



Presentation to Shareholders

June 2024

Safe Harbor

Certain statements in the preceding paragraphs and all other statements that are not purely historical constitute “forward-looking” statements for purposes of the Securities Act of 1933 and the Securities Exchange Act of 1934, as amended, and are intended to be covered by the safe harbors created thereby. Such statements include, but are not limited to, those regarding expected comparable restaurant sales and margins, total potential domestic capacity, the success of various sales-building and productivity initiatives, future guest traffic trends, on and off-premise sales trends, cost savings initiatives and the number and timing of new restaurants expected to be opened in future periods. These “forward-looking” statements involve known and unknown risks, uncertainties and other factors which may cause actual results to be materially different from those projected or anticipated. Factors that might cause such differences include, but are not limited to: (i) the effects of another pandemic on our operations, labor and staffing, guest traffic, our supply chain and the ability of our suppliers to continue to timely deliver food and other supplies necessary for the operation of our restaurants, the ability to manage costs and reduce expenditures and the availability of additional financing, (ii) any inability or failure to successfully and sufficiently raise menu prices to offset rising costs, (iii) any inability to manage new restaurant openings, (iv) construction delays, (v) wage inflation and competitive labor market conditions which may result in staffing shortages, (vi) the impact of any union organizing efforts at our restaurants and our responses to such efforts, (vii) increases in minimum wage and other employment related costs, including compliance with the Patient Protection and Affordable Care Act and minimum salary requirements for exempt team members, (viii) the effect of credit and equity market disruptions on our ability to finance our continued expansion on acceptable terms, (ix) food quality and health concerns and the effect of negative publicity about us, our restaurants, other restaurants, or others across the food supply chain, due to food borne illness or other reasons, whether or not accurate, (x) factors that impact California, Texas and Florida, where a substantial number of our restaurants are located, (xi) restaurant and brewery industry competition, (xii) impact of certain brewing business considerations, including without limitation, dependence upon suppliers, third party contractors and distributors, and related hazards, (xiii) consumer spending trends in general for casual dining occasions, (xiv) potential uninsured losses and liabilities due to limitations on insurance coverage, (xv) fluctuating commodity costs and availability of food in general and certain raw materials related to the brewing of our craft beers and energy requirements, (xvi) trademark and service-mark risks, (xvii) government regulations and licensing costs, including beer and liquor regulations, (xviii) loss of key personnel, (xix) inability to secure acceptable sites, (xx) legal proceedings, (xxi) the success of our key sales-building and related operational initiatives, (xxii) any failure of our information technology or security breaches with respect to our electronic systems and data, and (xxiii) numerous other matters discussed in the Company’s filings with the Securities and Exchange Commission, including its recent reports on Forms 10-K, 10-Q and 8-K. The “forward-looking” statements contained in this press release are based on current assumptions and expectations, and BJ’s Restaurants, Inc. undertakes no obligation to update or alter its “forward-looking” statements whether as a result of new information, future events or otherwise.

BJ's At A Glance



217 restaurants in 31 states

- Large-format restaurants (7,000+ sq. ft.), with new slightly smaller format launching in 2024
- Potential for 425+ restaurants

Our restaurants feature:

- Contemporary, high quality, “polished casual” positioning in lively, high-energy environment
- Best-in-class bar statement
- Broad, diversified menu for any dining occasion
- Signature menu items including deep dish pizza, craft beer and our famous “Pizookie” dessert

Our restaurants generate:

- Average unit volume more than \$6 million, including ~\$1 million off premise sales
- Per person average spend of \$21 (2023)
- Sales throughout day with ~22% at lunch, ~50% at dinner and balance in afternoon and late night

Clear Vision and Strategy to Drive Sales

BJ's is About the Total Experience

What Sets BJ's Apart

Food & Beverage

- Familiar Transformed to Brewhouse Fabulous
- Craft Beer and Cocktails Where Cheers is Always on Tap

People

- Gracious Hospitality You Can't Experience Elsewhere
- Best-in-Class Service Levels

Ambiance

- An Uplifting Social Oasis with a Brewhouse Soul
 - A Place to Escape that has warmth and energy - the perfect balance for any occasion
-

Making Moments Matter

Food & Beverage: Familiar Items Made Brewhouse Fabulous

Familiar



Innovative



Breadth



People: Extraordinary Hospitality You Can't Experience Elsewhere

Values



— OUR VALUES —

C ONNECTION

R ESPECT

A DVANCEMENT

F UN

T RUST

Gold Standard

“We are committed to **connecting with every guest**, on every visit, through **flawless execution** of **every detail** during **every shift**”



