



**Dave & Buster's
Investor Presentation
October 2020**



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This presentation contains certain non-GAAP financial measures. A “non-GAAP financial measure” is defined as a numerical measure of a company’s financial performance that excludes or includes amounts so as to be different than the most directly comparable measure calculated and presented in accordance with GAAP in the consolidated statements of comprehensive income (loss), balance sheets or statements of cash flow of the company. The Company has provided a reconciliation of these non-GAAP financial measures to the appropriate GAAP measures in the Appendix to this presentation. EBITDA is defined as net income (loss) before interest expense, net, loss on debt retirement, income taxes and depreciation and amortization. EBITDA is presented because it is a common performance measure, which allows investors to compare operating performance across companies and industries. Adjusted EBITDA is presented because management believes that such financial measure, when viewed with the Company’s results of operations in accordance with GAAP and the reconciliation of Adjusted EBITDA to net income (loss), provides additional information to investors about certain expenses, which vary from period to period and do not directly relate to the ongoing operations of the current underlying business of our stores and therefore complicate comparison of the underlying business between periods. We believe that Store Operating Income Before Depreciation & Amortization is another useful measure in evaluating our operating performance because it removes the impact of general and administrative expenses, which are not incurred at the store-level, and the costs of opening new stores, which are non-recurring at the store level, and thereby enables the comparability of the operating performance of our stores for the periods presented. Discretionary Free Cash Flow is presented because management believes it is useful to investors and equity analysts as a performance measure. Return on Invested Capital (“ROIC”) is presented because management believes it provides a measure of efficiency and effectiveness of our use of capital, and believes investors can utilize this metric to compare the Company’s efficiency and effectiveness of capital deployment to that of our competitors. EBITDA, Adjusted EBITDA, Store Operating Income Before Depreciation & Amortization, Discretionary Free Cash Flow and ROIC are used by investors as supplemental measures to evaluate the overall operating performance of companies in the entertainment and dining industry; you should not consider them in isolation, or as substitutes for analysis of results as reported under GAAP. These non-GAAP measures do not represent and should not be considered as an alternative to net income or cash flows from operations, as determined in accordance with GAAP, and our calculations thereof may not be comparable to similarly entitled measures reported by other companies, and may differ from similarly titled measures that we have presented in the past.



Agenda



1	Business overview and key credit highlights	6
2	COVID-related developments	21
3	Financial summary	32
4	Appendix	38



Today's Presenters



Brian Jenkins

CEO

Experience: 25+ yrs

Joined: 2006



Scott Bowman

CFO

Experience: 25+yrs

Joined: 2019



Executive Summary

- Dave & Buster's Entertainment, Inc. (“Dave & Buster’s”, “D&B” or the “Company”) is a leading owner and operator of entertainment and dining venues for both adults and families
 - Founded in 1982, the core of D&B’s concept is to offer our guests the opportunity to “Eat, Drink, Play and Watch” all in one location. The interaction between dining, enjoying the full-service bar, playing games, and watching sports and other entertainment is the defining feature of the Dave & Buster’s guest experience which cannot be easily replicated elsewhere
 - The Company owned and operated 136 venues as of September and is headquartered in Dallas, Texas
 - D&B’s distinctive entertainment focused brand is based on a unique value proposition and a diverse combination of amusement (58% of FY 2019 revenue) and food & beverage (42% of FY 2019 revenue) revenue streams
 - For FY 2019, the Company generated Revenue and Adjusted EBITDA of \$1,355 million and \$308 million, respectively (23% Adj. EBITDA margin)
- Following the onset of COVID, the Company took the following steps:
 - Drastically reduced operating costs and capital expenditures
 - Proactively increased liquidity (raised ~\$182mm through two equity offerings in April and May of 2020)
 - Prioritized health and safety to safely reopen stores profitably
- Following the closure of all stores in March, 81 comp stores out of a total of 99 open stores were operating at approximately 65%⁽¹⁾ of FY 2019 levels in September



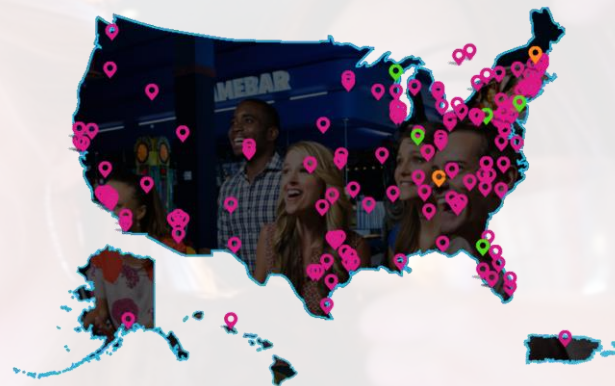


- **Business Overview and**
- **Key Credit Highlights**

Dave & Buster's at a Glance



Founded:	1982
Headquarters:	Dallas, TX
Stores ⁽¹⁾:	136
U.S. geographic presence ⁽¹⁾:	40 States
FY2019 total revenue:	\$1,355mm
FY2019 Adjusted EBITDA:	\$308mm
Revenue mix ⁽²⁾:	58% Amusement / 42% F&B
Store-level EBITDA margin ⁽²⁾:	27.2%
Average unit volume ⁽²⁾:	\$10.5mm
Average restaurant size ⁽²⁾:	41,000 Sq. Ft.



Key Credit Highlights



1

Attractive and growing market

- Favorable secular trends
- Rapidly growing spending on experiences

2

Category defining, differentiated concept

- We are entertainment & dining – all in one place
- Appeal to a broad guest base – balanced mix of families and adults
- Market leader, proprietary & exclusive games, favorable locations and attractive real estate partner, national advertiser, economies of scale, ability to attract great talent

3

Strong business model and store economics

- Average AUV of \$10.5 million, average gross margin of 82.8%
- Optimal revenue mix – 58% Games, 42% F&B
- Disciplined site selection process and targeted 35% year one return
- Flexible store model – matching store size to market potential

4

Consistent financial performance and free cash flow generation

- Double-digit unit and revenue CAGR (2015-2019)
- Over \$300 million in Adj. EBITDA each of last three years (2017 – 2019)
- Approx. \$200 million of Discretionary FCF each of last three years (2017 – 2019)

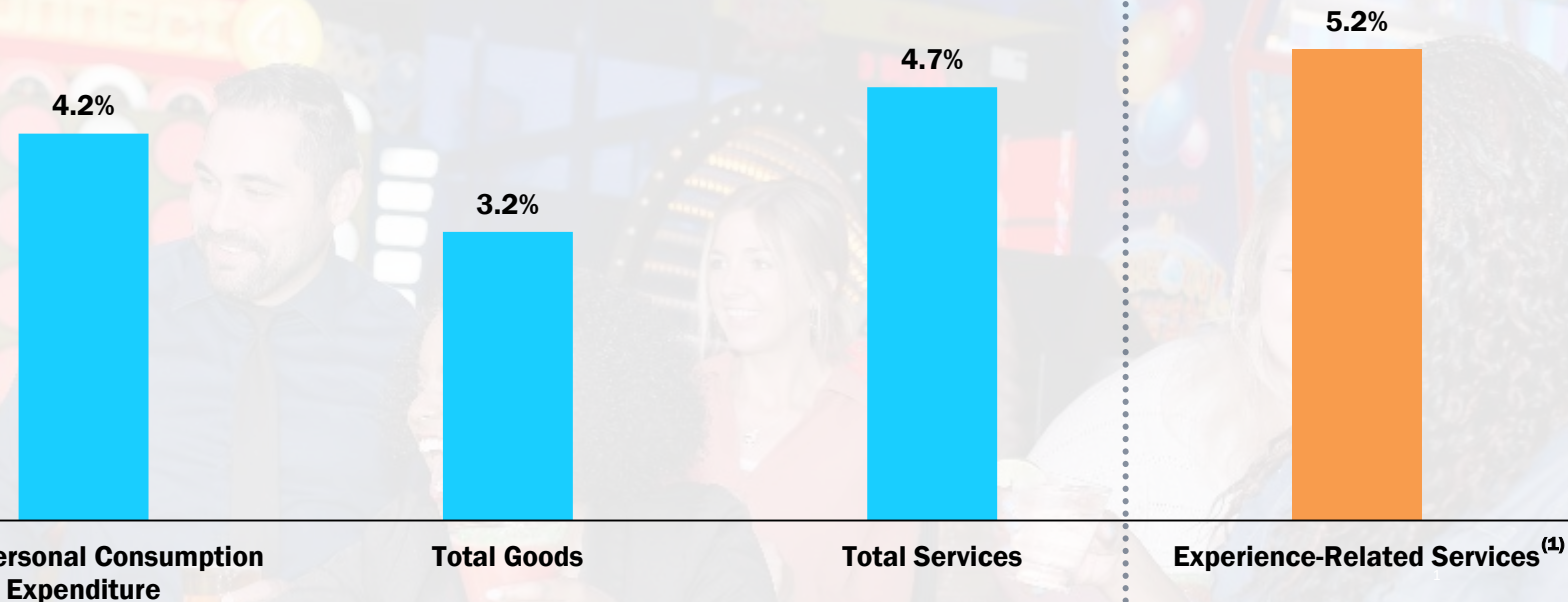
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Experienced management team

