# INVESTOR PRESENTATION

Coessecake Factors) RESTAURANT · BARERY · BAR NORTH.

RESTAURANT

Q R T H

CONCEPTS

May 8, 2024

# SAFE HARBOR STATEMENT

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. This includes, without limitation, financial guidance and projections, including underlying assumptions, and statements with respect to expectations of the Company's future financial condition, results of operations, cash flows, plans, targets, goals, objectives, performance, growth potential, engines and opportunities and expected growth rates and targets; long-term outlook; industry-leading comparable sales growth, retention and competitive position; quality control and supply chain efficiencies; operational execution and retention; annualized average unit volume; the Company's differentiation and strong foothold in the off-premise channel; statements from the Company's corporate social responsibility report; the opportunity for additional domestic and foreign locations and licensees and territories; target returns for new restaurant openings; international expansion; North Italia and Fox Restaurant Concepts ("FRC") as growth drivers and FRC as an incubation engine; new restaurant targeted ranges and unit growth rates.

Such forward-looking statements include all other statements that are not historical facts, as well as statements that are preceded by, followed by or that include words or phrases such as "believe," "plan," "will likely result," "expect," "intend," "will continue," "is anticipated," "estimate," "project," "may," "could," "would," "should" and similar expressions. These statements are based on current expectations and involve risks and uncertainties which may cause results to differ materially from those set forth in such statements. Investors are cautioned that forward-looking statements are not guarantees of future performance and that undue reliance should not be placed on such statements. These forward-looking statements may be affected by various factors including: economic, public health and political conditions that impact consumer confidence and spending, including increased interest rates, periods of heightened inflation and market instability, and armed conflicts; supply chain disruptions; demonstrations, political unrest, potential damage to or closure of our restaurants and potential reputational damage to us or any of our brands; pandemics and related containment measures, including the potential for guarantines or restriction on inperson dining; acceptance and success of The Cheesecake Factory in international markets; acceptance and success of North Italia and the FRC concepts; the risks of doing business abroad through Company-owned restaurants and/or licensees; foreign exchange rates, tariffs and cross border taxation; changes in unemployment rates; increases in minimum wages and benefit costs; the economic health of our landlords and other tenants in retail centers in which our restaurants are located, and our ability to successfully manage our lease arrangements with landlords; the economic health of suppliers, licensees, vendors and other third parties providing goods or services to us; the timing of our new unit development and related permitting; compliance with debt covenants; strategic capital allocation decisions including with respect to share repurchases or dividends; the ability to achieve projected financial results; the resolution of uncertain tax positions with the Internal Revenue Service and the impact of tax reform legislation; changes in laws impacting our business; adverse weather conditions in regions in which our restaurants are located; factors that are under the control of government agencies, landlords and other third parties; the risks, costs and uncertainties associated with opening new restaurants; and other risks and uncertainties detailed from time to time in the Company's filings with the Securities and Exchange Commission ("SEC"). Forward-looking statements speak only as of the dates on which they are made and the Company undertakes no obligation to publicly update or revise any forward-looking statements or to make any other forward-looking statements, whether as a result of new information, future events or otherwise, unless required to do so by law. Investors are referred to the full discussion of risks and uncertainties associated with forward-looking statements and the discussion of risk factors contained in the Company's latest Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K as filed with the SEC, which are available at www.sec.gov.



