





#### **Safe Harbor Statement**



Statements made in this presentation and on the conference call, including statements made during the question-and-answer session, regarding Luby's future financial and operating results, as well as plans for expansion of the Company's business, including the expected financial performance of the Company's prototype restaurants and future openings, are forwardlooking statements. These statements include risks and uncertainties, including but not limited to, general business conditions, the impact of competition, success of operating initiatives, changes in the constant cost and supply of food and labor and seasonality of the Company's business, taxes, inflation, governmental regulations, and availability of credit, as well as other risks and uncertainties disclosed in the Company's periodic reports on Forms 10-K and Forms 10-Q.

## **Forward Looking Statements**



Some of the statements in this presentation constitute "forward looking statements" about Luby's, Inc. and it's subsidiaries that involve risks, uncertainties and assumptions, including without limitation, our discussion and analysis of our financial condition and results of operations. These forward looking statements generally can be identified by use of phrases such as "believe," "plan," "expect," "anticipate," "intend," "forecast" or other similar words or phrases in conjunction with a discussion of future operating or financial performance. Descriptions of our objectives, goals, targets, plans, strategies, costs, anticipated capital expenditures, expected cost savings, costs of our store rebranding initiatives, expansion of our foodservice offerings, potential acquisitions, and potential new store openings and dealer locations, are also forward looking statements. These statements represent our present expectations or beliefs concerning future events and are not guarantees. Such statements speak only as of the date they are made, and we do not undertake any obligation to update any forward looking statement.

Acceptance of the Management Presentation further constitutes your acknowledgement and agreement that neither Luby's, Inc. ("Luby's") nor any of its directors, employees, controlling persons, agent or advisers (collectively, the "Representatives") makes any express or implied representation or warranty as to the accuracy or completeness of the information contained herein and shall have no liability to the recipient or its Representatives relating to or arising from the use of the information contained herein or any omissions there from.

We caution that forward looking statements involve risks and uncertainties and are qualified by important

factors that could cause actual events or results to differ materially from those expressed or implied in any such forward looking statements. For a discussion of these factors and other risks and uncertainties, please refer to our filings with the Securities and Exchange Commission ("the SEC"). We intend for the forward looking statements to be covered by the Safe Harbor provisions for forward looking statements contained in the Private Securities Litigation Reform Act of 1995, and are including this statement for purpose of complying with these Safe Harbor provisions.

#### **Non-GAAP** Measures



We evaluate segment performance based on store level profit, which excludes selling, general and administrative expense, depreciation expense, opening costs, net interest expense and other non-operating income and expense. The Company has three reportable segments: Company-owned restaurants, Franchise operations and Culinary contract services

This Non-GAAP measure, store level profit or segment level profit, is defined for each business segment below, is not intended to replace or provide for more prominence over any GAAP measurement. We do believe the presentation of store level profit or segment level profit is useful to investors in understanding our restaurant level operational performance compared to previous periods and to other competitors.

- •Company-owned restaurant segment: Restaurant sales plus vending income less Cost of food less Payroll and related costs less Other operating expenses less Occupancy costs without allocation of Selling, general, and administration (SG&A), depreciation, interest or other expenses
- •Franchise operations segment: Franchise revenue less Cost of franchise operations (including direct SG&A), without allocation of other SG&A, depreciation, interest or other expenses
- •Culinary contract services segment: Culinary contract service sales less Cost of culinary contract services (including direct SG&A) without allocation of other SG&A, depreciation, interest or other expenses

We evaluate total company performance on EBITDA. This Non-GAAP measure is defined as income from continuing operations before interest, income taxes, depreciation and amortization. It is also before asset impairment charges and gains and losses on dispositions. EBITDA does not include net other income. EBITDA was presented because it is frequently used by security analysts, investors, and other interested parties, in addition to and not in lieu of Generally Accepted Accounting Principles (GAAP). EBITDA is not a measurement of financial performance under GAAP and should not be considered an alternative to income from continuing operations. A reconciliation of income from continuing operations to EBITDA for each period presented is provided.