- Highly professional and tenured management team
- Average of 20+ years of industry experience



1 Attractive and Growing Market



Average annual personal consumption expenditure growth, 2014-2019 %

2

We are Entertainment and Dining: All in One Place



EAT. DRINK. PLAY. WATCH.®



- Curated menu at price points spanning casual and casual dining plus
 - Eliminates veto vote with thoughtful selection across the full meal and snacking
- Drive off-peak sales via value-oriented pairings of entertainment and dining (“Eat and Play Combo”)



- Broad selection of alcoholic and non-alcoholic beverages
- Alcoholic beverages comprise ~ 32% of food and beverage revenue, approximately 2x industry average¹⁾
- Innovative beverage platforms



- Our arcade offers a wide array of entertainment options
- Ongoing game refreshment keeps the brand relevant
- Proprietary and exclusive game content as well as investment in proprietary VR to fortify position at forefront of next-gen gaming



- Strong sports viewing offering in all stores
 - 40+ feet LED WOW walls are featured in 52 locations
 - Average of 40 televisions per store, including 100 to 160-inch HDTVs
- Features year-round sports viewing and pay-per-view content



EAT. DRINK. PLAY. WATCH.®

1) Based on publicly available filings for BJRI, BLMN, BWLD, CAKE, DRI, EAT, and TXRH

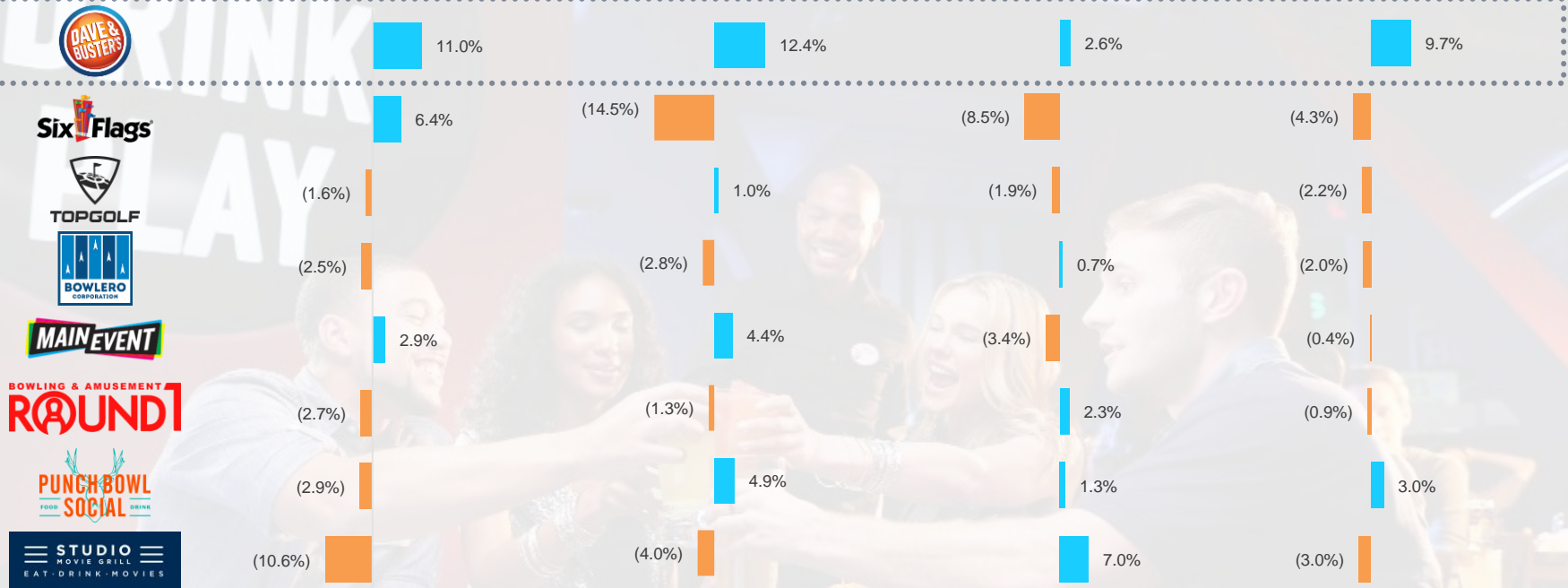
Well-Positioned, Distinctive Brand...

Fun Place to Visit

Good Place to Watch Sports

Speed of Service

Fun & Friendly Service



2 ...With Broad Brand Appeal

- ✓ Distinctive entertainment focused brand based on highly differentiated value proposition



Widely appealing and widely recognized

- Recognized as fun place to visit at more than double the frequency of peers¹⁾
- Television and word-of-mouth exposure create widely recognized brand

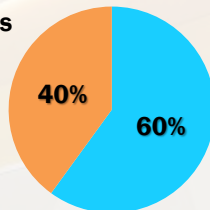


On-trend with 21-39 year-olds

- Millennials crave new experiences and social media-worthy moments
- Go out more often
- Requires ongoing innovation & evolution to stay on trend

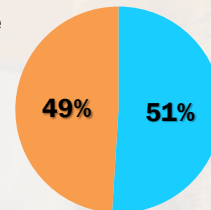
Balanced mix of families and adults, males and females

Families



Adults

Female



Male



Attracts families

- Weekend days year-round
- Weekdays during summer and holidays



Compelling venue for corporate and social special events

- 10% of revenue in FY2019
- Increases off-peak capacity

D&B's differentiated business model drives broad consumer appeal

3

Entertainment Focus Driving Sales and Profit

2006

2019

“Restaurant focus”

“Entertainment focus”