# **INVESTMENT HIGHLIGHTS**

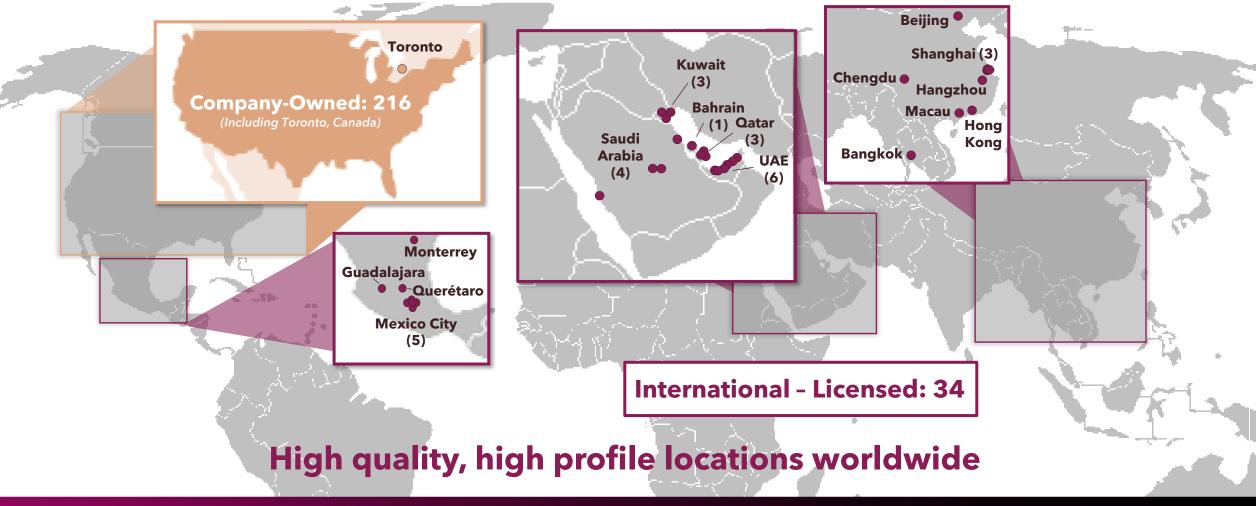
- Experiential dining category leader with diversified growth engines
- Best-in-class operational execution and industry-leading retention
- Significant growth opportunities driving one of the highest expected growth rates in the casual dining industry
- Leveraging the Company's differentiation and strong foothold in the off-premise channel to support the business





## THE CHEESECAKE FACTORY - GLOBAL FOOTPRINT

#### **Opportunity for 300 Domestic Locations Over Time & Continued International Expansion**











## FILLING WHITE SPACE FOR AN ON-TREND, CONTEMPORARY ITALIAN OFFERING

- Potential for 200 domestic locations over time
  - 38 locations in 13 states & Washington D.C.
- All dishes handmade from scratch daily
- Unique menu items tailored to local markets
- Serving lunch, dinner, weekend brunch & weekday happy hour
- Average check of low to mid \$30s for lunch and low to mid \$40s for dinner
- ~25% alcohol mix



1Q24 Comp Sales (vs. 1Q23): 3%







## FOX RESTAURANT CONCEPTS (FRC) IS AN INCUBATION ENGINE INNOVATING CONCEPTS FOR THE FUTURE





## ACCELERATING UNIT GROWTH ACROSS CONCEPTS

#### AS MANY AS 22 NEW UNITS PLANNED FOR 2024

#### New Restaurants Opened in 2024



16 New Restaurants Opened in 2023

heesecake Factory.

6 The Cheesecake Factory locations3 North Italia locations1 Flower Child location6 FRC locations

#### 13 New Restaurants Opened in 2022

3 The Cheesecake Factory locations4 North Italia locations3 Flower Child locations3 FRC locations







## A HIGHLY DIFFERENTIATED CONCEPT

#### Menu Extensive and Innovative Menu 225+ Items Made Fresh, From Scratch





#### Ambiance

High-energy Atmosphere Exceptional Service and Hospitality

Restaurant | Operations | Best-in-Class Operational Execution Experienced, Dedicated Managers







Integrated Bakery

Innovative, High-Quality Cheesecakes and Other Baked Dessert Items





## **INTEGRATED BAKERY - THE "CHEESECAKE" MAGIC**

### **Industry-Leading Dessert Sales**

Bakery production facilities 60

Varieties of cheesecakes & desserts

**16%** FY 2019\*



Enables creativity, quality control and supply chain efficiencies



# BEST-IN-CLASS OPERATIONAL EXECUTION AND INDUSTRY-LEADING RETENTION

Average Tenure by Pos	ition*
Senior VP of Operations	34 years
Regional Vice Presidents	25 years
Area Directors of Operations	20 years
Area Kitchen Operations Managers	19 years
General Managers	12 years
Executive Kitchen Managers	11 years