Gracious Hospitality

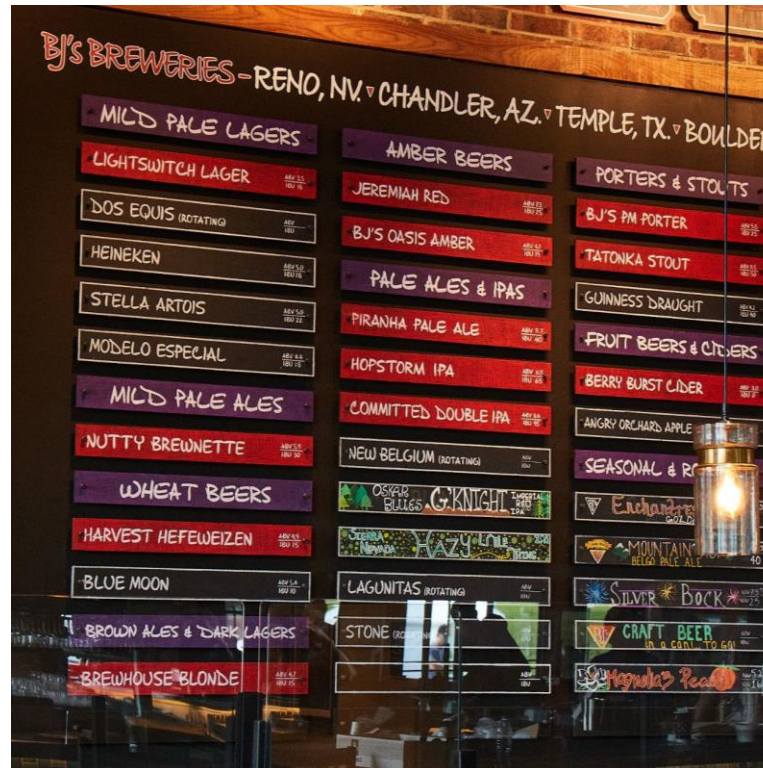
1. A warm and sincere welcome and hello
2. Positive eye contact and smile
3. Anticipate every guest's need and find a way to say yes
4. A warm, sincere goodbye and thank you
5. We never lose a guest

Ambiance: Higher Quality, Relevant, Energetic Yet Casual

Best Bar Statement



Brewhouse Theatre



Elevated Design



New Restaurant Growth Drivers

Restaurant Profitability

- \$1M+ RLCF
- Mid-/high-teen's RLCF margins
- Higher than system avg.