## **Appealing Brands**





#### Luby's Culinary

**Services** launched in 2006 with a mission to redefine the food contract service industry. To be the best, not necessarily the biggest, is the daily mantra across this growing brand that is designed to serve the corporate, hospital and higher education market.

#### **Luby's Cafeterias**

was founded in 1947 in San Antonio, TX with a mission to be the most successful cafeteria company in America. By serving customers convenient, great-tasting, home-style meals at an excellent value in a friendly environment.

#### Fuddruckers has been

delivering uncompromised quality and in-your-face freshness while inspiring guests to build their own World's Greatest Hamburger ® since 1980. Fuddruckers Hamburgers is known for its lively atmosphere, premium-cut, grilled-to-order beef, scratchmade buns and market fresh produce.

#### **Cheeseburger in**

Paradise offers a laid back beach party atmosphere where guests can leave the stress of everyday life behind and enjoy an ice cold beverage. A place where the food is awesome, the cocktails are hand crafted and you can enjoy a one-of-akind Kicked Back Vibe.

## **Proven Management Team**



#### Chris Pappas

- President, CEO, Director of Luby's Inc. since March 2001
- More than 39 years of experience in restaurant industry

#### Peter Tropoli

- COO since 2011; General Counsel and SVP Administration since 2001
- 18 Years in restaurant industry

#### Scott Gray, CPA

- SVP and CFO since 2007; Finance and audit roles at Luby's since 2001
- 19 Years in restaurant industry

#### Todd Coutee

- SVP Operations since 2011
- 25 Years in restaurant industry, including 12 years in contract services

# Well Established Brands & Growing



- Trade on NYSE since 1982
- Approximately \$400M in Annual Revenues
- System-wide sales \$540M (including Fuddruckers Franchises)
- FY2017YQ3 Trailing Adjusted EBITDA of \$15.9M
- Operate primarily 89 Luby's Cafeterias, 71 Fuddruckers restaurants, and 8 Cheeseburger in Paradise Restaurants
- Operated Luby's Cafeterias for 70 years, Fuddruckers for 7 Years, and Cheeseburger in Paradise over 3 years
- Support 113 Fuddruckers franchises across the United States (including Puerto Rico), Canada, Mexico, Dominican Republic, Italy, Panama, and Colombia
- Providing Contract Culinary Services at 25 locations