"We found that food and beverage innovation is table stakes; you need to do it, but it's not sustainable. The ironclad correlation with success? It was GM retention." - Wally Doolin, Black Box Intelligence\*\*



*Recognized as a best workplace for diversity, millennials and women* 







\*Tenure data as of Fiscal Year 2023; \*\*Restaurant Business, May 2018 2023 PEOPLE Companies that Care logo © 2023 TI Gotham, Inc., a Dotdash Meredith company. Used under license. From Fortune. ©2023, ©2024 Fortune Media IP Limited. All rights reserved. Used under license. Fortune® and Fortune 100 Best Companies to Work For® are registered trademarks of Fortune Media IP Limited and are used under license. Fortune and Fortune Media IP Limited are not affiliated with, and do not endorse products or services of, The Cheesecake Factory Incorporated.

## **CULT STATUS & STRONG CONSUMER ENGAGEMENT**

The Cheesecake Factory 📥 🤣

Cheesecake · Follow 😎 Fashion Icons @tkelce X

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#### **Investigating the NBA's Obsession With The Cheesecake Factory**

We surveyed NBA players about the strange cult fanaticism America's no.1-ranked casual-dining chain inspires—and why the brown bread remains the G.O.A.T

#### **style**caster

#### It's Me, Hi: Your Cheesecake Factory Order, Based on Taylor Swift's Eras

This is our place, we make the rules. BY COLLETTE REITZ 3 MAY 4, 2023 5:39 PM





5M fans







350K followers



heesecake Factory



360K





People

Travis Kelce's Pregame Outfit Was Strikingly Similar to a Cheesecake Factory Bag: 'Fashion Icons'

The NFL star's look was highlighted by the restaurant on X

12:33 PM · Jan 21, 2024

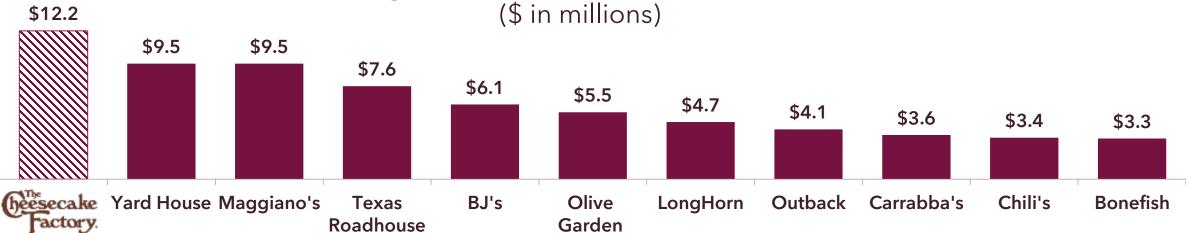
By Chris Barilla | Published on January 22, 2024 05:13PM EST



