















Earnings CallFiscal 2024: Fourth Quarter Results June 20, 2024

Disclaimer/Non-GAAP Information

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Forward-looking statements in this communication regarding our expected earnings performance and all other statements that are not historical facts, including without limitation statements concerning our future economic performance, are made under the Safe Harbor provisions of the Private Securities Litigation Reform Act of 1995. Any forward-looking statements speak only as of the date on which such statements are first made, and we undertake no obligation to update such statements to reflect events or circumstances arising after such date. We wish to caution investors not to place undue reliance on any such forward-looking statements. By their nature, forward-looking statements involve risks and uncertainties that could cause actual results to materially differ from those anticipated in the statements. The most significant of these uncertainties are described in Darden's Form 10-K, Form 10-Q and Form 8-K reports. These risks and uncertainties include: a failure to address cost pressures and a failure to effectively deliver cost management activities, economic factors and their impacts on the restaurant industry and general macroeconomic factors including unemployment, energy prices and interest rates, the inability to hire, train, reward and retain restaurant team members, a failure to develop and recruit effective leaders, labor and insurance costs, health concerns including food-related pandemics or outbreaks of flu or other viruses, food safety and food-borne illness concerns, technology failures including failure to maintain a secure cyber network, compliance with privacy and data protection laws and risks of failures or breaches of our data protection systems, the inability to successfully integrate Ruth's Chris Steak House operations into our business, risks relating to public policy changes and federal, state and local regulation of our business, intense competition, changing consumer preferences, an inability or failure to manage the accelerated impact of social media, a failure to execute innovative marketing and guest relationship tactics, climate change, adverse weather conditions and natural disasters, longterm and non-cancelable property leases, failure to execute a business continuity plan following a disaster, shortages or interruptions in the delivery of food and other products and services, failure to drive profitable sales growth, a lack of availability of suitable locations for new restaurants, higher-than-anticipated costs to open, close, relocate or remodel restaurants, risks of doing business with franchisees, licensees and vendors in foreign markets, volatility in the market value of derivatives, volatility leading to the inability to hedge equity compensation market exposure, failure to protect our intellectual property, litigation, unfavorable publicity, disruptions in the financial markets, impairment in the carrying value of our goodwill or other intangible assets, changes in tax laws or unanticipated tax liabilities, failure of our internal controls over financial reporting and other factors and uncertainties discussed from time to time in reports filed by Darden with the Securities and Exchange Commission.

The information in this communication includes financial information determined by methods other than in accordance with accounting principles generally accepted in the United States of America ("GAAP"), such as adjusted diluted net earnings per share from continuing operations and adjusted EBITDA. The Company's management uses these non-GAAP measures in its analysis of the Company's performance. The Company believes that the presentation of certain non-GAAP measures provides useful supplemental information that is essential to a proper understanding of the operating results of the Company's businesses. These non-GAAP disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. Reconciliations of these non-GAAP measures to the most comparable GAAP measures are included under "Additional Information" in this presentation.





















Fiscal 2024 Financial Highlights









78

ACQUIRED RUTH'S CHRIS

RESTAURANTS²

² 77 company-owned Ruth's Chris restaurants in June 2023 and a single franchise restaurant in May 2024





















¹ A reconciliation of Non-GAAP measures can be found in the Additional Information section of this presentation.



1Mission

A full-service restaurant company with ...

Be financially successful through great people consistently delivering outstanding food, drinks and service in an inviting atmosphere making every guest loyal.

Competitive Advantages

Significant Scale

Extensive
Data & Insights

Rigorous Strategic Planning

ResultsOriented Culture

Driving Philosophy

Culinary Innovation & Execution **Back-To-Basics**

Attentive Service

Engaging Atmosphere Integrated Marketing

9 Iconic Brands



















Fiscal 2024 Total Shareholder Return

	Framework (Over Time)	FY24
New Restaurant Growth ¹	2% - 3%	7.0%
Same-Restaurant Sales ²	1% - 3%	1.6%
EBIT Margin Expansion	10-30 bps	50bps
Business Performance (EAT Growth)	7% - 10%	9.1%
Dividend Payout Ratio Share Repurchases (\$MM)	50% - 60% \$300 - \$500	59% \$454
Return of Cash	3% - 5%	5.2%
Total Shareholder Return (EPS Growth + Dividend Yield)	10% - 15%	14.2%

² Will not include Ruth's Chris Steak House until they have been owned and operated by Darden for a 16-month period (Q2 Fiscal 2025).





