Revenue Mix⁽¹⁾

Adj. EBITDA
Margin⁽¹⁾

13.4%

22.8%

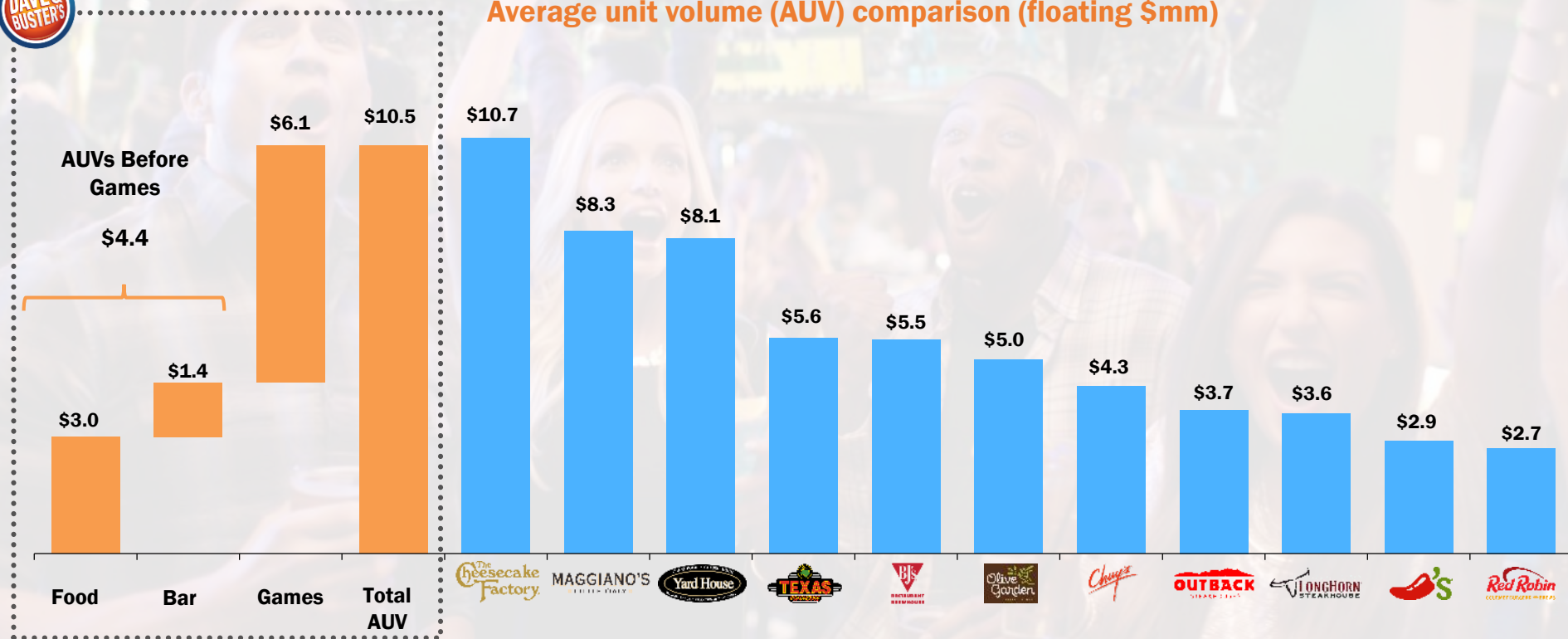
1) For FY2006 and FY2019, respectively

3

Among The Highest Volumes in the Industry



Average unit volume (AUV) comparison (floating \$mm)

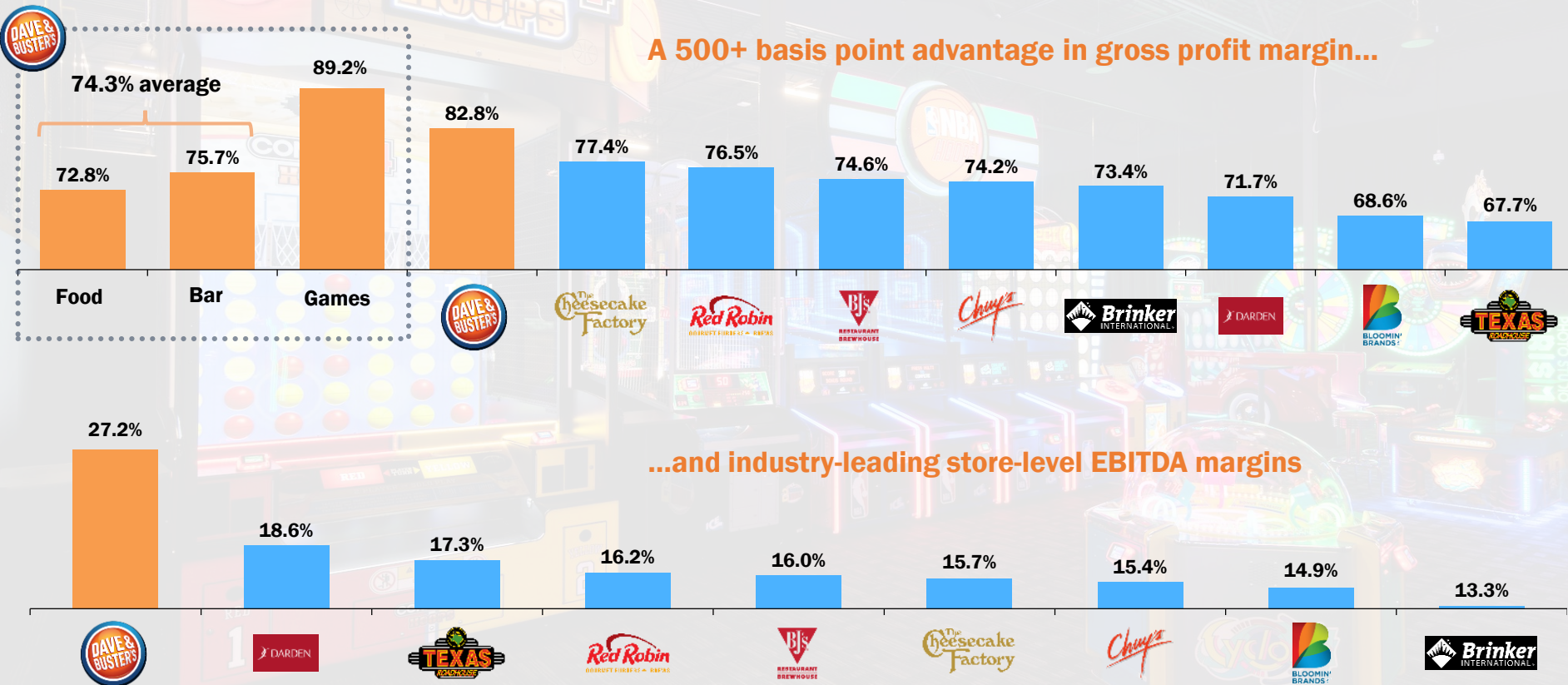


EAT. DRINK. PLAY. WATCH.

Source: Company filings. Dave & Buster's AUV represents FY 2019 and only includes comparable stores. Peer group AUVs represent FYE December 2019, except for Chili's & Maggiano's (June 26, 2019) and Longhorn Steakhouse, Olive Garden and Yard House (May 26, 2019). Red Robin data based on Technomic estimates.

3

Entertainment Focus Drives Industry-Leading Margins



EAT. DRINK. PLAY. WATCH.

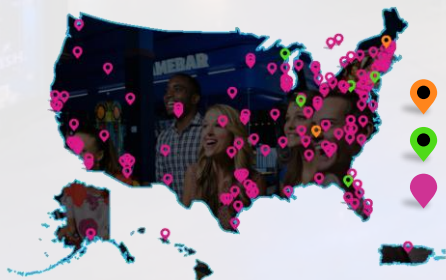
Source: Company filings. Dave & Buster's gross profit margin and store-level EBITDA margin represents FY 2019. Peer group financials as of LTM period closest to Dave & Buster's FY 2019 year-end. Data was retrieved between August 23, 2020 and September 10, 2020

3

Proven Site Selection Model with Opportunity for Continued Roll-out of High Return Stores

Criteria for selecting new sites

- 1 Large population density within 10-15 miles
- 2 Smaller DMAs with attractive “topspin” (i.e. tourism, universities, nearby military installations, etc.)
- 3 Heavy retail, restaurant and daytime traffic
- 4 High visibility and access from main roads
- 5 Household income at or above national average
- 6 Higher education levels



- Opened in FY 2020
- Remaining 2020 planned stores
- Existing stores

Targeted New Store Economic Model

Target year one store economics (\$Millions)	“New” small Store (15,000 – 25,000 Sq. Ft.)	Medium store (25,001 – 30,000 Sq. Ft.)	Large store (30,001 – 45,000 Sq. Ft.)
Total revenue	\$4.5 - \$8.0	\$8.0 - \$11.0	\$11.0 - \$13.0
Store operating income Before D&A margin ⁽¹⁾	~30%	~30%	~30%
Net development costs ⁽²⁾	\$6.0mm	\$7.0mm	\$8.5mm
Target cash-on-cash return	~30%	~40%	~40%