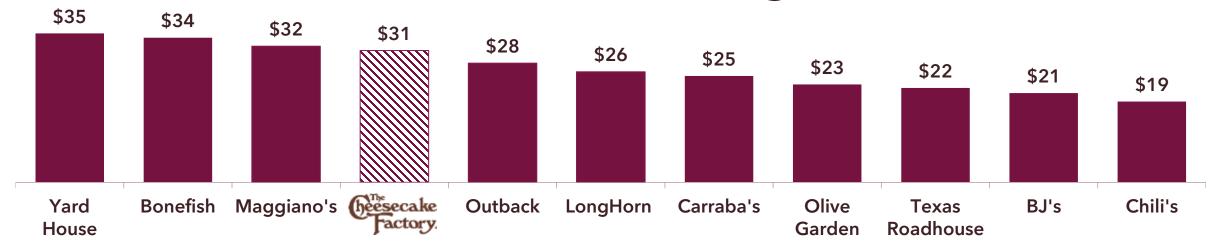
PM · Sep 24, 2022 · Twitter for iPhone

9K Retweets 744 Quote Tweets 197.2K Likes

**Highest Unit Volumes** 

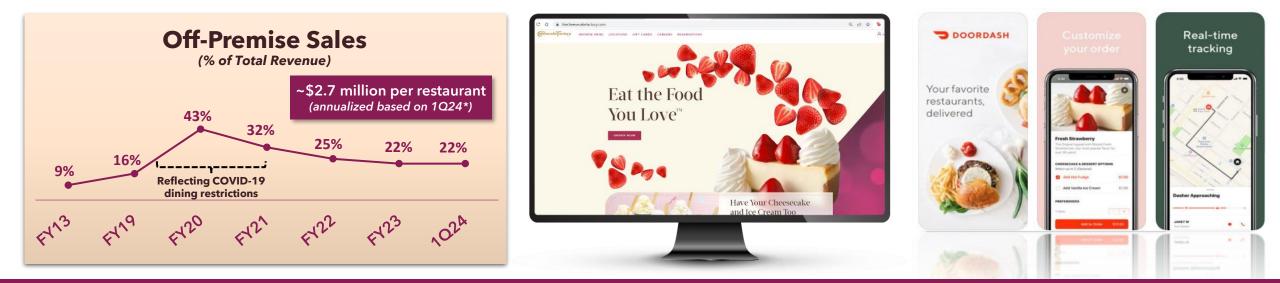


## With a Moderate Average Check





## **LEVERAGING THIS DIFFERENTIATION IN THE OFF-PREMISE CHANNEL**



#### **Upgraded Takeout Packaging**





# FURTHER LEANING IN TO CONVENIENCE

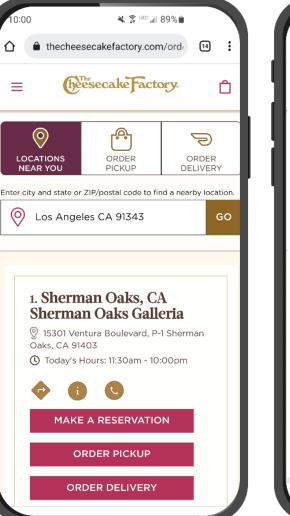


#### Cheesecake Rewards™ Members Get \$10 Off \$40 Through DoorDash\*

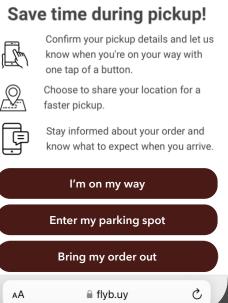
Link your Cheesecake Rewards™ and DoorDash accounts and get \$10 off a delivery order of \$40 or more. This sweet offer is available exclusively for Cheesecake Rewards™ members and is viewable and redeemable only on DoorDash. <u>\*Additional terms and conditions apply.</u>

ORDER DELIVERY











# **CORPORATE SOCIAL RESPONSIBILITY**

Guided by our core values we are committed to achieving our sustainability goals and creating a sustainable future for our staff, local communities and the environment we all share



#### **ACHIEVEMENTS**





Please refer to the 2023 Cheesecake Factory Corporate Social Responsibility Report. Data and information included in the report represents all wholly-owned and managed operations unless explicitly noted otherwise. The sustainability performance of FRC is not included in our 2023 report but is included in our SBTi targets. From Fortune. ©2024 Fortune Media IP Limited. All rights reserved. Used under license. Fortune® and Fortune 100 Best Companies to Work For® are registered trademarks of Fortune Media IP Limited and are used under license. Fortune a Fortune Media IP Limited are not affiliated with, and do not endorse products or services of, The Cheesecake Factory Incorporated.

Financial Resiliency Sales Leadership Growth Opportunities

RESTAURANT · BAKERY · BAR

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# DIVERSIFYING OUR PORTFOLIO ACROSS EXPERIENTIAL CONCEPTS FOR GROWTH

Culinary forward. First class hospitality. Concepts like no other.

