
- Change in Gaming Mix

Growth Initiatives

- Marketing
- Data Analytics
- Technology


## Proven Goncept with Gapacity to Grow



## Significant Store Growth Opportunities

## North American Store Potential



## Our Stores Have Strong Returns



## Targeted New Store Economic Model



Small Stores<br>(25,000-30,000 Sq. Ft.)

Large Stores
(30,001-45,000 Sq. Ft.)
\$10.0-\$12.2
~29\%
\$8.3-\$8.8
~35\%

## Target Five-Year Average Cash-on-Cash Returns in Excess of 25\%

## New 17K Store Format Increases Brand Potential



## Targeted 17 K Store Format Economic Model

Target Year One Store Economics<br>(smillions)








Fairfax, Virginia 29




## Capital Allocation Priorities

## 1. Growth Capital Investment <br> » New Stores <br> " ROI Projects <br> 2. Return to Shareholders (SMM) <br> " \$800M Share Repurchase Authorization <br> " \$270M remaining at the end of Q2'19 <br> " \$0.15 Per Share Quarterly Cash Dividend <br> 

Leverage Ratio ${ }^{(2)}$




## We Have The Highest Volumes in the Industry


 and Longhorn, Olive Garden and Yard House (May 27, 2018). Red Robin data based on Raymond James estimates. Texas Roadhouse data represents company-owned stores. BJ's data as reported
in June 2018 investor presentation

## Our Games Drive Industry-Leading Margins



## Experienced Management Team



Brian Jenkins CEO
Experience: 25+ yrs Joined: 2006

John Mulleady
SVP of Development Experience: 25+ yrs Joined: 2012


Margo Manning
SVP \& COO
Experience: $25+$ yrs Joined: 1991


Kevin Bachus SVP of Entertainment \& Games Strategy
Experience: 25+ yrs Joined: 2012


Scott Bowman CFO
Experience: 25+yrs Joined: 2019


Rob Edmund
General Counsel \& SVP of HR
Experience: 20+yrs Joined: 2018

Average of Over 20 years of Industry Experience


## Sean Gleason

 SVP \& CMOExperience: $20+$ yrs Joined: 2009

JP Hurtado SVP \& CIO
Experience: 20+yrs Joined: 2018
: Excellent History : of Growth

## Q2 FY 2019 Highlights



2019 Financial Outlook - as of September 2019 Earnings Call


## Historical Financlal Summary



EAT. DRINK. PLAY. WATCH:
Fiscal year ends on the Sunday after the Saturday closest to January 31 of the following year. Refer to the Appendix for a reconciliation of EBITDA. Comparable Store Sales growth percentages (SSS) adjusted for the $53^{\text {rd }}$ week in FY 2017. (1) FY 2017 was a 53 -week year and the impact of the $53^{r d}$ week on Revenue and EBITDA was approximately $\$ 20$ million and $\$ 4$ million, respectively.

## Comparable Store Sales



## 36 Consecutive Quarters of LTM Adjusted EBITDA Growth

 FY10 FY10 FY10 FY11 FY11 FY11 FY11 FY12 FY12 FY12 FY12 FY13 FY13 FY13 FY13 FY14 FY14 FY14 FY14 FY15 FY15 FY15 FY15 FY16 FY16 FY16 FY16 FY17 FY17 FY17 FY17 FY18 FY18 FY18 FY18 FY19 FY19

Quarterly LTM Adjusted EBITDA and Margin
EAF. DRINK. PLAY. WATCI.
Please refer to the Appendix for a reconciliation of Adjusted EBITDA. (1) On a comparable week basis (2) Represents compound annual growth from Q2 FY 2010 through Q1 FY 2019. (3) Q4 FY 2012 was a 14 week quarter. The impact of the $14^{\text {th }}$ week on Revenue and Adjusted EBITDA was $\$ 10.4$ million and $\$ 2.4$ million, respectively. Q4 FY 2017 was also a 14 -week quarter and the impact 44 of the $14^{\text {th }}$ week on Revenue and Adjusted EBITDA was approximately $\$ 20$ million and $\$ 4$ million, respectively

## Strong Free Gash Flow Generation

FY 2018 Free Cash Flow (\$ millions)