10-20%

Honeymoon sales decline in year 2

35%

Overall target year one cash-on-cash return

Target five-year average cash-on-cash returns in excess of 25%

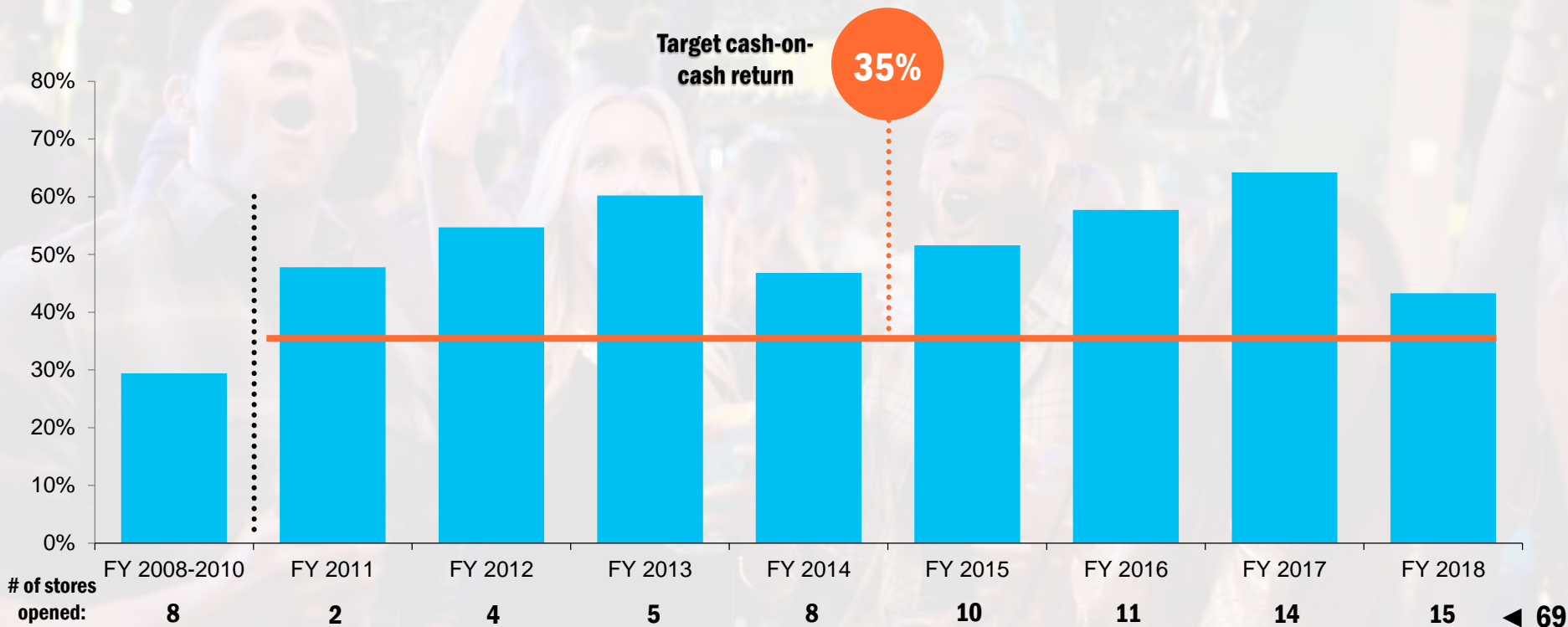


EAT. DRINK. PLAY. WATCH.™

1) Excludes preopening expenses, national marketing allocation and non-cash charges related to asset disposals, currency transactions and change in non-cash deferred amusement revenue and ticket liability
 2) Net development costs include equipment, building, leaseholds and site costs, net of tenancy improvement allowances and other landlord payments, excluding preopening costs and capitalized interest

3 Our Stores Generate Strong Returns

Average year one cash-on-cash returns by full year vintage



◀ 69

4

Track Record of Superior Financial Performance

(\$Millions)

Revenue

Successfully weathered recession



Stores:	48	49	52	56	57	58	61	66	73	81	92	106	121	136
SSS growth:	4.1%	4.1%	(2.8%)	(7.8%)	(1.9%)	2.2%	3.0%	1.0%	7.3%	8.9%	3.3%	(0.9%)	(1.6%)	(2.6%)

Adjusted EBITDA

Successfully weathered recession

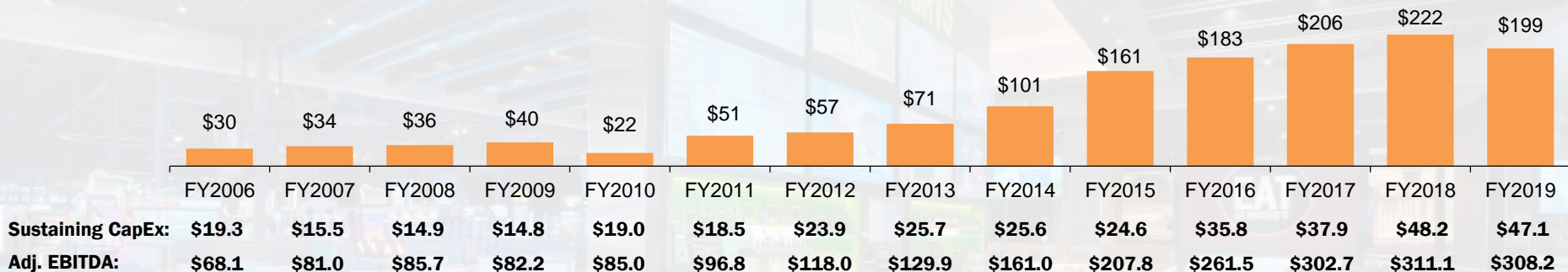


Adj. EBITDA Margin:	13.4%	15.1%	16.1%	15.8%	16.3%	17.9%	19.4%	20.4%	21.6%	24.0%	26.0%	26.6%	24.6%	22.8%
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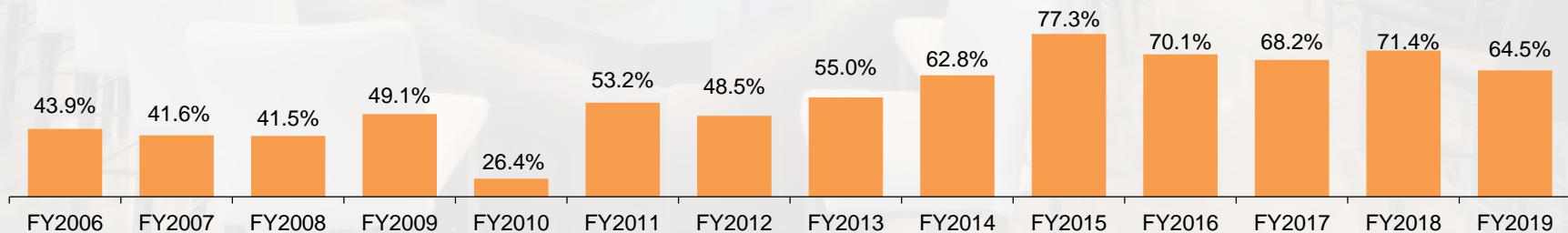
Significant Free Cash Flow Generation

(\$Millions)

Discretionary Free Cash Flow ⁽¹⁾



Discretionary Free Cash Flow Conversion ⁽²⁾



Note: In 2010, FCF affected abnormally high debt service due to the Oak Hill acquisition

1) Discretionary Free Cash Flow defined as Adj EBITDA less Cash Tax less Debt Service (principal and interest) less sustaining CAPEX

2) Discretionary Free Cash Flow Conversion defined as Discretionary Free Cash Flow divided by Adj. EBITDA

5 Experienced Management Team



Brian Jenkins

CEO

Experience: 25+ yrs.

Joined: 2006



Margo Manning

SVP & COO

Experience: 25+ yrs.

Joined: 1991



Scott Bowman

CFO

Experience: 25+ yrs.

Joined: 2019



Brandon Coleman

SVP & CMO

Experience: 15+ yrs.

Joined: 2020



John Mulleady

SVP of Development

Experience: 25+ yrs.

Joined: 2012



Kevin Bachus

SVP of Entertainment &
Games Strategy

Experience: 25+ yrs.

Joined: 2012



Rob Edmund

General Counsel & SVP
of HR

Experience: 20+ yrs.

Joined: 2018



JP Hurtado

SVP & CIO

Experience: 20+ yrs.