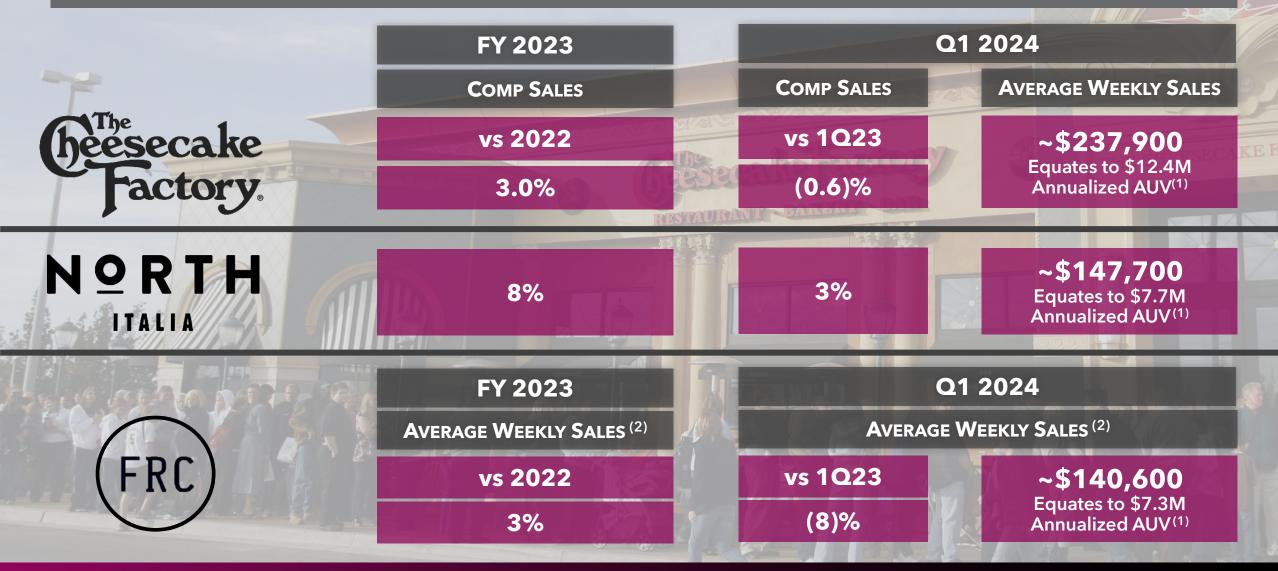


Highly differentiated, well-positioned experiential concepts

Diversified across segment, cuisine, price point and occasion



# DRIVING STRONG SALES GROWTH





(1) 1Q24 Average Unit Volumes (AUV) annualized based on average weekly sales
 (2) FRC excludes Flower Child

# 2024 UNDERLYING KEY ASSUMPTIONS<sup>(1)</sup>

Consolidated Sales	Approximately \$3.6 Billion							
CCF AUVs	Approximately \$12.4 Million							
Net Income Margin	Targeting ~4.25% at the stated sales level							
New Unit Growth	As many as 22 New Restaurant Openings • 3-4 The Cheesecake Factory locations • 6-7 North Italia locations • 6-7 Flower Child locations • 6-7 FRC restaurants							
Capital Expenditure	Approximately \$180 Million - \$200 Million							
Dividend Program	Q2 2024 dividend of \$0.27 per share <sup>(2)</sup>							
Share Repurchase Program	Offset dilution from employee stock-based compensation and support EPS <sup>(2)</sup>							



# **QUALITY GROWTH OPPORTUNITY**

#### **Diversified Portfolio**

Differentiated experiential concepts diversified across industry segment, price point, cuisine, occasion and real estate

#### **Attractive Growth Potential**

Significant runway for future development across portfolio of concepts to drive accretive growth over time

#### **Value Creation Opportunities**

Leveraging brand power, operational excellence, scale, supply chain and real estate development expertise