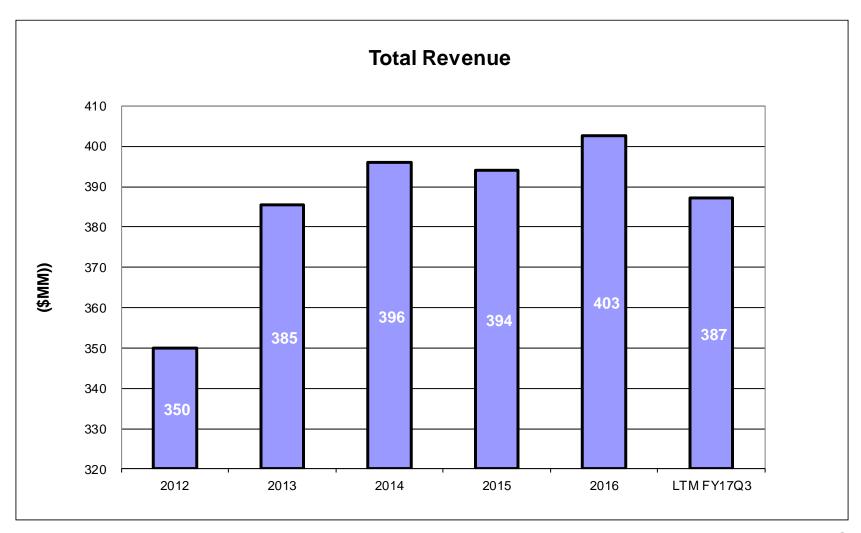
#### **Milestones**



- July 2010 Acquired (110+) Fuddruckers franchise and selected (59+) company units;
- FY 2011 Began acquiring pipeline locations for Luby's and Fuddruckers brands for future new unit growth, began sale of domestic and international Fuddruckers franchise units; Relo new Luby's Sept 2011
- Aug 2012 Design and open first Combo (Multi Brand) property in Pearland TX
- Dec 2012 Acquired 23 leased locations for existing concept turn-around or sites to convert to Fuddruckers
- > FY 2014 Converted 3 Cheeseburger in Paradise units to Fuddruckers, Closed 15 locations, began planning for more conversions to Fuddruckers
- > FY 2014 15 store openings, including 12 new restaurant locations
- FY2015 Opened eight Fuddruckers (three converted from Cheeseburger in Paradise and one converted from Koo Koo Roo) and opened first Combo location outside Texas: Jackson, MS
- FY2016 Opened three Fuddruckers (two converted from Cheeseburger in Paradise), opened 13 franchised Fuddruckers restaurants (most in any single year) Fuddruckers brand reaches 8 countries outside U.S.
- See recent news releases at <u>www.lubysinc.com/investors</u>

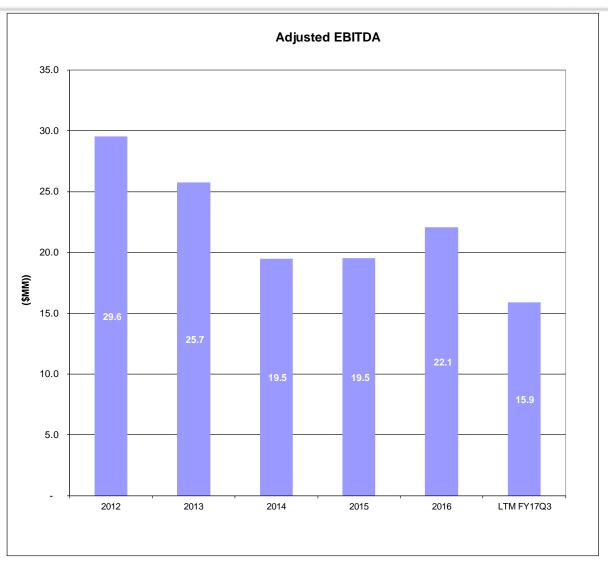
### **Total Revenue**





## **Adjusted EBITDA**

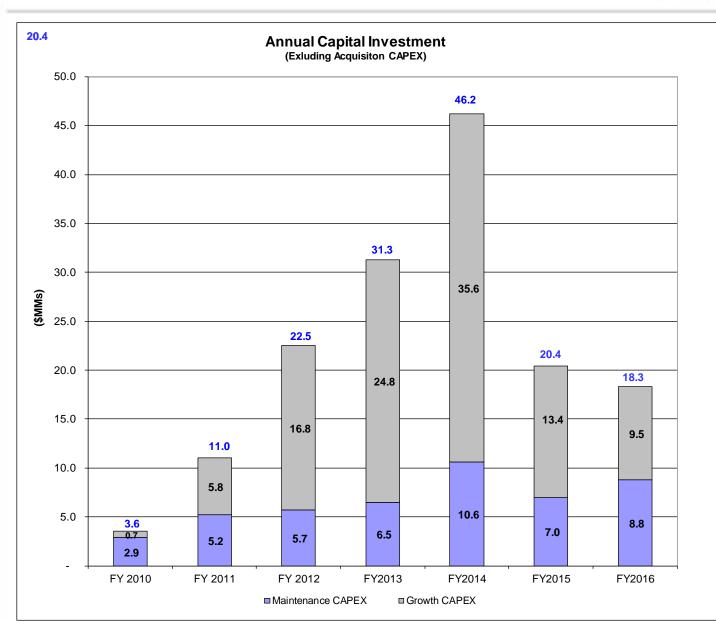




EBITDA = Income from Continuing Operations + Income Taxes + Depreciation + Interest Expense + Net Loss/(Gain) on Dispositions + Asset Impairments + Non-cash compensation expense + Share based compensation expense