## Why Invest in Dave \& Buster's



## Attractive and Growing Market <br> - Favorable Secular Trends <br> - Rapidly Growing Market

- We are Entertainment \& Dining-All in One Place

Category Defining, - We Appeal to a Broad Guest Base Differentiated Concept

- Market Leader, Proprietary \& Exclusive Games, Attractive to Landlords, National Advertiser, Economies of Scale, Ability to Attract the Best Talent
- Expand Brand Geographically

Significant Brand

- Evolve Offering

Potential

- Improve Service \& Reduce Friction
- Effectively Communicate "New" News and Value
- We have Industry Leading AUVs and Margins

Outstanding Company

- We generate Significant Free Cash Flow and Store Economics
- Capital Allocation Priorities: New Stores \& ROI, Share Repurchases and Cash Dividend
- Double-digit Unit and Revenue Growth (2013-2018)


## Excellent History of Growth

- 36 Consecutive Qtrs. Of LTM Adj. EBITDA Growth



## Adjusted EBITDA and Store Operating Income Before D\&A Reconciliation

| (\$Millions) |  |  |  |  |  |  |  | 26 Weeks Ended |  | LTM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | Q2 FY 18 | Q2 FY 19 | Q2 FY 19 |
| Net Income | \$8.8 | \$2.2 | \$7.6 | \$59.6 | \$90.8 | \$120.9 | \$117.2 | \$75.9 | \$74.8 | \$116.1 |
| Interest Expense, Net | 47.6 | 47.8 | 34.8 | 11.5 | 7.0 | 8.7 | 13.1 | 6.1 | 8.7 | 15.7 |
| Loss on Debt Retirement | - | - | 27.6 | 6.8 | - | 0.7 | - | - | - | - |
| Provision (Benefit) for Income Taxes | (12.7) | 1.1 | 3.9 | 32.1 | 52.7 | 35.4 | 30.7 | 22.5 | 20.5 | 28.7 |
| Depreciation \& Amortization Expense | 63.5 | 66.3 | 70.9 | 78.7 | 88.3 | 102.8 | 118.3 | 56.6 | 63.9 | 125.6 |
| EBITDA | \$107.2 | \$117.4 | \$144.7 | \$188.7 | \$238.8 | \$268.5 | \$279.3 | \$161.1 | \$167.9 | \$286.0 |
| Loss on Asset Disposal | 2.6 | 2.6 | 1.8 | 1.4 | 1.5 | 1.9 | 1.1 | 0.7 | 0.8 | 1.3 |
| Share-Based Compensation | 1.1 | 1.2 | 2.2 | 4.1 | 5.8 | 8.9 | 7.4 | 4.0 | 3.7 | 7.1 |
| Pre-Opening Costs | 3.1 | 7.0 | 9.5 | 11.6 | 15.4 | 23.7 | 23.1 | 12.4 | 11.7 | 22.5 |
| Transaction and Other Costs | 4.1 | 1.6 | 2.8 | 2.0 | (0.1) | (0.3) | - | 0.1 | - | - |
| Total Adjustments | \$10.8 | \$12.5 | \$16.3 | \$19.1 | \$22.7 | \$34.2 | \$31.8 | \$17.2 | \$16.3 | \$30.9 |
| EBITDA Margin | 17.6\% | 18.5\% | 19.4\% | 21.8\% | 23.8\% | 23.6\% | 22.1\% | 24.7\% | 23.7\% | 21.6\% |
| Adjusted EBITDA | \$118.0 | \$129.9 | \$161.0 | \$207.8 | \$261.5 | \$302.7 | \$311.1 | \$178.3 | \$184.2 | \$317.0 |
| Adjusted EBITDA Margin | 19.4\% | 20.4\% | 21.6\% | 24.0\% | 26.0\% | 26.6\% | 24.6\% | 27.4\% | 26.0\% | 24.0\% |
| Operating Income | \$43.7 | \$51.0 | \$73.9 | \$110.0 | \$150.5 | \$165.8 | \$161.0 | \$104.5 | \$104.0 | \$160.4 |
| General \& administrative Expenses | 40.4 | 36.4 | 44.6 | 53.6 | 54.5 | 59.6 | 61.5 | 30.4 | 32.8 | 63.9 |
| Depreciation \& Amortization Expense | 63.5 | 66.3 | 70.9 | 78.7 | 88.3 | 102.8 | 118.3 | 56.6 | 63.9 | 125.6 |
| Pre-Opening Costs | 3.1 | 7.0 | 9.5 | 11.6 | 15.4 | 23.7 | 23.1 | 12.4 | 11.7 | 22.5 |
| Total Adjustments | \$106.9 | \$109.8 | \$124.9 | \$143.8 | \$158.2 | \$186.1 | \$203.0 | \$ 99.4 | \$108.4 | \$212.0 |
| Store Operating Income Before Depreciation and Amortization | \$150.6 | \$160.9 | \$198.8 | \$253.9 | \$308.7 | \$351.8 | \$364.0 | \$203.9 | \$212.4 | \$372.5 |
| Store Operating Income Before Depreciation and Amortization Margin | 24.8\% | 25.3\% | 26.6\% | 29.3\% | 30.7\% | 30.9\% | 28.8\% | 31.3\% | 30.0\% | 28.2\% |