¹ Includes the addition of Ruth's Chris Steak House































Brilliant With The Basics

























Ranked #1 by consumers ...

Food

Service

Atmosphere

Overall

Brand Fit & Loyalty

Source: Technomic, Consumer Brand Metrics, 12 months ending March 2024.





























- // Successfully integrated all company-owned restaurants
- // Acquired single franchise location in Destin, FL
- // On-boarded 5,000 new team members
- // Zero turnover among nine Directors of Operations
- // Achieved expected synergies
- // Accretion of \$0.10 for FY2024
- // Ruth's Chris named America's Favorite Chain Restaurant in Technomic survey (Jan. 2024)























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Organizational Changes



Todd Burrowes
President, Business
Development



Laura Williamson President, LongHorn Steakhouse



John Martin President, Specialty Restaurant Group



Marc Braun SVP Development



Brad Smith
President,
International &
Franchising



Rik Jenkins
President
Ruth's Chris
Steak House



Bryan Clements
President
Yard House



Falon Farrell
President
The Capital Grille
& Eddie V's



Mark Cooper
President
Seasons 52 &
Bahama Breeze





















Fiscal 2024 Fourth Quarter Financial Highlights





6.8% TOTAL SALES GROWTH

0.0%
SAME-RESTAURANT SALES
GROWTH¹



\$2.65

ADJUSTED DILUTED NET EPS
FROM CONTINUING
OPERATIONS²

\$254 Million CASH RETURN³

³ Includes dividends paid and repurchases of common stock.





















Will not include Ruth's Chris Steak House until they have been owned and operated by Darden for a 16-month period (Q2 Fiscal 2025).

² A reconciliation of Non-GAAP measures can be found in the Additional Information section of this presentation.

Margin Analysis vs. Prior Year

	As Reported		As Adjusted ¹				
-	Q4 2024	Q4 2024	Q4 2024	vs Q4 2023 (bps)			
	(\$ millions)	(\$ millions)	% of Sales	Favorable/(Unfavorable)			
Sales	\$2,957.3	\$2,957.3					
Food and Beverage	\$906.9	\$906.9	30.7 %	20			
Restaurant Labor	\$926.0	\$926.0	31.3 %	10			
Restaurant Expenses	\$467.7	\$467.7	15.8 %	10			
Marketing Expenses	\$37.3	\$37.3	1.3 %	(20)			
Restaurant-Level EBITDA	\$619.4	\$619.4	20.9 %	20			
General and Administrative Expenses	\$102.9	\$95.5	3.2 %	40			
Depreciation and Amortization	\$119.7	\$119.7	4.0 %	(50)			
Impairment and Disposal of Assets, Net	\$1.4	\$1.4	— %	_			
Operating Income	\$395.4	\$402.8	13.6 %	10			
Interest Expense	\$35.4	\$35.4	1.2 %	(40)			
Earnings Before Income Tax	\$360.0	\$367.4	12.4 %	(30)			
Income Tax Expense	\$50.0	\$49.2	1.7 %	(30)			
Note: Effective Tax Rate	13.9%	13.4%					
Earnings From Continuing Operations	\$310.0	\$318.2	10.8 %	(60)			

Note: Continuing operations, values may not foot due to rounding.

¹ A reconciliation of Non-GAAP measures can be found in the Additional Information section of this presentation.