## Annual Capital Investment





FY17 Projected CapEx: under \$14m

## **Capital Allocation Strategy**



- Balance between capital allocation approaches:
  - "Capital intensive" investments with new restaurants
  - "Low/no capital requirement" investments with Culinary Contract
     Service and Fuddruckers Franchise Business segments
- Reinvest in existing restaurants to sustain and grow cash flow
- New innovations in digital technologies
- Maintain acceptable debt levels

## **Real Estate Strategy**



- > 50%/50% Owned/Leased Properties
- Owning locations offers greater flexibility when time to relocate/exit as capital can be "recycled" into another location and building. Represents a long term asset for shareholder value and site flexibility.
- Match own versus lease decision to the property purpose
  - Combo locations require larger parcel of land where "buy" economics are typically superior
  - Cafeteria locations also require larger parcel of land and a customized building where owning is typically, but not always, preferred
  - Fuddruckers units offer more flexibility in configurations and size and are often more suitable in leased locations

#### FY2017 Restaurant Counts Luby



	FY2017	FY17 YTDQ3	FY17 YTDQ3	FY2017 Q3
	Year Begin	Openings	Closings	End
Luby's Cafeterias <sup>1</sup>	91		(2)	89
Fuddruckers <sup>1</sup>	75	1	(4)	72
Cheeseburger in Paradise	8		, ,	8
Other Restaurants <sup>2</sup>	1			1
Total	175	1	(6)	170

#### <u>Notes</u>

- 1 Includes 6 Restaurants that are part of "combo" locations
- 2 Other restaurants include one Bob Luby's Seafood

# Fuddruckers – Franchise Pipeline (As of June 7, 2017)



Location/Country	Count		6/7/2017 Opened	Remaining in Pipeline
Omaha		3	1	2
Dominican Republic		3	1	2
Domincan Republic		1	1	-
South Florida		7	2	5
Central Florida		8	1	7
North Dakota		5	2	3
Maine		1	1	-
Virginia		3	1	2
Panama/Aruba	-	10	3	7
Italy/Poland/Switzerland	-	10	5	5
Germany	-	10	-	10
Colombia	-	10	3	7
Detroit		2	1	1
Canada (Alberta/Saskatchewan		5	1	4
Travel Centers of America		2	2	-
Mexico		5	1	4
NM/OK		8	3	5
MT		1	1	-
Travel Centers of America		10	1	9
Manheim PA		1	1	-
Duncan SC		1	1	-
Naples, FL		3	-	3
Total	10	09	33	76

Timeline of Openings Per Development Agreement	
Fy 2017	13
Fy 2018	17
FY 2019	18

Pipeline reflects collection of \$1.5 million of Franchisee Fees to be earned as stores open from the Pipeline.

#### **Current Initiatives**



#### All Brands

- Leadership development supporting a culture of highest-level of guest service
- Capital conservation so cash flow and property sale proceeds can be used to reduce debt balance

## Luby's Cafeteria

- Everyday value and service
- "The Luby's Way" freshly prepared menu items from hand-crafted recipes, using locally sourced produce and ingredients where possible. "Delighted to Help" guest service

#### Fuddruckers

- Establishing a championship culture
- Quality / Speed of Service / Upsell = Sales and profitability growth

### Cheeseburger

Enhance same store sales through new menu innovation and further guest engagement



## **FINANCIAL HIGHLIGHTS**

## Total Company Same-Store Sales Luby 1



	Q1	Q2	Q3	Q4	Year
2014	(1.3%)	2.5%	0.3%	(1.0%)	0.0%
2015	(0.1%)	2.5%	(1.1%)	0.7%	0.5%
2016	1.4%	2.2%	(0.6%)	(0.5%)	0.7%
2017	(2.3%)	(3.8%)	(2.7%)		