Build Costs

- New building reduced by \$1M
- More savings for 2025+

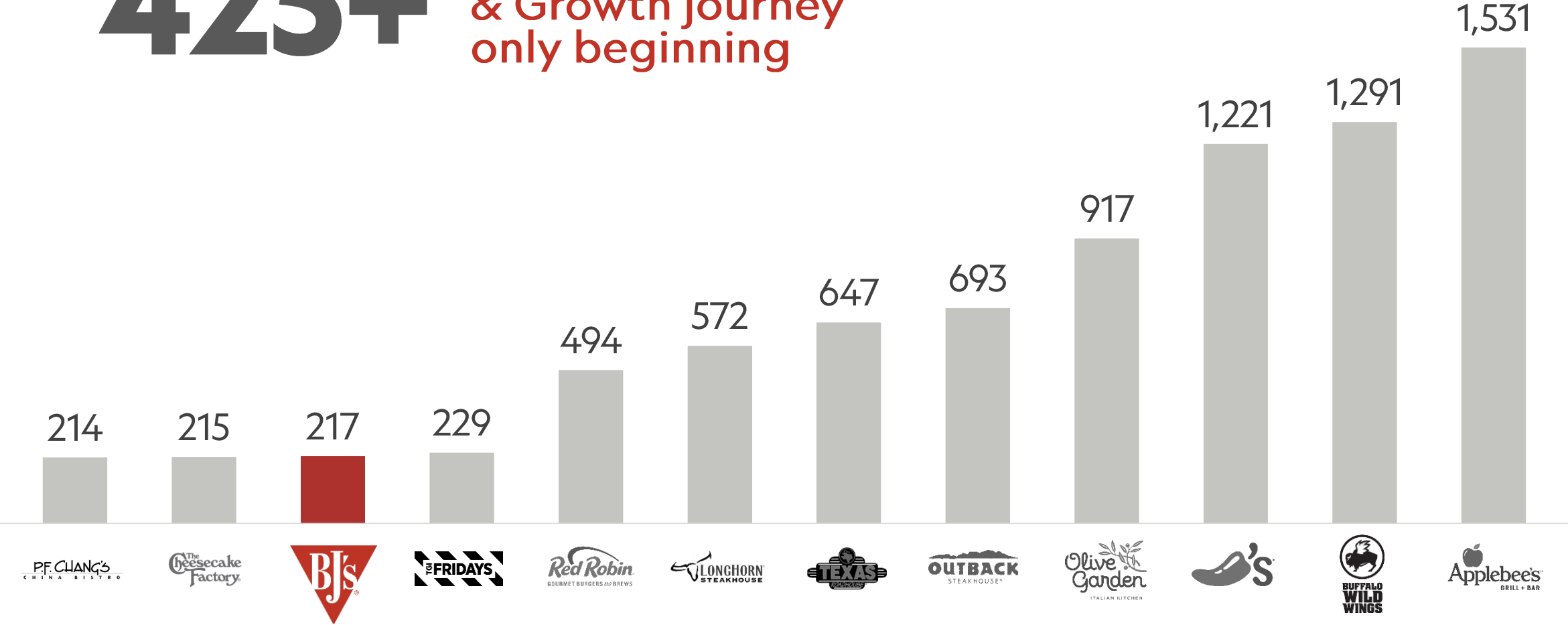
Cash-on-Cash Returns

- High-teen's to 20%+ ROI
- Exceeding cost of capital
- Lower cost = better returns



Tremendous Runway to Continue Expansion

425+ Restaurant potential
& Growth journey
only beginning



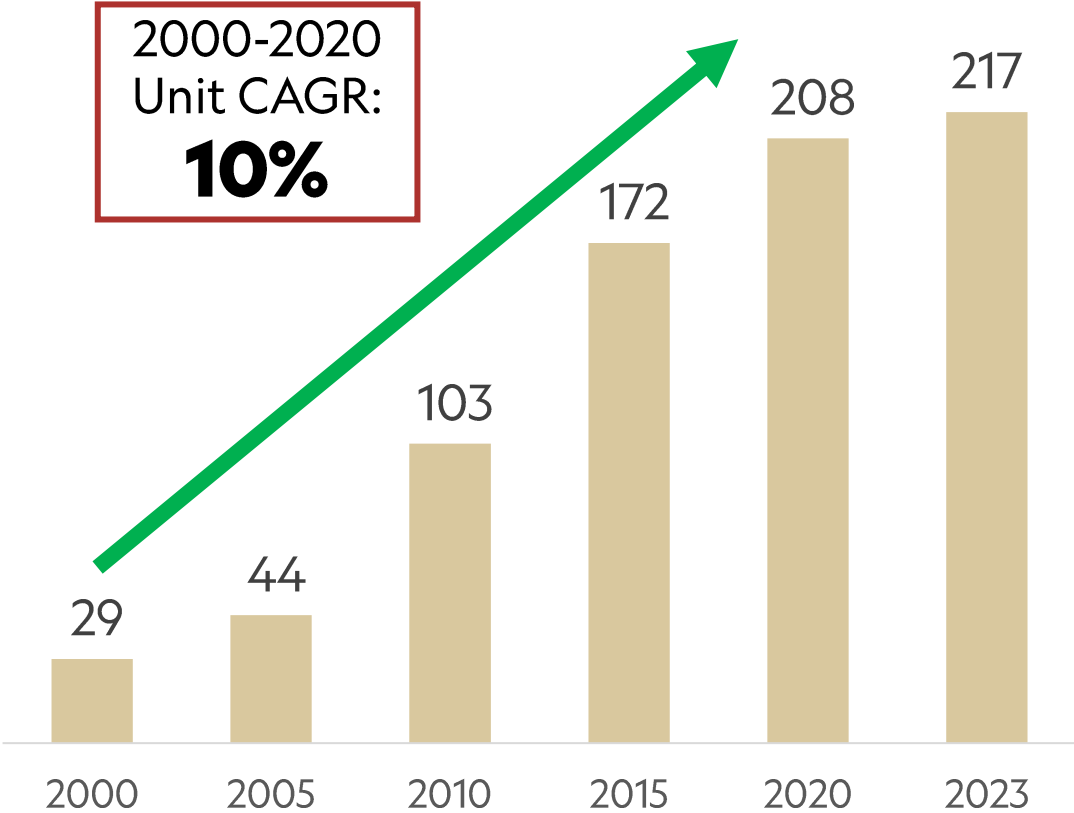
Note: U.S. restaurant counts based on publicly available information

Legacy of Taking Market Share and New Restaurant Growth

Sales Leader

Comparable Sales	Pre-Covid (2015-2019)	For the five years before Covid, BJ's beat the industry 18 out of 20 quarters
	Post-Covid (Since 2021)	Q1 2024 marked the 12th consecutive quarter of beating the industry
WSA	Year to Date	Avg. weekly sales 50%+ higher than the industry average (\$122k vs. \$78k)

Restaurant Builder





Tremendous Opportunity to Unlock Shareholder Value