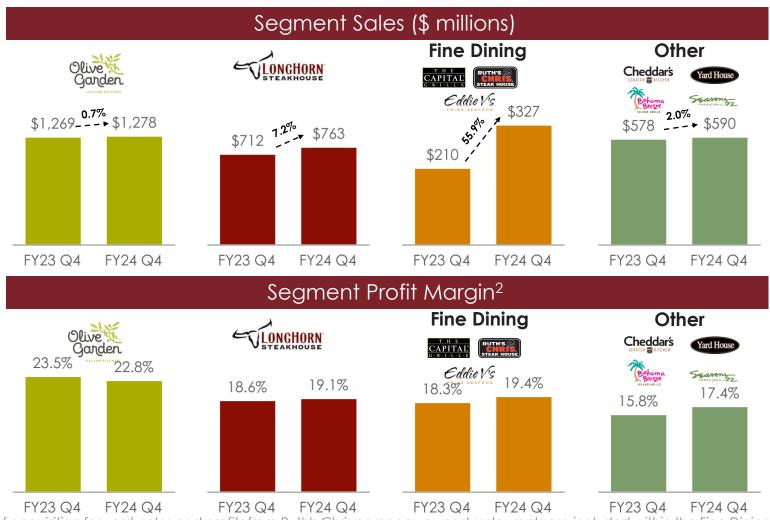






Fourth Quarter Segment Performance¹

Fiscal 2024 vs. Prior Year



¹ From the date of acquisition forward, sales and profits from Ruth's Chris company-owned restaurants are included within the Fine Dining segment. Royalties from Ruth's Chris franchise and managed locations reside in the Other Business segment.

² Segment profit margin calculated as (sales less costs of food & beverage, restaurant labor, restaurant expenses and marketing expenses) / sales.





















Fiscal 2024 Financial Highlights



1.6% SAME-RESTAURANT SALES GROWTH¹

\$1.8 Billion
Adjusted EBITDA²



³ Includes dividends paid and repurchases of common stock.





















Will not include Ruth's Chris Steak House until they have been owned and operated by Darden for a 16-month period (Q2 Fiscal 2025).

² A reconciliation of Non-GAAP measures can be found in the Additional Information section of this presentation.

Margin Analysis vs. Prior Year

	As Reported		ted ¹	
Sales	Fiscal 2024 (\$ millions) \$11,390.0	Fiscal 2024 (\$ millions) \$11,390.0	Fiscal 2024 % of Sales	vs Fiscal 2023 (bps) Favorable/(Unfavorable)
Food and Beverage	\$3,523.9	\$3,523.9	30.9 %	110
Restaurant Labor	\$3,619.3	\$3,619.3	31.8 %	10
Restaurant Expenses	\$1,836.6	\$1,836.6	16.1 %	10
Marketing Expenses	\$144.5	\$144.5	1.3 %	(10)
Restaurant-Level EBITDA	\$2,265.7	\$2,265.7	19.9 %	120
General and Administrative Expenses	\$479.2	\$434.6	3.8 %	(10)
Depreciation and Amortization	\$459.9	\$459.9	4.0 %	(30)
Impairment and Disposal of Assets, Net	\$12.4	\$6.5	0.1 %	(20)
Operating Income	\$1,314.2	\$1,364.7	12.0 %	50
Interest Expense	\$138.7	\$137.4	1.2 %	(40)
Earnings Before Income Tax	\$1,175.5	\$1,227.3	10.8 %	10
Income Tax Expense	\$145.0	\$154.7	1.4 %	(10)
Note: Effective Tax Rate	12.3%	12.6%		
Earnings From Continuing Operations	\$1,030.5	\$1,072.6	9.4 %	0

Note: Continuing operations, values may not foot due to rounding.

A reconciliation of Non-GAAP measures can be found in the Additional Information section of this presentation.



















Achieved Long-Term Framework TSR Over Past Five Years

	Framework (Over Time)	FY24	FY19 - FY24 Annualized Return ¹
New Restaurant Growth ²	2% - 3%	7.0%	2.9%
Same-Restaurant Sales ³	1% - 3%	1.6%	3.1%
EBIT Margin Expansion	10-30 bps	50bps	40bps
Business Performance (EAT Growth)	7 % - 10%	9.1%	8.0%
Dividend Payout Ratio Share Repurchases (\$MM)	50% - 60% \$300 - \$500	59% \$454	58% \$367
Return of Cash	3% - 5%	5.2%	3.7%
Total Shareholder Return (EPS Growth + Dividend Yield)	10% - 15%	14.2%	11.7%

³ Will not include Ruth's Chris Steak House until they have been owned and operated by Darden for a 16-month period (Q2 Fiscal 2025).

