	New Unit Growth Targets <sup>(1)</sup>									
	Size <sup>(2)</sup>	Sales per Sq Ft <sup>(2)</sup>	Annual Unit Growth							
beesecake Factory.	7,000 - 10,000	~\$1,100 - \$1,200	~2% - 3%							
N <b>P R T H</b>	6,000 - 7,000	~\$1,200 - \$1,300	~20%							
FLOWER CHILD	3,000 - 4,000	~\$1,100 - \$1,200	~15% - 20%							
FOX RESTAURANT CONCEPTS	3,500 - 15,000	~\$1,100	~10% - 15%							

#### LONG-TERM OUTLOOK

**AVERAGE ANNUAL GROWTH TARGETS** 

1% - 2%

**Comparable Sales Growth** 

7% - 8% **Top-line Revenue Growth** 



(1) Illustrative example of new restaurant openings targeted size, sales per square foot, and annual unit growth; Targets represent steady-state and are typically reached after 3 years of operations (2) Target size and sales per square foot are an average based on productive square feet defined as all interior square footage plus seasonally adjusted exterior patio square footage

## HISTORY OF OUTPERFORMING THE INDUSTRY

## Comparable Sales - Historical 2-year Stack<sup>(1),(2)</sup>

2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020<sup>(1)</sup> 2021<sup>(2)</sup> 2022<sup>(2)</sup> 2023<sup>(2)</sup>





(1) 2020 results reflect the impact of the COVID-19 pandemic
(2) Due to impact of COVID-19 pandemic on results 2021, 2022 and 2023 compare against 2019

# **DURABLE BUSINESS OVER TIME**

\$2.69

\$2.13

'20

\$(1.49)

\$1.51

'21 '22 '23

#### Adjusted Earnings/(Loss) Per Common Share

'10 '11 '12 '13 '14 '15 '16 '17 '18 '19

\$2.83 \$2.60 \$2.51 \$2.61





#### **Capital Allocation Detail**



Note: 2020 results reflect the impact of the pandemic and the issuance of 200,000 shares of Series A Convertible Preferred Stock. Please refer to the appendix for GAAP to Non-GAAP reconciliations and to SEC filings for an explanation regarding an accounting reclassification for prior years



\$0.84<sup>\$1.07</sup> <sup>\$1.42</sup> <sup>\$1.64</sup><sup>\$1.88</sup><sup>\$2.10</sup><sup>\$1.97</sup>

'09

'08

(1) Free cash flow defined as cash flow from operations (includes adjustment for excess tax benefit related to stock options exercised in 2008-2016 to conform to current year presentation) less

capital expenditures and investment in unconsolidated affiliates prior to the acquisition of North Italia and Fox Restaurant Concepts

(2) 2019 Capex/Investment does not include the acquisition of North Italia and Fox Restaurant Concepts

# APPENDIX.

## **NON-GAAP RECONCILIATIONS**

In addition to the results provided in accordance with the Generally Accepted Accounting Principles ("GAAP") in this presentation, the Company is providing non-GAAP measurements which present adjusted diluted net income/(loss) per common share excluding the impact of certain items and free cash flow.

The non-GAAP measurements are intended to supplement the presentation of the Company's financial results in accordance with GAAP. The Company believes that the presentation of these items provides additional information to facilitate the comparison of past and present financial results.

#### The Cheesecake Factory Incorporated Reconciliation of Non-GAAP Financial Measures (\$ in millions)

	Fiscal Year															
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Cash flow from operations <sup>(1)</sup>	\$ 170	\$ 200	\$ 170	\$ 197	\$ 198	\$ 213	\$ 249	\$ 248	\$ 316	\$ 239	\$ 291	\$ 219	\$ 3	\$ 213	\$ 162	218
Capital expenditures / investments	85	37	42	77	86	106	114	154	158	139	128	99	50	67	112	152
Free cash flow <sup>(2)</sup>	\$ 85	\$ 163	\$ 128	\$ 120	\$ 112	\$ 107	\$ 135	\$ 94	\$ 158	\$ 100	\$ 163	\$ 120	\$ (47)	\$ 146	\$ 50	\$ 67