## **Trailing Four Quarters Results by Segment**

\$ (000's)		ailing 4 Qtr 6/7/2017	%	Trailing 4 Qtr 6/1/2016		%
Restaurant sales	\$	363,516		\$	373,029	
Cost of Food		102,078	28.1%		106,005	28.4%
Payroll and Related		130,440	35.9%		129,652	34.8%
Other Operating		62,439	17.2%		61,498	16.5%
Occupancy Cost		21,852	6.0%		21,913	5.9%
Vending Revenue		(563)	(0.2%)		(570)	(0.2%)
Store level profit		47,270	13.0%		54,531	14.6%
Culinary contract sales	\$	16,086	100.0%	\$	16,069	100.0%
Cost of culinary		14,445			14,490	
Unit level profit		1,641	10.2%		1,578	9.8%
Franchise Revenue	\$	7,006		\$	7,063	
Cost of Franchise		1,774			1,865	
Unit level profit		5,232	74.7%		5,198	73.6%
Vending	\$	563		\$	570	
· · · · · · · · · · · · · · · · · · ·	Ψ			— Ψ	37-0	
Total revenue	\$	387,172		\$	396,731	

Store Level Profit of 13.0% for trailing 4 quarters vs. 14.6% in prior trailing 4 quarters

### **STORE-LEVEL PROFIT**

## FY17 Q3 and YTDQ3 Year Year-over-Year



	Total Co Quarter	• •	Total Company Three Quarters Ended			
(\$000s)	06/07/17	06/01/16	06/07/17	06/01/16		
	(12 weeks)	(12 weeks)	(40 weeks)	(40 weeks)		
Restaurant Sales	93.1%	93.9%	93.9%	93.9%		
Culinary contract services	5.1%	4.2%	4.2%	4.2%		
Franchise revenue	1.7%	1.7%	1.8%	1.8%		
Vending revenue	<u>0.2%</u>	0.2%	<u>0.1%</u>	<u>0.1%</u>		
TOTAL SALES	100.0%	100.0%	100.0%	100.0%		
COSTS AND EXPENSES:						
(As a percentage of restaurant sales)						
Cost of food	27.8%	28.0%	28.1%	28.4%		
Payroll and related costs	35.7%	35.6%	35.9%	34.9%		
Other operating expenses	16.7%	15.7%	17.4%	16.0%		
Occupancy	6.0%	5.9%	6.2%	6.0%		
Vending revenue	(0.2%)	(0.2%)	(0.2%)	(0.2%)		
Store Level Profit	14.0%	15.0%	12.7%	14.9%		
(As a percentage of total sales)						
Marketing and advertising expenses	0.9%	1.2%	1.6%	1.4%		
General and administrative	6.7%	8.8%	8.6%	9.2%		
Selling, general and administrative expenses	7.6%	10.0%	10.2%	10.6%		
INCOME (LOSS) FROM OPERATIONS	0.9%	(0.4%)	(4.8%)	(0.7%)		

# LUBY'S CAFETERIAS SAME-STORE SALES



Quarter	Sales	Traffic	PPA
Q1 (Mid December	)		
2015	0.2%	0.1%	0.1%
2016	1.2%	0.8%	0.4%
2017	(2.2%)	(1.4%)	(0.8%)
3-Year Comp	(0.8%)	(0.5%)	(0.3%)
Q2 (Early March)			
2015	3.1%	2.2%	0.9%
2016	3.1%	4.7%	(1.5%)
2017	(4.4%)	(6.6%)	2.2%
3-Year Comp	1.6%	(0.1%)	1.6%
Q3 (Early June)			
2015	(1.0%)	(2.7%)	1.7%
2016	(0.2%)	3.7%	(3.9%)
2017	(2.5%)	(7.1%)	4.6%
3-Year Comp	(3.7%)	(6.3%)	2.2%
Q4 (Last Wednesda	y in August)		
2014	0.4%	1.6%	(1.2%)
2015	0.2%	(2.6%)	2.8%
2016	0.0%	3.6%	(3.5%)
3-Year Comp	0.6%	2.6%	(2.0%)