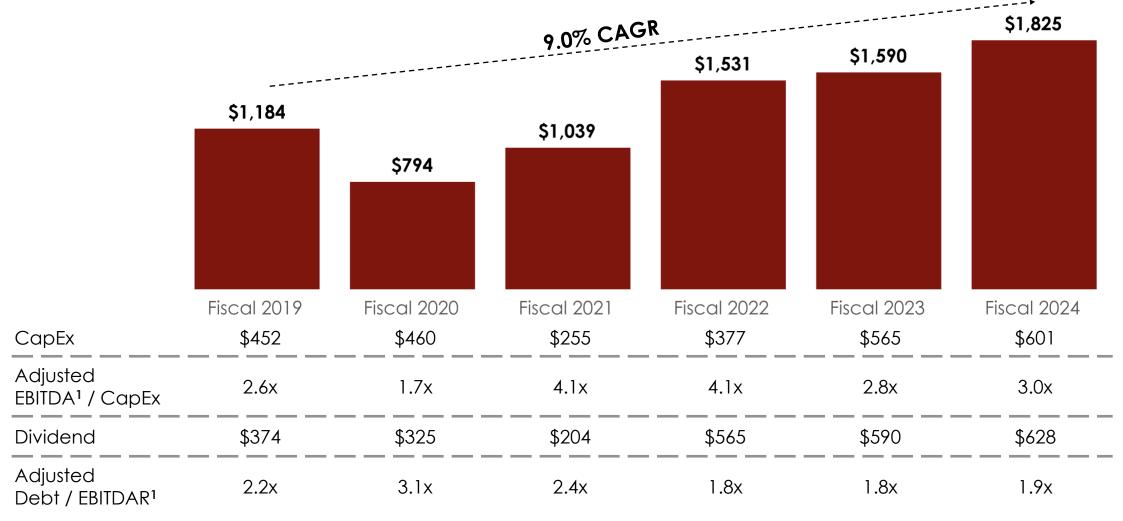


¹ Represents performance adjusted figure. A reconciliation of Non-GAAP measures can be found in the Additional Information section of this presentation.

² Includes the addition of Ruth's Chris Steak House

Strong Model Generates Durable Cash Flows

Adjusted EBITDA¹ from Continuing Operations (\$ in millions)



A reconciliation of Non-GAAP measures can be found in the Additional Information section of this presentation.





















Fiscal 2025 Annual Outlook

SALES

Total Sales \$11.8B to \$11.9B

Same-Restaurant Sales
Growth¹
1.0% to 2.0%

DEVELOPMENT

Restaurant Openings 45 to 50

Capital Spending \$550 to \$600 million

MARGIN

Total Inflation: ~3.0% Commodities: ~2.0%

Effective Tax Rate approximately 13.0%

Diluted Net Earnings per Share \$9.40 to \$9.60

(~119 million Weighted Average Diluted Shares Outstanding)

¹ Excludes Ruth's Chris Steak House as they will not be owned and operated by Darden for a 16-month period at the beginning of Fiscal 2025.





















Mourish & Delight Everyone WE SERVE

Our Guests

Our Team Members

Our Communities







































Thank You To Our Team Members









































Question & Answer Session



Additional Information

Commodities Outlook - First Half

		June - November FY2025				
	Spend by category	Coverage	Outlook			
Beef	24%	65%	Mid single digit inflation			
Produce	12%	85%	Low single digit inflation			
Dairy / Oil ¹	11%	50%	Low single digit inflation			
Seafood	9%	80%	Low single digit deflation			
Chicken	8%	100%	Mid single digit deflation			
Wheat ²	7%	95%	Low single digit inflation			
Non-Perishable / Other	29%	40%	Low single digit inflation			
Weighted average coverage	100%	65%				

Note: Excludes Ruth's Chris

² Includes breadsticks and pasta.





















¹ Includes cheese, cream, butter, and shortening.