(1) The excess tax benefit related to stock options exercised is no longer reclassified from cash flows from operating activities to cash flows from financing activities in the consolidated statements of cash flows. The consolidated statements of cash flows for fiscal 2016, 2015, 2014, 2013, 2012, 2011, 2010, 2009 and 2008 have been adjusted to conform to the current year presentation
 (2) Free cash flow may not add due to rounding

## **NON-GAAP RECONCILIATIONS**

#### The Cheesecake Factory Incorporated Reconciliation of Non-GAAP Financial Measures

(\$ in thousands, except per share data)

			•			•		Fiscal <b>N</b>	<b>í</b> ear							
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Net income/(loss) (GAAP)	\$ 52,293	\$ 42,833	\$ 81,713	\$ 95,720	\$ 98,423	\$114,356	\$101,276	\$116,523	\$139,494	\$157,392	\$ 99,035	\$127,293	\$ (277,107)	\$ 49,131	\$ 43,123	\$ 101,351
- Impairment of assets and lease termination expenses <sup>(1)</sup>	2,952	26,541	-	1,547	9,536	(561)	696	6,011	114	10,343	17,861	18,247	219,333	18,139	31,387	29,464
- Partial IRS settlement	-	-	-	(1,794)	-	-	-	-	-	-	-	-	-	-	-	-
- Termination of Interest rate swap	-	7,421	7,376	-	-	-	-	-	-	-	-	-	-	2,354	-	-
- Chairman and CEO employment agreement	-	2,550	-		-	-	-	-	-	-	-	-	-	-	-	-
<ul> <li>Proceeds from variable life insurance contract</li> </ul>	-	(668)	-	-	(419)	-	-	-	-	-	-	-	-	-	-	-
<ul> <li>Loss on investment in unconsolidated affiliates</li> </ul>	-	-	-	-	-	-	-	-	-	479	4,754	13,439	-	-	-	-
<ul> <li>Gain on investment in unconsolidated affiliates</li> </ul>	-	-	-	-	-	-	-	-	-	-	-	(52,672)	-	-	-	-
- Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	5,270	2,699	-	-	-
<ul> <li>Acquisition-related contingent consideration, compensation and amortization</li> </ul>																
expenses/(benefit) <sup>(2)</sup>	-	-	-	-	-	-	-	-	-	-	-	1,033	(3,872)	19,510	13,368	11,686
- Dividends on Series A preferred stock	-	-	-	-	-	-	-	-	-	-	-	-	13,485	18,661	-	-
- Net income attributable to Series A preferred stock to apply if-converted method	-	-	-	-	-	-	-	-	-	-	-	-	-	4,581	-	-
<ul> <li>Direct and incremental Series A preferred stock issuance costs</li> </ul>	-	-	-	-	-	-	-	-	-	-	-	-	10,257	-	-	-
- Assumed impact of potential conversion of Series A preferred stock into common																
stock	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
- COVID-19 related costs <sup>(3)</sup>	-	-	-	-	-	-	-	-	-	-	-	-	22,963	4,917	-	-
- Uncertain tax positions	-	-	-	-	-	-	-	-	-	-	-	-	-	7,139	-	-
- Tax effect of adjustments (4)	(1,181)	(14,605)	(2,951)	(331)	(3,814)	224	(278)	(2,404)	(46)	(4,329)	(5,880)	3,818	(62,692)	(11,679)	(11,637)	(10,699)
- One-time tax items (5)	-	-	-	-	-	-	-	-	-	(38,525)	-	-	-	-	-	-
Adjusted net income/(loss) (non-GAAP)	\$ 54,064	\$ 64,072	\$ 86,138	\$ 95,142	\$103,726	\$114,019	\$101,694	\$120,130	\$139,562	\$125,360	\$115,770	\$116,428	\$ (74,934)	\$ 112,753	\$ 76,241	\$ 131,802
	\$ 0.82	\$ 0.71	\$ 1.35	\$ 1.64	\$ 1.78	\$ 2.10	\$ 1.96	\$ 2.30	\$ 2.83	\$ 3.27	\$ 2.14	\$ 2.86	\$ (6.32)	\$ 1.01	\$ 0.86	\$ 2.07