Joined: 2018

Average of over 20 years
of industry experience



Covid-19 Strategy



1 Bolster liquidity and reduce expenses

2 Prioritize health and safety

3 Focus on reopening stores effectively



Bolster Liquidity



Drew down revolving credit facility



Suspended dividends and share repurchases, saving approximately \$15mm⁽¹⁾



Drastically reduced 2020 capital spending plan from \$222mm to \$56mm



Raised net proceeds of \$182mm through two equity offerings⁽²⁾



Secured temporary waivers of covenants in debt facility until Q4 '20 financials are required to be delivered



Negotiated with landlords to defer rents for 125 of 137 properties, generating over \$50mm of near-term liquidity



Aggressively managing accounts payable



1) Represents three quarters of savings on dividends

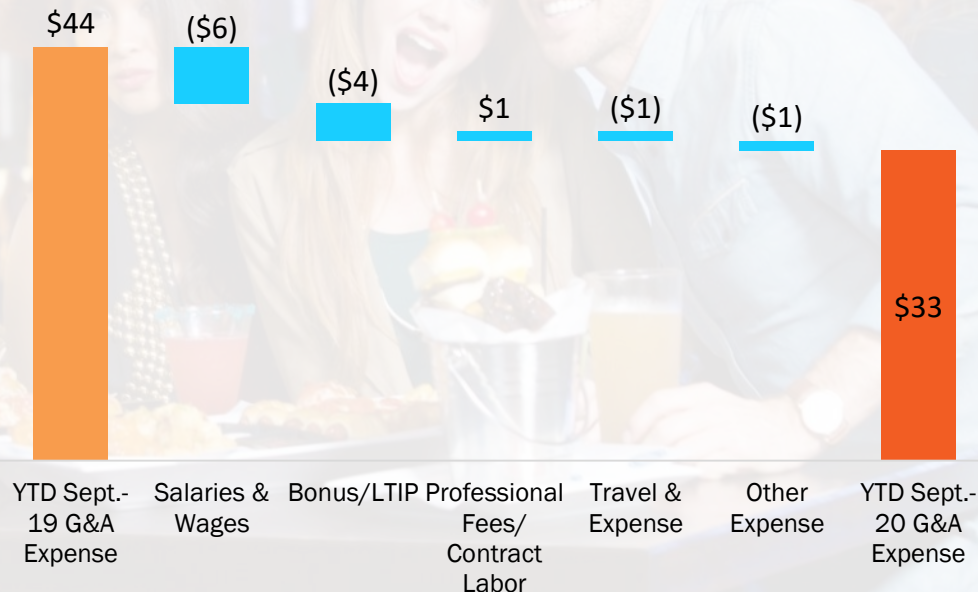
2) \$72mm in April 2020 and \$110mm in May 2020

Reduce Operating Expenses and G&A Expenses

Expense reductions

- Furloughed 99% of all team members in March after closing all stores
- Temporarily reduced senior leadership compensation by 50%
- Suspended cash compensation for Board of Directors
- Eliminated 401K match
- Reduced marketing spend from \$30mm for YTD Sept.-19 to \$16mm for YTD Sept.-20⁽¹⁾

Corporate G&A expense reduction goals (\$mm)⁽¹⁾



Prioritize Health and Safety

D&B shifted focus to reopening safely and serving up good, clean fun!

Safe & Fun Space

- ✓ Strictly follow all local, state and federal health guidelines and requirements
- ✓ Socially distanced all tables, games and line queues – but still able to offer over 90% of each store's pre-COVID game titles
- ✓ Disposable menu; prioritized development of contactless order-and-pay system

Safe & Fun Team

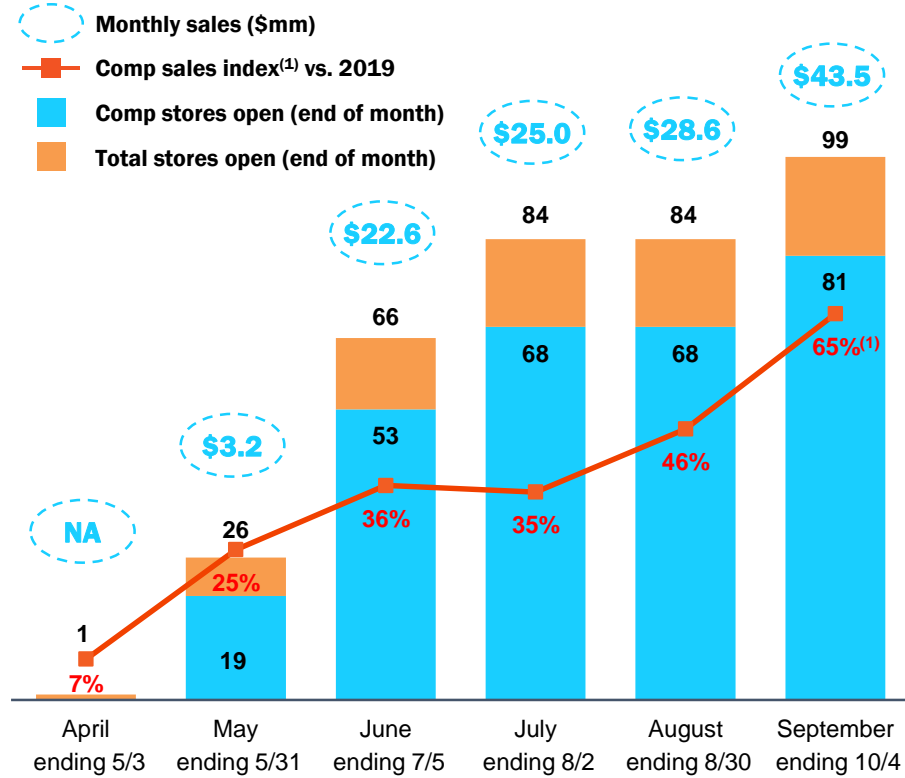
- ✓ Health and temperature checks before each shift
- ✓ Team members wear masks and gloves
- ✓ As of October 4, 2020, now have over 7,200 team members working with low level of COVID incidents

Safe & Fun Guests

- ✓ Team members are assigned to cleaning the store full-time during all operating hours
- ✓ One of the first national brands to require guests to wear face masks
- ✓ Masks and gloves are available for guests upon request
- ✓ New hand sanitizer stations
- ✓ Emphasizing guest responsibility for social distancing throughout the store

Focus on Reopening Stores Effectively

Sales and stores open by month-end



Reopening highlights

99
of
136

Stores safely opened as of
October 4, 2020

Reopening action plan

7
to
10

Stores typically open within 7 to 10 days
of getting governmental clearance

Note: Months shown are on a fiscal 4/5/4 calendar as follows: Apr (4 weeks), May (4 weeks), Jun (5 weeks), Jul (4 weeks), Aug (4 weeks), Sep (5 weeks)

1) Excludes 5 stores where governments have not permitted arcades to open; 5-weeks ending October 4, 2020

Post-COVID Store Maturity Curve

YoY store revenue performance for re-opened comparable stores

		Number of weeks reopened ⁽¹⁾																					
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22
Comp store count	Region	Total stores opened for the number of weeks indicated above																					
		86	81	77	69	68	68	68	68	68	66	61	59	59	50	48	45	35	21	19	15	7	7
4	New England	31%	33%	33%	37%	32%	37%	38%	44%	51%	59%	65%	58%	63%	81%	72%	80%						
2	New York-New Jersey	10%	12%	17%	19%	23%	26%	25%	33%	33%	51%	60%	59%	69%									
10	Mid-Atlantic	24%	40%	48%	50%	43%	47%	51%	52%	60%	64%	69%	70%	73%	77%	74%	74%	73%					
11	Southeast	23%	34%	36%	45%	42%	44%	39%	47%	44%	49%	48%	52%	50%	62%	66%	71%	72%	75%	75%	88%	83%	100%
6	Florida	13%	20%	30%	41%	47%	55%	50%	48%	39%	43%	47%	50%	54%	59%	67%	83%	75%	76%	93%	107%	90%	95%
15	Midwest	23%	34%	40%	37%	42%	40%	42%	48%	44%	47%	56%	59%	61%	57%	65%	70%	75%	71%	78%			
11	Texas	25%	32%	25%	17%	24%	27%	32%	35%	38%	40%	47%	49%	62%	66%	63%	65%	67%					
6	Mountain Plains	25%	38%	36%	36%	34%	35%	37%	33%	39%	46%	38%	52%	53%	44%	52%	54%	55%	64%	51%			
4	Southwest	17%	27%	29%	34%	40%	39%	42%	39%	38%	43%	43%	45%	57%	52%	61%	66%	60%	65%	61%	70%	73%	74%
7	California	30%	32%	30%																			
8	Western	21%	29%	31%	39%	34%	31%	30%	28%	31%	35%	38%	39%	40%	50%	50%	61%	63%	64%	69%	62%		
2	Canada	9%	10%	13%	17%	19%	31%	34%	23%	21%	20%												
86	Total comp store count	23%	31%	33%	36%	37%	39%	39%	41%	41%	46%	50%	53%	57%	59%	63%	69%	69%	71%	77%	86%	87%	95%

