

## Forward-Looking Statements <br> - - -

## 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


Stgnificant Brand
Potential


Outstanding
Company and
Store
Economics

Excellent History of Growth



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-Olds (PTYAs), Our Primary Target


Attracts Families in Addition to Primary Target

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


Compelling Venue for Corporate and Social Special Events

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


## Competitive Advantages



Market Leader
CMDMUSH

* unhminia yona chame play ron \$1999
game days every sunday, monday \& thursday
National Advertising


Proprietary \& Exclusive Games


Economies of Scale


Attractive to Landlords


Ability to Attract the Best Talent

## : Signlificant Brand <br> : Potential

## Five Key Priorities

Revitalization of Existing Stores

O
Building Deeper Guest Engagement
Disciplined Cost Management to Fuel Growth Investments

Investment in High-Return New Stores

Continued Capital Returns to Shareholders

## Revitalization: Wow Walls



Maximize local interest
Build community to drive traffic

## Revitalization: Amusements



## Revitalization: Food \& Beverage



## Improve Service \& Reduce Friction

## Key Areas of Focus!



- Friendly, Available \& Memorable Service (FAM)
- Workforce Management
- Mobile POS
- Kiosk Upgrades
- Mobile App


## Deeper Guest Engagement: Mobile App



## Bullding Deeper Guest Engagement



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## 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


## Proven Concept with Gapacity to Grow



## Significant Store Growth Opportunities



## Our Stores Have Strong Returns



## Targeted New Store Economic Model

Target Year One Store Economics
(smillions)

| "New" Small Store <br> (15,000-25,000 Sq. Ft.) | Medium Store <br> $(25,001-30,000$ Sq. F.t.) | Large Store <br> $(30,001-45,000$ Sq. Ft.) |
| :---: | :---: | :---: |
| $\mathbf{\$ 4 . 5 - \$ 8 . 0}$ | $\mathbf{\$ 8 . 0} \mathbf{- \$ 1 1 . 0}$ | $\mathbf{\$ 1 1 . 0 - \$ 1 3 . 0}$ |

~30\%
\$7.0M
\$8.5M

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

## "New" Small Store Format Increases Brand Potential








Fairfax, Virginia 28



## Capital Allocation Priorities

## 1. Growth Capital Investment

" New Stores
" ROI Projects
2. Return to Shareholders (SMM)
" \$800M Share Repurchase Authorization " \$173M remaining at the end of Q3'19
" \$0.16 Per Share Quarterly Cash Dividend

Leverage Ratio (2)


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## Entertainment Focus Driving Sales and Profit



- We Have The Highest Volumes in the Industry


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Source: Company filings. Dave \& Buster's AUV represents FY 2018 and only includes comparable stores. Peer group AUVs represent FYE December 2018, except for Chili's \& Maggiano's (June 27, 2018) 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



Average of Over 20 years of Industry Experience

## Six Fliags



HIBBETT
SPORTS
Qadoun Schweppes国狊 NEDX PETS̊MART Oebo
Walmart
Save money. Live better.

Excellent History of Growth

## Q3 FY 2019 Highlights



## 2019 Financial Outlook - as of December 2019 Earnings Call



## Historical Financial 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 $53^{\text {rd }}$ week on Revenue and EBITDA was approximately $\$ 20$ million and $\$ 4$ million, respectively.

## Strong Free Gash Flow Generation

FY 2018 Free Cash Flow (\$ millions)