Diluted net income/(loss) per share (GAAP)		•	\$ 1.55		• -	•	•	• • •	• • •				\$ (6.32) 4.36	\$ 1.01 0.34		+
- Impairment of assets and lease termination expenses	0.05	0.44	-	0.03	0.17	(0.01)	0.01	0.12	0.00	0.21	0.39	0.41	4.30	0.34	0.62	0.61
- Partial IRS settlement	-	-	-	(0.03)	-	-	-	-	-	-	-	-	-	-	-	-
- Termination of Interest rate swap	-	0.12	0.12	-	-	-	-	-	-	-	-	-	-	0.04	-	-
- Chairman and CEO employment agreement	-	0.04	-	-	- (0.01)	-	-	-	-	-	-	-	-	-	-	-
- Proceeds from variable life insurance contract	-	(0.01)	-	-	(0.01)	-	-	-	-	-	-	- 0.30	-	-	-	-
- Loss on investment in unconsolidated affiliates	-	-	-	-	-	-	-	-	-	0.01	0.10		-	-	-	-
- Gain on investment in unconsolidated affiliates	-	-	-	-	-	-	-	-	-	-	-	(1.18)	-	-	-	-
- Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	0.12	0.05	-	-	-
<ul> <li>Acquisition-related contingent consideration, compensation and amortization expenses/(benefit)</li> </ul>	-											0.02	(0.08)	0.37	0.27	0.24
- Dividends on Series A preferred stock	-	-	-	-	-	-	-	-	-	-	-	-	0.27	0.37	-	- 0.24
- Net income attributable to Series A preferred stock to apply if-converted method	-	_	_	_	_	_	_	-	-	_	_	_	_	0.09	_	_
- Direct and incremental Series A preferred stock issuance costs	_	_		_	_	_	_	_	_	_	_	_	0.20	0.07	-	_
- Assumed impact of potential conversion of Series A preferred stock into common	-	-	-	-	-	-	-	-	-	-	-	-	0.20	-	-	-
<ul> <li>Assumed impact of potential conversion of Series A preferred stock into common stock</li> </ul>	-	_	_	_	-	-	_	_	_	_	-	_	0.80	(0.08)	_	_
- COVID-19 related costs	_	-	-	-	-	-	-	-	-	-	-	-	0.80	0.09	-	-
- Uncertain tax positions	_	-	-	-	-	-	-	-	-	-	-	-		0.07	-	-
- Tax effect of adjustments	(0.03)	(0.23)	(0.05)	-	(0.06)	0.01	-	(0.05)	0.00	(0.09)	(0.12)	0.09	(1.25)	(0.22)	(0.23)	(0.22)
- One-time tax items	(0.03)	(0.23)	(0.03)	-	(0.00)	0.01	-	(0.05)	0.00	(0.80)	(0.12)	0.07	(1.23)	(0.22)	(0.23)	(0.22)
Adjusted diluted net income/(loss) per share (non-GAAP) (6)	\$ 0.84	\$ 1.07	\$ 1.42	\$ 1.64	- \$ 1.88	\$ 2.10	\$ 1.97	\$ 2.37	\$ 2.83	\$ 2.60	\$ 2.51	\$ 2.61	\$ (1.49)	\$ 2.13	- \$ 1.51	\$ 2.69



A detailed breakdown of impairment of assets and lease termination expenses recorded in the 13 and 52 weeks ended January 2, 2024 and the 14 and 53 weeks ended January 3, 2023 can be found in the Selected Segment Information table in the 10-K Represents changes in the fair value of the deferred consideration and contingent consideration and compensation liabilities related to the North Italia and FRC acquisition, as well as amortization of acquired definite-lived licensing agreements Represents incremental costs associated with COVID-19 such as sick and vaccination pay, healthcare and meal benefits for furloughed staff members, additional sanitation and personal protective equipment Fiscal 2017 includes a \$38.5 million benefit to the income tax provision related to tax reform enacted in December 2017 Adjusted diluted net income/(loss) per share may not add due to rounding