- Loss on Asset Disposal - Represents the net book value of assets (less proceeds received) disposed of during the period. Primarily relates to assets replaced in the ongoing operation of business.
- Share-Based Compensation - Represents stock compensation expense under our incentive plans.
- Pre-Opening Costs - Represents cost incurred prior to the opening of our new stores
 transaction (gains) or losses.


## Quarterly Revenue and Adjusted EBIDTA

| (\$Millions) | FY 2015 |  |  |  | FY 2016 |  |  |  | FY 2017 |  |  |  | FY 2018 |  |  |  | FY 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Total Revenues | \$222.7 | \$217.3 | \$192.8 | \$234.2 | \$262.0 | \$244.3 | \$228.7 | \$270.2 | \$304.1 | \$280.8 | \$250.0 | \$304.9 | \$332.2 | \$319.2 | \$282.1 | \$331.8 | \$363.6 | \$344.6 |
| Net Income (Loss) | \$19.5 | \$12.6 | \$4.6 | \$23.0 | \$31.2 | \$21.5 | \$10.8 | \$27.4 | \$42.8 | \$30.4 | \$12.2 | \$35.6 | \$42.2 | \$33.8 | \$11.9 | \$29.4 | \$42.4 | \$32.4 |
| Interest Expense, Net | 4.7 | 2.2 | 2.2 | 2.4 | 2.1 | 1.9 | 1.6 | 1.4 | 1.9 | 2.1 | 2.2 | 2.6 | 2.9 | 3.2 | 3.3 | 3.7 | 4.1 | 4.6 |
| Loss on Debt Retirement | - | 6.8 | - | - | - | - | - | - | - | - | 0.7 | - | - | - | - | - | - | - |
| Provision (Benefit) for Income Taxes | 11.6 | 5.1 | 2.7 | 12.7 | 17.9 | 12.6 | 6.3 | 15.9 | 19.6 | 6.7 | 4.9 | 4.2 | 13.6 | 8.9 | 0.3 | 7.9 | 11.3 | 9.2 |
| Depreciation \& Amortization Expense | 18.6 | 19.6 | 20.0 | 20.4 | 20.8 | 21.4 | 22.9 | 23.2 | 23.9 | 24.8 | 25.7 | 28.3 | 27.5 | 29.0 | 30.6 | 31.1 | 31.1 | 32.8 |
| Reported EBITDA | \$54.3 | \$46.4 | \$29.5 | \$58.5 | \$72.0 | \$57.4 | \$41.5 | \$67.9 | \$88.2 | \$64.0 | \$45.6 | \$70.8 | \$86.1 | \$75.0 | \$46.0 | \$72.1 | \$88.9 | \$79.0 |
| Loss on Asset Disposal | 0.3 | 0.6 | 0.3 | 0.2 | 0.2 | 0.3 | 0.5 | 0.5 | 0.6 | 0.2 | 0.3 | 0.7 | 0.3 | 0.4 | 0.1 | 0.3 | 0.4 | 0.4 |
| Share-Based Compensation | 0.5 | 1.1 | 1.0 | 1.5 | 1.4 | 1.6 | 1.7 | 1.2 | 2.1 | 2.4 | 2.6 | 1.9 | 2.4 | 1.6 | 1.8 | 1.7 | 1.8 | 1.9 |
| Pre-Opening Costs | 2.8 | 2.6 | 2.4 | 3.8 | 2.9 | 2.9 | 4.6 | 5.0 | 4.5 | 4.5 | 5.6 | 9.1 | 7.1 | 5.3 | 4.7 | 6.0 | 7.0 | 4.7 |
| Transaction and Other Costs | 1.1 | 0.2 | 0.9 | (0.2) | - | - | - | (0.1) | 0.2 | (0.6) | - | - | 0.1 | - | - | - | - | - |
| Total Adjustments | \$4.7 | \$4.5 | \$4.6 | \$5.4 | \$4.5 | \$4.9 | \$6.7 | \$6.6 | \$7.4 | \$6.6 | \$8.5 | 11.7 | \$9.8 | \$7.4 | \$6.7 | \$8.0 | \$9.3 | \$7.0 |
| Adjusted EBITDA | \$59.0 | \$50.9 | \$34.1 | \$63.9 | \$76.4 | \$62.4 | \$48.3 | \$74.5 | \$95.6 | \$70.6 | \$54.1 | \$82.5 | \$95.9 | \$82.4 | \$52.7 | \$80.2 | \$98.2 | \$86.0 |
| LTM Adjusted EBITDA | \$170.9 | \$184.4 | \$193.7 | \$207.8 | \$225.3 | \$236.8 | \$251.0 | \$261.5 | \$280.6 | \$288.9 | \$294.7 | \$302.7 | \$303.1 | \$314.9 | \$313.4 | \$311.1 | \$313.4 | \$317.0 |
| LTM Adjusted EBITDA Margin \% | 22.1\% | 22.7\% | 23.1\% | 24.0\% | 24.9\% | 25.4\% | 25.9\% | 26.0\% | 26.8\% | 26.7\% | 26.7\% | 26.6\% | 26.0\% | 26.1\% | 25.3\% | 24.6\% | 24.2\% | 24.0\% |