Portfolio of Differentiated and Iconic Brands

	Total Sales ¹	Average Annual Restaurant Sales ²	Restaurants ³
Olive Garden	\$5.1 B	\$5.6 M	920
CVLONGHORN STEAKHOUSE	\$2.8 B	\$4.9 M	575
Yard House	\$848 M	\$9.7 M	88
Cheddar's	\$752 M	\$4.1 M	181
CAPITAL G · R · I · L · L · E	\$582 M	\$9.1 M	66
RUTH'S CHRIS. STEAK HOUSE	\$442 M	\$5.9 M	80
Seasons,	\$304 M	\$6.9 M	44
Eddie V's	\$268 M	\$8.9 M	30
Bahama Breeze. ISLAND GRILLE	\$240 M	\$5.7 M	43

¹ Twelve months ending May 26, 2024.

³ Company owned and operated restaurants at the end of fiscal 2024.





















² Average annual sales are calculated as sales divided by total restaurant operating weeks multiplied by 52 weeks.

Reported to Adjusted Earnings Reconciliations

	Q4 2024							Fiscal 2024							
\$ in millions, except EPS	В	arnings Before ncome Tax	E	Income Tax Expense (Benefit)	E	Net arnings	E	Diluted Net Carnings er Share	Be Inc	nings fore ome ax	In	come Tax xpense	Net Earnings	Ec	Diluted Net arnings er Share
Reported Earnings from Continuing Operations	\$	360.0	_\$	50.0	\$	310.0	\$	2.58	\$1,	175.5	\$	145.0	\$1,030.5	\$	8.53
Ruth's Chris Transaction and Integration Related Costs:	\$	7.4	\$	(0.8)	\$	8.2	\$	0.07	\$	51.8	\$	9.7	\$ 42.1	\$	0.35
General & Administrative Expenses		7.4		(8.0)		8.2		0.07		44.6		7.9	36.7		0.30
Impairment ¹				_		_		_		5.9		1.5	4.4		0.04
Interest ²								_		1.3		0.3	1.0		0.01
Adjusted Earnings from Continuing Operations	\$	367.4	\$	49.2	\$	318.2	\$	2.65	\$1,2	227.3	\$	154.7	\$1,072.6	\$	8.88
Adjusted Interest						35.4							137.4		
Adjusted Income Tax						49.2							154.7		
Adjusted Operating Income					\$	402.8							\$1,364.7		
Depreciation and Amortization						119.7							459.9		
Adjusted EBITDA					\$	522.5							\$1,824.6		

¹ Write-off of acquired Ruth's Chris assets not able to be utilized.

² Write-off of issuance costs associated with Term Loan used to fund Ruth's Chris acquisition, which was paid off with proceeds from bond offering in Q2 FY24.





















Reported to Adjusted Earnings Reconciliations¹

Fiscal 2019									
\$ in millions, except EPS		arnings Before ncome Tax	E	ncome Tax xpense Benefit)		Net Earnings	Di	luted EPS	
Reported Earnings from Continuing Operations	\$	782.3		63.7		718.6		5.73	
Adjustments:			•				•		
Asset Impairments ²	\$	14.6	\$	3.6	\$	11.0	\$	0.09	
Adjusted Earnings from Continuing Operations	\$	796.9	\$	67.3	\$	729.6	\$	5.82	

² Fiscal 2019 non-cash asset impairment charges related to four underperforming restaurants whose projected cash flows were not sufficient to cover their respective carrying values. These were relatively newer locations we intended to continue to operate and focus on improving their results of operations.



















¹ See slide 17 for non-GAAP figure presented.