EAT. DRINK PLAY W/CU

## Why Invest in Dave \& Buster's



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

| (\$Millions) |  |  |  |  |  |  |  | 39 Weeks Ended |  | LTM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | Q3 FY 18 | Q3 FY 19 | Q3 FY 19 |
| Net Income | \$8.8 | \$2.2 | \$7.6 | \$59.6 | \$90.8 | \$120.9 | \$117.2 | \$87.8 | \$75.3 | \$104.7 |
| Interest Expense, Net | 47.6 | 47.8 | 34.8 | 11.5 | 7.0 | 8.7 | 13.1 | 9.4 | 14.8 | 18.5 |
| 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 | 22.8 | 20.4 | 28.3 |
| Depreciation \& Amortization Expense | 63.5 | 66.3 | 70.9 | 78.7 | 88.3 | 102.8 | 118.3 | 87.1 | 97.2 | 128.4 |
| EBITDA | \$107.2 | \$117.4 | \$144.7 | \$188.7 | \$238.8 | \$268.5 | \$279.3 | \$207.1 | \$207.7 | \$279.8 |
| Loss on Asset Disposal | 2.6 | 2.6 | 1.8 | 1.4 | 1.5 | 1.9 | 1.1 | 0.8 | 1.3 | 1.6 |
| Share-Based Compensation | 1.1 | 1.2 | 2.2 | 4.1 | 5.8 | 8.9 | 7.4 | 5.8 | 5.5 | 7.1 |
| Pre-Opening Costs | 3.1 | 7.0 | 9.5 | 11.6 | 15.4 | 23.7 | 23.1 | 17.1 | 16.0 | 22.0 |
| 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 | \$23.8 | \$0.0 | \$30.8 |
| EBITDA Margin | 17.6\% | 18.5\% | 19.4\% | 21.8\% | 23.8\% | 23.6\% | 22.1\% | 22.2\% | 20.6\% | 20.9\% |
| Adjusted EBITDA | \$118.0 | \$129.9 | \$161.0 | \$207.8 | \$261.5 | \$302.7 | \$311.1 | \$231.0 | \$230.5 | \$310.6 |
| Adjusted EBITDA Margin | 19.4\% | 20.4\% | 21.6\% | 24.0\% | 26.0\% | 26.6\% | 24.6\% | 24.7\% | 22.9\% | 23.2\% |
| Operating Income | \$43.7 | \$51.0 | \$73.9 | \$110.0 | \$150.5 | \$165.8 | \$161.0 | \$120.0 | \$110.5 | \$151.5 |
| General \& administrative Expenses | 40.4 | 36.4 | 44.6 | 53.6 | 54.5 | 59.6 | 61.5 | 45.5 | 49.0 | 65.1 |
| Depreciation \& Amortization Expense | 63.5 | 66.3 | 70.9 | 78.7 | 88.3 | 102.8 | 118.3 | 87.1 | 97.2 | 128.4 |
| Pre-Opening Costs | 3.1 | 7.0 | 9.5 | 11.6 | 15.4 | 23.7 | 23.1 | 17.1 | 16.0 | 22.0 |
| Total Adjustments | \$106.9 | \$109.8 | \$124.9 | \$143.8 | \$158.2 | \$186.1 | \$203.0 | \$ 149.7 | \$162.2 | \$215.5 |
| Store Operating Income Before Depreciation and Amortization | \$150.6 | \$160.9 | \$198.8 | \$253.9 | \$308.7 | \$351.8 | \$364.0 | \$269.7 | \$272.7 | \$366.9 |
| Store Operating Income Before Depreciation and Amortization Margin | 24.8\% | 25.3\% | 26.6\% | 29.3\% | 30.7\% | 30.9\% | 28.8\% | 28.9\% | 27.1\% | 27.4\% |

- 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.
- 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 | Q3 |
| 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 | \$299.4 |
| 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 | \$0.5 |
| 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 | 6.1 |
| 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 | (0.1) |
| 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 | 33.3 |
| 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 | \$39.8 |
| 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 | 0.5 |
| 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 | 1.7 |
| 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 | 4.2 |
| 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 | \$6.5 |
| 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 | \$46.3 |
| 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 | \$310.6 |
| 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\% | 23.2\% |



- 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 Reconciliation

| (\$ Millions) | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | LTM Q3 <br> FY 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Income |  | \$73.9 | \$110.0 | \$150.5 | \$165.8 | \$161.0 | \$151.5 |
| Estimated Income Tax Expense |  | 24.8 | 38.5 | 55.3 | 58.3 | 38.8 | 33.7 |
| Net Operating Profit After Taxes |  | \$49.1 | \$71.5 | \$95.2 | \$107.5 | \$122.2 | \$117.8 |
| Total Debt | \$484.7 | \$429.0 | \$338.3 | \$264.8 | \$367.3 | \$394.3 | \$656.0 |
| Total Equity | 150.4 | 258.7 | 346.3 | 439.5 | 421.6 | 387.8 | 148.1 |
| Less: |  |  |  |  |  |  |  |
| Cash and cash equivalents | (38.0) | (70.9) | (25.5) | (20.1) | (18.8) | (21.6) | (20.9) |
| Tradenames | (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) |
| Capital Invested | \$245.7 | \$265.2 | \$307.4 | \$332.6 | \$418.5 | \$408.9 | \$431.6 |
|  |  |  |  |  |  |  |  |
| Average Capital Invested |  | \$255.5 | \$286.5 | \$320.0 | \$375.6 | \$413.7 | \$434.8 |
| Return on Invested Capital (ROIC) |  | 19.2\% | 25.0\% | 29.8\% | 28.6\% | 29.5\% | 27.1\% |

- Invested Capital - reflects balances as of the end of the reported fiscal year
 Reform.
- 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.
- Return on Invested Capital - Return on Invested Capital is calculated as Net Operating Profit After Tax divided by Average Invested Capital.