- Share-Based Compensation - Represents stock compensation expense under our incentive plans.
- Pre-Opening Costs - Represents cost incurred prior to the opening of our new stores.
 Management, LLC, and currency transaction (gains) or losses.


## Return on Invested Capital Reconcillation

| (\$ Millions) | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | $\begin{aligned} & \hline \text { LTM Q2 } \\ & \text { FY } 2019 \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { Q2 } \\ \text { FY } 2018 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Income |  | \$73.9 | \$110.0 | \$150.5 | \$165.8 | \$161.0 | \$160.4 |  |
| Estimated Income Tax Expense |  | 24.8 | 38.5 | 55.3 | 58.3 | 38.8 | 36.1 |  |
| Net Operating Profit After Taxes |  | \$49.1 | \$71.5 | \$95.2 | \$107.5 | \$122.2 | \$124.3 |  |
| Total Debt | \$484.7 | \$429.0 | \$338.3 | \$264.8 | \$367.3 | \$394.3 | \$567.8 | \$362.8 |
| Total Equity | 150.4 | 258.7 | 346.3 | 439.5 | 421.6 | 387.8 | 249.3 | 440.9 |
| Less: |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | (38.0) | (70.9) | (25.5) | (20.1) | (18.8) | (21.6) | (23.3) | (22.4) |
| Tradenames | (79.0) | (79.0) | (79.0) | (79.0) | (79.0) | (79.0) | (79.0) | (79.0) |
| Goodwill | (272.4) | (272.6) | (272.7) | (272.6) | (272.6) | (272.6) | (272.6) | (272.6) |
| Capital Invested | \$245.7 | \$265.2 | \$307.4 | \$332.6 | \$418.5 | \$408.9 | \$442.2 | \$429.7 |
|  |  |  |  |  |  |  |  |  |
| Average Capital Invested |  | \$255.5 | \$286.5 | \$320.0 | \$375.6 | \$413.7 | \$435.9 |  |
| Return on Invested Capital (ROIC) |  | 19.2\% | 25.0\% | 29.8\% | 28.6\% | 29.5\% | 28.5\% |  |

- Invested Capital - reflects balances as of the end of the reported fiscal year
 Reform. Effective tax rates for FY 2014, FY2015, FY2016, FY2017, LTM Q1 FY2018 and LTM Q1 FY2019, were 33.6\%, 35.0\%, 36.7\%, 35.2\%,24.1\% and 23.1\% respectively.
- Total Debt - Total debt includes the current and long-term portions of debt on our Consolidated Balance Sheets without reduction for unamortized debt issuance costs.
 Investors, L.P.
- Average Capital Invested - Represents the two-point average of Capital Invested at the end of the period and Capital Invested twelve months prior; Capital Invested at the end of Q1 2018 was $\$ 425.2 \mathrm{M}$.
- Return on Invested Capital - Return on Invested Capital is calculated as Net Operating Profit After Tax divided by Average Invested Capital.