# FUDDRUCKERS BRAND SAME-STORE SALES



#### **Fuddruckers - Same Store Sales YOY**

Quarter	Sales	Traffic	PPA
Q1 (mid-Decem	nber)		
2015	0.2%	1.9%	(1.7%)
2016	1.3%	(3.2%)	4.5%
2017	(1.6%)	(2.7%)	1.1%
3-Year Comp	(0.2%)	(4.0%)	3.9%
Q2 (Mid Februa	arv)		
2015	2.1%	1.8%	0.3%
2016	0.0%	(3.0%)	3.0%
2017	(1.1%)	(2.8%)	3.9%
3-Year Comp	1.0%	(4.0%)	7.3%
Q3 (Early May)			
2015	0.2%	(1.3%)	1.5%
2016	(1.0%)	(1.9%)	0.9%
2017	(0.9%)	(5.6%)	4.7%
3-Year Comp	(1.7%)	(8.6%)	7.3%
Q4 (Last Wedne	ocdovin Aug	.uc+1	
•		-	(1 40/)
2014	(4.5%)	(3.1%)	(1.4%)
2015	1.7%	(1.6%)	3.3%
2016	(0.8%)	(2.5%)	1.7%

(3.6%)

(7.1%)

3.6%

3-Year Comp

## FY17Q3 Sales Volumes by Unit (\$000's)





#### Quarter 3 (17Q3) Restaurant Segment Highlights (\$000's)

	Units Reporting		17Q3	17Q3	17Q3	17Q3
	Sales in 17Q3	R	estaurant Sales	% Sales	Operating Weeks	verage ekly Sales
New Growth Stores						
+ Luby's	6	\$	3,681		60	\$ 61.3
+ Fuddruckers	6	\$	1,308		60	\$ 21.8
New Combos (restaurant count)	12	\$	4,988	6.0%	60	\$ 83.1
New Lubys	3	\$	2,383	2.9%	36	\$ 66.2
2nd Gen Space/Unit Converted to Fuddrucke	12	\$	3,223	3.9%	984	\$ 3.3
Cheeseburger conversions to Fuddruckers	5	\$	1,565	1.9%	1344	\$ 1.2
New Fuddruckers (non free-standing)	3	\$	851	1.0%	36	\$ 23.6
New Fuddruckers (free-standing on existing	1	\$	315	0.4%	12	\$ 26.3
Legacy Stores						
Core Fudds (2)	46	\$	17,717	21.5%	540	\$ 32.8
Core Lubys (1)	81	\$	47,025	56.9%	972	\$ 48.4
Cheeseburger in Paradise	8	\$	4,147	5.0%	96	\$ 43.2
Total Open Operating Units	171	\$	82,216	99.5%	4,080	\$ 20.2
Restaurants closed in FY17 Q2 or prior	3	\$	378	0.5%		
Total Company Operated Units Reporting	174	\$	82,594	100.0%		

## FY16Q3 Sales Volumes by Unit (\$000's)





#### Quarter 3 (16Q3) Restaurant Segment Highlights (\$000's)

	Units Reporting		16Q3	16Q3	16Q3	16Q3
	Sales in 16Q3	R	Restaurant Sales	% Sales	Operating Weeks	verage kly Sales
New Growth Stores						
+ Luby's	6	\$	3,998		60	\$ 66.6
+ Fuddruckers	6	\$	1,282		60	\$ 21.4
New Combos (restaurant count)	12	\$	5,280	6.1%	60	\$ 88.0
New Lubys	3	\$	2,457	2.8%	36	\$ 68.3
2nd Gen Space/Unit Converted to Fuddrucke	12	\$	3,190	3.7%	1044	\$ 3.1
Cheeseburger conversions to Fuddruckers	5	\$	1,719	2.0%	1392	\$ 1.2
New Fuddruckers (non free-standing)	2	\$	549	0.6%	36	\$ 15.3
New Fuddruckers (free-standing on existing	1	\$	318	0.4%	12	\$ 26.5
Legacy Stores						
Core Fudds	45	\$	17,796	20.6%	540	\$ 33.0
Core Lubys (1)	81	\$	48,243	55.8%	972	\$ 49.6
Cheeseburger in Paradise	8	\$	4,598	5.3%	96	\$ 47.9
Total Open Operating Units	169	\$	84,150	97.3%	4188	\$ 20.1
Restaurants closed in FY17 Q2 or prior	9	\$	2,325	2.7%		
Total Company Operated Units Reporting	178	\$	86,475	100.0%		