As stores stay open longer, sales continue to progress towards 2019 levels



Focus on Reopening Stores Efficiently



Lean operating model has enabled significant reduction in expense burn rate

65 of 99 stores that were open in September generated positive store-level EBITDA⁽¹⁾

Store efficiency has enabled reduction in our Adj. EBITDA burn rate from ~\$6.6mm/week in April to an estimated \$1.5mm/week in September

Two key drivers:

- ✓ **Lean operating model**
- ✓ **Tightly managed store expenses**

Estimated near term EBITDA breakeven point with revenue at 50-55% of FY 2019 sales⁽²⁾

Focus on Reopening Stores – Lean Operating Model



Targeted labor model

- **Aim to reopen all stores at minimum levels, and ramp team in-line with guest demand**
- **Reduced management levels from a pre-COVID average of 9 per store to 2 – 3 management staff on initial restart, with gradual increase as stores recover**
 - **Store management bonus program incents sales recovery and efficient operations**
- **Hourly labor percentage for Q2 2020 was less than Q2 2019, despite significant operational deleveraging of business during COVID**
 - **Key enabler: limited 15-item menu**
- **Leveraging lessons learned during COVID to create a lasting and more efficient new labor model that can be a significant unlock for future success**

Other Store Operating Expenses



Occupancy



\$1.3mm



Marketing



\$7.8mm



Maintenance



\$5.3mm



Operations



\$29.8mm

Q2'19 Other store operating expenses

\$104mm

Q2'20 Other store operating expenses

\$63mm

(40%)



Near-term Priorities to Accelerate Change



Improve service model

- Use technology to amplify guest experience
- Promote connection across all activities
- Create fun and bring new brand persona to life



Refresh menu offering

- Strong food identity
- Improve execution and service speed
- More accessible options



Enhance programming & entertainment

- Offer the latest best-in-class games
- Leverage watch opportunity
- Focus on programming



Amplify marketing

- Create deep understanding of audiences using new customer data platform
- Connect deeper with broader customer emotions to drive behaviors and brand perception
- Comprehensive approach to media leveraging data to target the right audience on the right channel at the right time





Financial Summary

Existing Capitalization



(\$Millions)

Existing capitalization	Q2'20	xFY'19 Adj. EBITDA	xLTM Adj. EBITDA
Cash & cash equivalents	\$224.3		
\$500mm revolver due August 2022	\$489.0		
First lien term loan A due August 2022	258.8		
Secured debt	\$747.8	2.4x	10.0x
Total debt	\$747.8	2.4x	10.0x
Net debt	\$523.4	1.7x	7.0x
Market capitalization (as of 10/2/20)	\$747.7		
Total capitalization	\$1,495.5		
FY'19 Adj. EBITDA		\$308.2	
LTM Q2'20 Adj. EBITDA			\$74.8

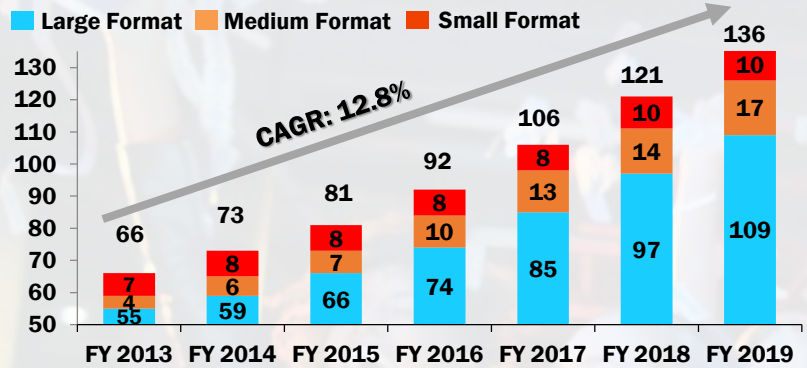
Management has a leverage target of 2.0x - 2.5x

- **D&B is in active discussions with its lenders regarding a further covenant holiday, a potential maturity extension and a path to additional liquidity**
 - **The Company anticipates any debt capital raise would proceed only after they have secured commitments on a meaningful extension for the revolver of at least a year as well as several quarters of additional covenant relief, and with any such debt capital raise, D&B would seek to increase its liquidity net of a pay-down of the existing term loan**

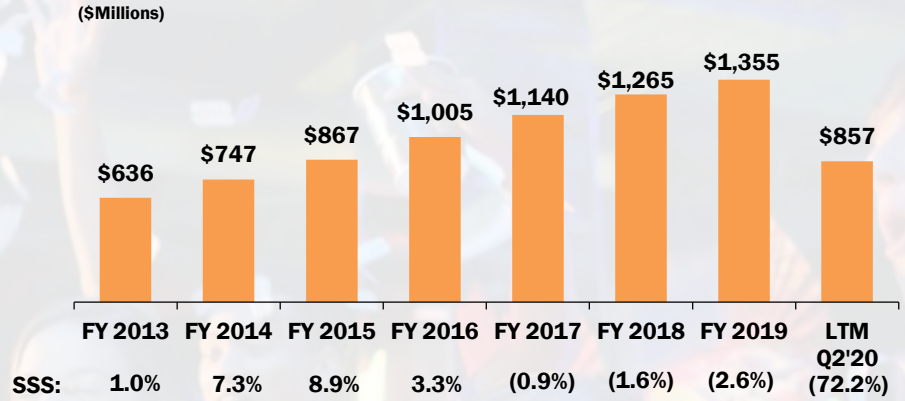


Historical Financial Summary

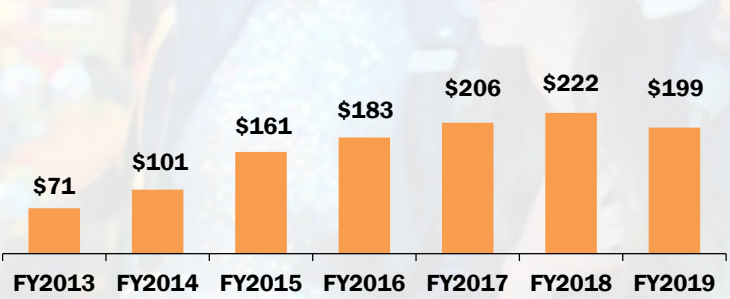
Historical store counts (EOP)