Adjusted EBITDA Reconciliation¹

t in millions	F/24/2010	E/21/2020	E /20 /2021	E /20 /2022	E /20 /2022	E /0 / /000 /
\$ in millions	5/26/2019	5/31/2020	5/30/2021	5/29/2022	5/28/2023	5/26/2024
Sales	\$8,510.4	\$7,806.9	\$7,196.1	\$9,630.0	\$10,487.8	\$11,390.0
Net Earnings (Loss) from Continuing Operations	\$718.6	\$(49.2)	\$632.4	\$954.7	\$983.5	\$1,030.5
Interest, Net	50.2	57.3	63.5	68.7	81.3	138.7
Income Tax Expense (Benefit)	63.7	(111.8)	(55.9)	138.8	137.0	145.0
Depreciation and Amortization	336.7	355.9	350.9	368.4	387.8	459.9
EBITDA	\$1,169.2	\$252.2	\$990.9	\$1,530.6	\$1,589.6	\$1,774.1
Adjustments:						
Pension settlement charge (adjustment) ²	_	145.5	_	_	_	_
Goodwill Impairment ³	_	169.2	_	_	_	_
Trademark impairment ³	_	145.0	_	_	_	_
Other asset impairment ⁴	_	28.8	_	_	_	_
International entity liquidation	_	6.2	_	_	_	_
Restaurant impairments ⁵	14.6	47.0			_	_
Corporate restructuring ⁶	_	_	47.8		_	_
Ruth's Chris transaction and integration costs	_	_	_	_	_	50.5
Adjusted EBITDA	\$1,183.8	\$793.9	\$1,038.7	\$1,530.6	\$1,589.6	\$1,824.6
Adjusted EBITDA Margin	13.9%	10.2%	14.4%	15.9%	15.2%	16.0%
Minimum Rent	\$359.5	\$392.6	\$385.7	\$409.8	\$424.3	\$464.3
Adjusted EBITDA excluding minimum rent (EBITDAR)	\$1,543.3	\$1,186.5	\$1,424.4	\$1,940.4	\$2,013.9	\$2,288.9
Adjusted Total Debt	\$3,331.7	\$3,716.0	\$3,374.6	\$3,499.1	\$3,566.9	\$4,382.8
Adjusted Debt/EBITDAR Ratio	2.2	3.1	2.4	1.8	1.8	1.9

See footnotes on following page





















- ¹ See slide 18 for non-GAAP figure presented.
- ² In April 2018, our Benefits Plans Committee approved the termination of our primary non-contributory defined benefit pension plan. In fiscal 2020, the benefit obligations to plan participants was settled, resulting in a pension settlement charge.
- ³ Non-cash goodwill and trademark impairments were related to the economic impact of COVID-19 on Darden's overall market capitalization and the impact on Cheddar's Scratch Kitchen cash flows, coupled with the relative recency of the addition of Cheddar's to our portfolio.
- ⁴ Non-cash other asset impairments were related to the economic impact of COVID-19, approximately \$15 million of which is related to inventory obsolescence and \$14 million related to receivables we deemed uncollectible.
- ⁵ Fiscal 2019 non-cash asset impairment charges related to four underperforming restaurants whose projected cash flows were not sufficient to cover their respective carrying values. These were relatively newer locations we intended to continue to operate and focus on improving their results of operations. Fiscal 2020 non-cash impairments were related to the economic impact of COVID-19 on 11 underperforming restaurants we permanently closed during the fourth quarter and 9 other restaurants whose projected cash flows were not sufficient to cover their respective carrying values.
- ⁶ Includes cash expenses of approximately \$38 million, primarily related to severance and benefits, paid over an eighteen month period, and non-cash expenses of approximately \$10 million related to acceleration of equity-settled awards and expense associated with the postretirement benefit plan.



















Adjusted Total Debt Reconciliation¹

\$ in millions	5/26/2019	5/31/2020	5/30/2021	5/29/2022	5/28/2023	5/26/2024
Short-term debt	_	\$270.0	_	_	_	86.8
Capital lease obligation	\$84.0	_	_	_	_	_
Long-term debt, excluding unamortized discount and issuance costs	\$939.1	\$939.1	\$939.1	\$939.1	\$939.1	\$1,439.1
Total Debt	\$1,023.1	\$1,209.1	\$939.1	\$939.1	\$939.1	\$1,525.9
Lease-debt equivalent (6x minimum rent)	\$2,157.0	\$2,355.4	\$2,314.2	\$2,459.0	\$2,545.8	\$2,786.4
Guarantees ²	\$151.6	\$151.5	\$121.5	\$101.0	\$82.0	\$70.5
Adjusted Total Debt	\$3,331.7	\$3,716.0	\$3,374.8	\$3,499.1	\$3,566.9	\$4,382.8

² Consists solely of guarantees associated with leased properties that have been assigned to third parties and are primarily related to the disposition of Red Lobster.



















¹ See slide 18 for non-GAAP figure presented.