## **Balance Sheet**



	June 7,		June 1,	
	2017		2017	
Total Assets	\$	235,215	\$ 252,225	
Total Liabilities	\$	87,421	\$ 86,473	
Total Shareholders' Equity	\$	147,794	\$ 165,752	
Total Liabilities and Shareholders' Equity	\$	235,215	\$ 252,225	
Debt Outstanding (Included in Liabilities Above)	\$	40,438	\$ 37,000	
Less: Cash and cash equivalents (included in assets above):	\$	(1,326)	\$ (1,339)	
Net Debt	\$	39,112	\$ 35,661	

## FY2017 Capital investments Luby 1



(\$MM)	FY13 Total	FY14 Total	FY15 Total	FY16 Total
Land	\$ 4.8	\$ 12.2	\$ 3.2	\$ -
New Construction	14.7	16.9	2.5	1.2
Remodels/Conversions	5.4	6.5	7.8	8.1
Recurring/Maint. *	6.4	10.6	7.0	9.0
Total	\$ 31.3	\$ 46.2	\$ 20.4	\$ 18.3

FY17 Q1		FY17 Q2		=	Y17 Q3	FY17 YTD		
\$	-	\$				\$	-	
	0.1		0.9		0.4	\$	1.3	
	2.0		8.0		0.5	\$	3.2	
	2.9		1.3		1.3	\$	5.5	
\$	5.0	\$	3.0	\$	2.2	\$	10.1	

Expect FY2017 Capital Expenditures to be under \$14 million

# Reconciliation of Store Level Profit to Loss from Continuing Operations



	Quarter Ended				Three Quarters Ended				
(\$000s)		June 7, 2017		June 1, 2016		June 7, 2017		June 1, 2016	
	(12 weeks)		(12 weeks)		(40 weeks)		(40 weeks)		
Store level profit	\$	11,567	\$	13,013	\$	34,392	\$	42,540	
Plus:									
Sales from culinary contract services		4,515		3,892		12,117		12,726	
Sales from franchise revenue		1,477		1,586		5,167		5,411	
Less:									
Opening costs		134		117		431		688	
Cost of culinary contract services		4,194		3,534		10,966		11,476	
Cost of franchise operations		361		441		1,378		1,480	
Depreciation and amortization		4,639		5,304		15,977		17,538	
Selling, general and administrative expenses		6,764		9,227		29,531		32,312	
Provision for asset impairments and restaurant closings		869		172		7,120		209	
Net loss (gain) on disposition of property and equipment		(195)		42		219		(793)	
Interest income		(3)		(0)		(5)		(3)	
Interest expense		569		482		1,898		1,674	
Other income (expense), net		173		(88)		312		2	
Provision (benefit) for income taxes		432		(593)		2,576		(1,438)	
Loss from continuing operations		(377)	\$	(147)	\$	(18,727)	\$	(2,468)	

## GAAP Reconciliation (\$000s)



		Quarter Ended				Three Quarters Ended			
(\$000s)		ne 7, 2017	June 1, 2016		June 7, 2017		June 1, 2016		
· /	(12 weeks)		(12 weeks)		(40 weeks)		(40 weeks)		
Loss from continuing operations	\$	(377)	\$	(147)	\$	(18,727)	\$	(2,468)	
Depreciation and amortization		4,639		5,304		15,977		17,538	
Provision (benefit) for income taxes		432		(593)		2,576		(1,438)	
Interest expense		569		482		1,898		1,673	
Interest income		(3) (195)		(0) 42		(5) 219		(3) (793)	
Net loss/(gain) on disposition of property and equipment									
Provision for asset impairments and restaurant closings, net		869		172		7,120		209	
Non-cash compensation expense		(584)		425		874		1,594	
Franchise Taxes		49		42		146		139	
Decrease in Fair Value of Derivative		176		<u>-</u>		221			
Adjusted EBITDA		5,574	\$	5,727	\$	10,299	\$	16,452	