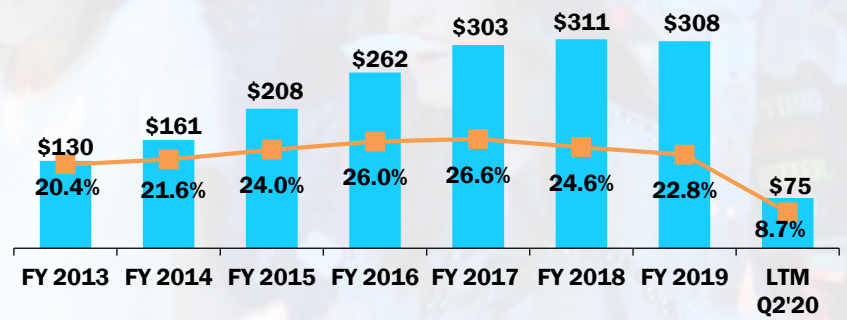
Revenue



Discretionary Free Cash Flow ⁽¹⁾



Adj. EBITDA and margin

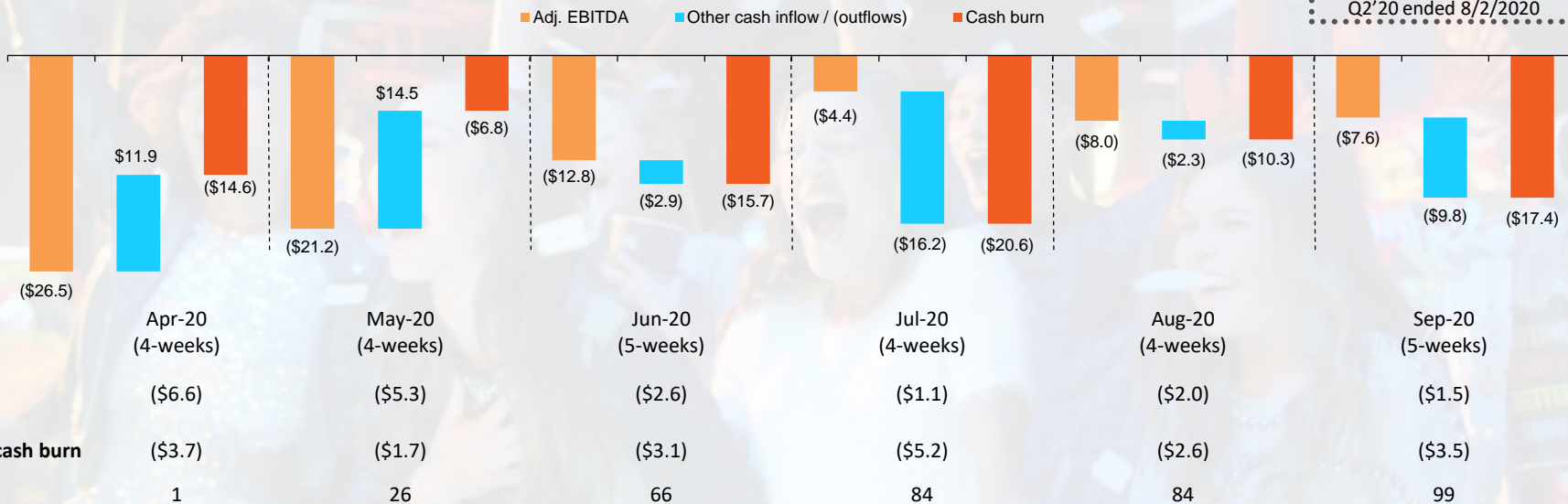


Note: Fiscal year ends on the Sunday after the Saturday closest to January 31 of the following year. Refer to the Appendix for a reconciliation of Adj. EBITDA. Comparable Store Sales growth percentages (SSS) adjusted for the 53rd week in FY 2017. FY 2017 was a 53-week year and the impact of the 53rd week on Revenue and EBITDA was approximately \$20 million and \$4 million, respectively. (1) Discretionary Free Cash Flow defined as Adj. EBITDA less cash tax, debt service, and games and maintenance capex

Manageable Cash Burn Through Recovery

- Aggressive steps were taken to reduce cash burn after all stores were closed
 - Significant expense reductions
 - Drastic reduction in new store construction and other capital spending
- April to June timeframe reflects full deferral of rent for most stores, and deferral of non-essential payables
- July to September timeframe reflects partial deferral of rent, and partial payback of deferred payables
- Suspension of dividends and share repurchases
- Deferral of rent through negotiations with landlords
- Deferral of payables for non-essential vendors

Cash burn analysis⁽¹⁾

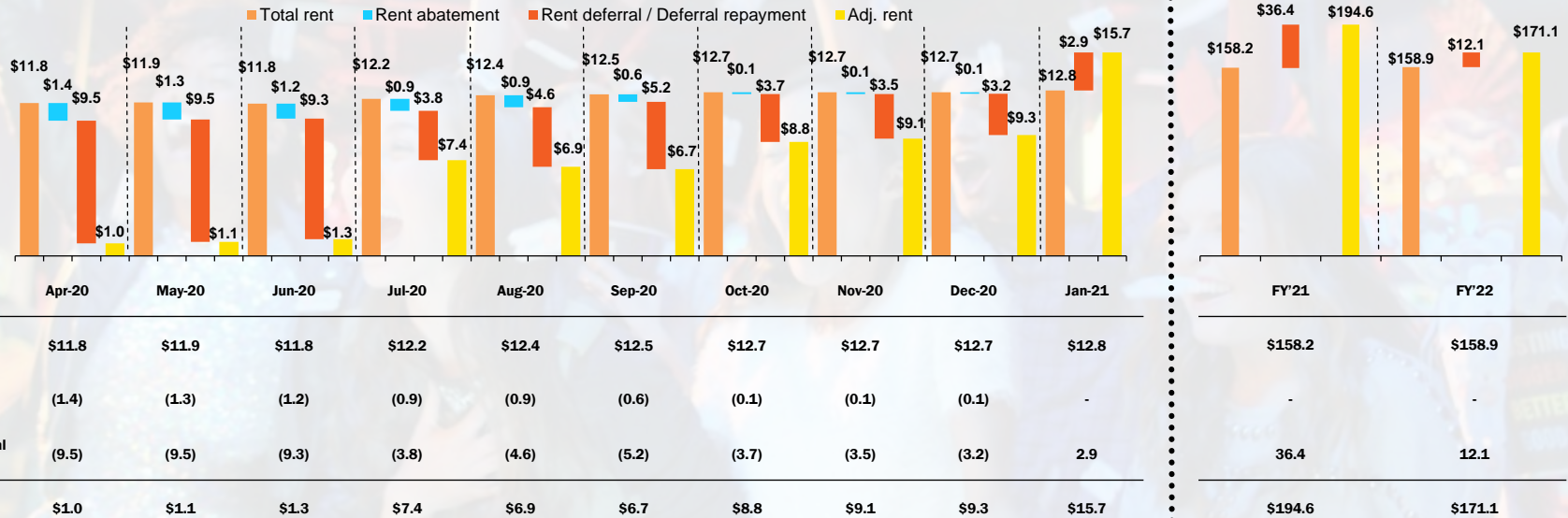


Note: As of March 20, 2020, all of the Company's 137 stores were temporarily closed due to COVID-19; months shown are on a fiscal 4/5/4 calendar as follows: Apr (4 weeks), May (4 weeks), Jun (5 weeks), Jul (4 weeks), Aug (4 weeks), Sep (5 weeks)

1) Monthly cash burn excludes changes due to revolver draws/repayments and inflows due to equity offerings

Active Negotiation Has Provided Relief and Runway

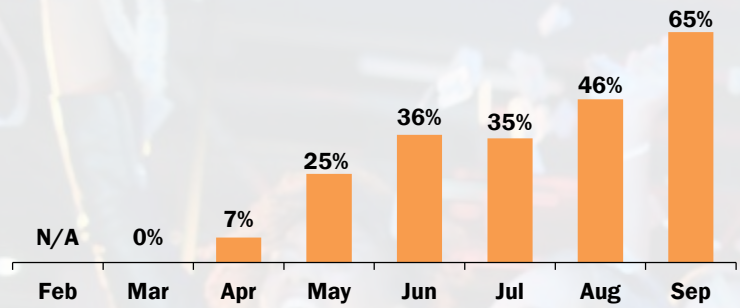
- Since the onset of COVID, D&B has maintained active dialogue and negotiated with its landlords for abatement and relief
 - Rent deferral commitments received on 125 of 137 properties, generating over \$50mm in near-term liquidity
 - Most structured as 3-month deferrals beginning in April, with partial deferral continuing for up to 6 months (received at ~50% of those locations)
 - ~\$7mm in total rent abatement also received from select locations



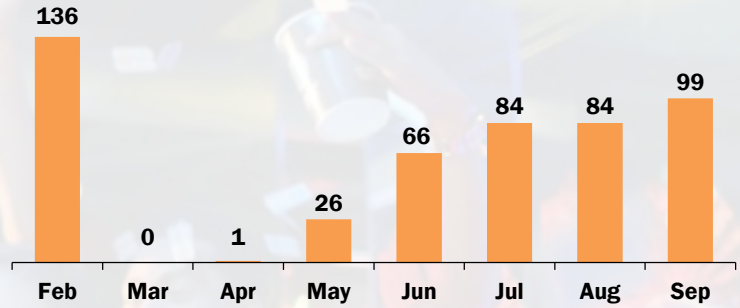
Note: Rent relief in the form of 3-month initial deferral + 6 month optional deferral

August and September Flash Numbers

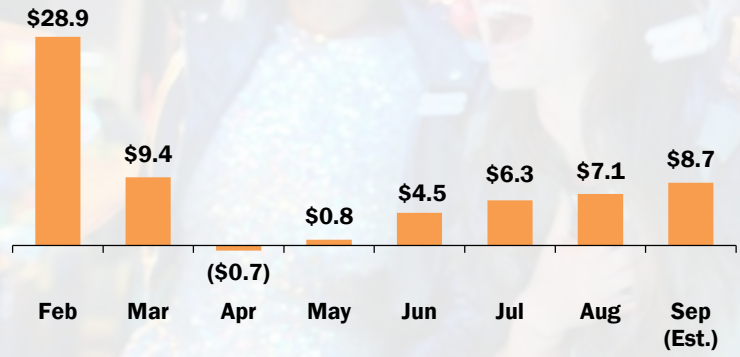
Comp index – reopened stores



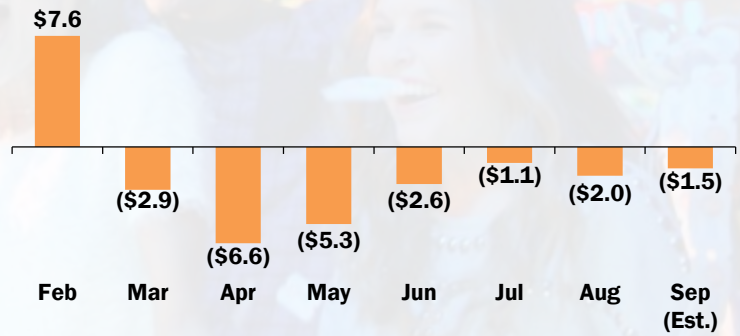
Open stores



Average weekly sales



Average weekly adj. EBITDA





Appendix

Adjusted EBITDA and Store Operating Income Before D&A Reconciliation

(\$Millions)							26 Weeks Ended		LTM
	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	Q2 FY 19	Q2 FY 20	Q2 FY 20
Net Income	\$7.6	\$59.6	\$90.8	\$120.9	\$117.2	\$100.3	\$74.8	(\$102.1)	(\$76.7)
Interest Expense, Net	34.8	11.5	7.0	8.7	13.1	20.9	8.7	14.3	26.6
Loss on Debt Retirement	27.6	6.8	-	0.7	-	-	-	-	-
Provision (Benefit) for Income Taxes	3.9	32.1	52.7	35.4	30.7	26.9	20.5	(54.7)	(48.3)
Depreciation & Amortization Expense	70.9	78.7	88.3	102.8	118.3	132.5	63.9	70.5	139.1
EBITDA	\$144.7	\$188.7	\$238.8	\$268.5	\$279.3	\$280.5	\$167.9	(\$72.0)	\$40.7
Loss on Asset Disposal	1.8	1.4	1.5	1.9	1.1	1.8	0.8	0.4	1.4
Impairment of Long-lived Assets	-	-	-	-	-	-	-	13.7	13.7
Share-Based Compensation	2.2	4.1	5.8	8.9	7.4	6.9	3.7	2.3	5.5
Pre-Opening Costs	9.5	11.6	15.4	23.7	23.1	19.0	11.7	6.2	13.5
Transaction and Other Costs	2.8	2.0	(0.1)	(0.3)	-	-	-	-	-
Total Adjustments	\$ 16.3	\$ 19.1	\$ 22.7	\$34.2	\$31.8	\$27.7	\$16.3	\$22.7	\$34.1
EBITDA Margin	19.4%	21.8%	23.8%	23.6%	22.1%	20.7%	23.7%	-34.2%	4.7%
Adjusted EBITDA	\$ 161.0	\$ 207.8	\$ 261.5	\$ 302.7	\$ 311.1	\$ 308.2	\$ 184.2	\$ (49.3)	\$ 74.8
Adjusted EBITDA Margin	21.6%	24.0%	26.0%	26.6%	24.6%	22.8%	26.0%	-23.4%	8.7%
Operating Income	\$73.9	\$110.0	\$150.5	\$165.8	\$161.0	\$148.1	\$104.0	(\$142.5)	(\$98.4)
General & Administrative Expenses	44.6	53.6	54.5	59.6	61.5	69.5	32.8	23.8	60.5
Depreciation & Amortization Expense	70.9	78.7	88.3	102.8	118.3	132.5	63.9	70.5	139.1
Pre-Opening Costs	9.5	11.6	15.4	23.7	23.1	19.0	11.7	6.2	13.5
Total Adjustments	\$124.9	\$143.8	\$158.2	\$186.1	\$203.0	\$220.9	\$ 108.4	\$100.5	\$213.0
Store Operating Income Before Depreciation and Amortization	\$198.8	\$253.9	\$308.7	\$351.8	\$364.0	\$369.0	\$212.4	(\$42.0)	\$114.6
Store Operating Income Before Depreciation and Amortization Margin	26.6%	29.3%	30.7%	30.9%	28.8%	27.2%	30.0%	-19.9%	13.4%

- **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.
- **Impairment of long-lived assets** - represents the permanent reduction of the net book value of certain stores based on the estimated future operating results and lease termination expenses where appropriate.
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- **Transaction and other costs** - primarily represents costs related to capital market transactions, store closure costs, pursuant to reimbursement agreements with Oak Hill Capital Management, LLC, and currency transaction (gains) or losses.



Quarterly Revenue and Adjusted EBITDA

(\$Millions)	FY 2016				FY 2017				FY 2018				FY 2019				FY 2020		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	
Total Revenues	\$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	\$299.4	\$347.2	\$159.8	\$50.8	
Net Income (Loss)	\$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	\$0.5	\$25.0	(\$43.5)	(\$58.6)	
Interest Expense, Net	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	6.1	6.2	6.1	8.2	
Loss on Debt Retirement	-	-	-	-	-	-	0.7	-	-	-	-	-	-	-	-	-	-	-	
Provision (Benefit) for Income Taxes	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	(0.1)	6.5	(24.0)	(30.7)	
Depreciation & Amortization Expense	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	33.3	35.2	35.4	35.2	
Reported EBITDA	\$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	\$39.8	\$72.9	(\$26.1)	(46.0)	
Loss on Asset Disposal	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	0.5	0.5	0.2	0.3	
Impairment of Long-lived Assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	11.5	2.2
Share-Based Compensation	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	1.7	1.4	(0.4)	2.7	
Pre-Opening Costs	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	4.2	3.0	3.8	2.4	
Transaction and Other Costs	-	-	-	(0.1)	0.2	(0.6)	-	-	0.1	-	-	-	-	-	-	-	-	0.1	(0.1)
Total Adjustments	\$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	\$6.5	\$4.9	\$15.3	\$7.5	
Adjusted EBITDA	\$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	\$46.3	\$77.8	(\$10.8)	(38.5)	
LTM Adjusted EBITDA	\$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	\$310.6	\$308.2	\$199.3	\$74.8	
LTM Adjusted EBITDA Margin %	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%	23.2%	22.8%	17.3%	8.7%	

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Discretionary Free Cash Flow Reconciliation



(\$ Millions)	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019
Adj EBITDA	\$161.0	\$207.8	\$261.5	\$302.7	\$311.1	\$308.2
Cash Tax	4.9	8.0	28.2	43.1	13.5	27.2
Debt Service	29.4	14.5	14.1	15.4	27.2	35.1
Sustaining CapEx	25.6	24.6	35.8	37.9	48.2	47.1
Discretionary Free Cash Flow	\$101.0	\$160.7	\$183.4	\$206.4	\$222.2	\$198.7
Conversion	62.8%	77.3%	70.1%	68.2%	71.4%	64.5%

- **Cash Tax** - cash paid for income taxes net of refunds
- **Debt service** – cash paid for interest, principal, and swap settlement costs
- **Sustaining CapEx** – capital spent on maintenance and games

