

OLD COUNTRY STORE

Biglari Capital Corp.

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## **Setting the Record Straight**

- > Reality: Biglari Capital's campaign for board representation is NOT about control.
  - If elected, Biglari Capital nominees will constitute a minority on a 10-member board. To be clear, **Sardar Biglari has no intention of assuming any executive role at Cracker Barrel; he will not assume any executive role even if requested by the Board.** This campaign is about Sardar Biglari, Milena Alberti-Perez, and Michael Goodwin working collaboratively with the incumbent directors to effect positive change.
  - Cracker Barrel's share price is down (14%) since the announcement of the plan in May 2024 and (46%) since the appointment of Julie Masino as the CEO-elect in August 2023<sup>1</sup>.
  - Consensus estimates are significantly lower than management's guidance implying independent analysts are skeptical of the plan.
  - The Board fails to acknowledge that the Company's TSR performance under incumbent directors Carl Berquist and Meg Crofton is (69.7%) and (65%) respectively<sup>2</sup>.
  - Biglari Capital's ~\$100 million investment in Cracker Barrel spans over a decade and exceeds the combined ownership interest of management and the Board. Its interest is clearly aligned with all shareholders.
  - This contest is about ensuring Cracker Barrel has the right Board. This is not about changing management.

### > Transformation Plan: The Board is planning to spend 70% of market capitalization on a cosmetic remodel.

- The Board-approved plan doesn't expect a turnaround until FY27.
- We are skeptical of the plan, spending 70% of the market capitalization.
- The market lacks confidence in the plan and the Board's ability to create value.
- All independent analysts have an Underperform, Hold, or Sell rating.

Source: Factset.

<sup>1:</sup> Share price performance: Since announcement of the plan - May 16, 2024 to Oct. 29, 2024; Since CEO-elect: Aug. 7, 2023 to Oct 29, 2024

<sup>2.</sup> TSR data for Carl Berquist: 14-January-2019 (appointment date) to 16-August-2024 (day before the public announcement of nomination); for Meg Crofton: 1-August-2017 (appointment date) to 16-August-2024

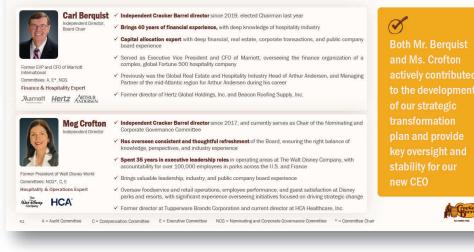
## With a ~\$100 million Investment in Cracker Barrel, Biglari Capital Has One Objective: Ensure Shareholder Value Creation for ALL Investors

Cracker Barrel's Clain	n	Reality			
Biglari's Primary Goal is to Secure a Board Seat For Himself.	Biglari's ideas risk destroying shareholder value	It is disingenuous for Cracker Barrel Board to assert that Sardar Biglari's ideas would destroy shareholder value when the Board itself has <b>negative</b> shareholder returns over 1, 3, 5, 7, and 10- year periods.			
We believe that Biglari is trying to build his brand at Cracker		Biglari Capital has been invested in the Company for over a decade. As a long-term shareholder, Sardar Biglari's ideas are aligned with the interests of continuing shareholders.			
Barrel's expense – and to shareholders' detriment.		<ul> <li>Sardar Biglari has created value at Biglari Holdings and achieved successful turnaround and transformation at Steak 'n Shake.</li> </ul>			
when we have a new CEO, a we	glari would pursue yet another proxy contest ill-defined three-year transformation plan freshed Board, <b>speaks volumes about Mr.</b>	<ul> <li>Sardar Biglari is not seeking a "long-sought" or "personal win". He is pursing a 'win' for ALL shareholders, one this Board could not achieve.</li> </ul>			
Biglari's questionable motives. Company and all shareholders,	Rather than seeking what is best for the we believe that Mr. Biglari is once again "win" for himself personally, at the expense	<ul> <li>With only a minority position, Sardar Biglari and Milena Alberti- Perez will work with other Board members to ensure that the management is successful in turning around Cracker Barrel.</li> </ul>			
	Cracker Barrel Shareholder Letter, October 9, 2024	į.			

## Carl Berquist and Meg Crofton Have Overseen Massive Value Destruction and Lack Relevant Experience to Oversee the Transformation Plan

### **Cracker Barrel's Claim**

## BIGLARI IS TARGETING DIRECTORS WHO ARE CRITICAL TO OUR STABILITY AND TRANSFORMATION



#### \* Source: Cracker Barrel Investor Presentation October 29, 2024

### Reality: Carl and Meg are not a source of stability. Instead, they are responsible for value destruction.

#### **Carl Berquist**

- > TSR is down (69%) during his term as a director.
- > Marriott CFO experience is almost a decade old.
- > No prior restaurant, family dining, or turnaround experience.
- Approved \$854 million in capex from 2019 to 2024, while operating income fell by (84%) during this period.

#### **Meg Crofton**

- > TSR is down (65%) during her term as a director.
- > No prior restaurant, family dining, or turnaround experience.
- Oversaw flawed refreshment, resulting in a Board lacking in relevant restaurant and technology experience. These gaps had to be filled by nominees identified by Biglari Capital.
- Previously served on Tupperware board which faced significant audit concerns and restatements and subsequently filed for bankruptcy. Currently serves on the HCA board which continues to face public and legal scrutiny regarding its business practices.

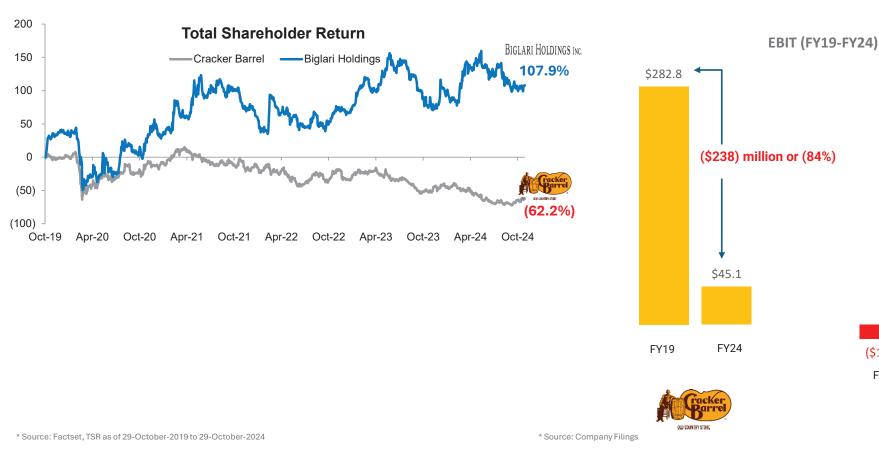
## Sardar Biglari: Why He Should Be on the Board

- > Sardar Biglari is not a hedge-fund activist. He brings deep industry and operational expertise, which is lacking on the Board.
- > His operational experience in the family dining sector, evidenced by the successful transformation of Steak 'n Shake, is essential in overseeing the turnaround of Cracker Barrel.
- > He has restaurant investment experience with \$200 million invested in Cracker Barrel, Jack in the Box, and El Pollo Loco.
- > He has a proven track record of shareholder value creation. **Biglari Holdings TSR is up 110% in the past five years**. Cracker Barrel shareholders lost (61%) during the same period.
- > If elected, Sardar Biglari will work constructively with the other directors to effect change. He will be one person on a 10-member board.
- > He would add necessary oversight to avoid the strategic missteps and execution problems that have plagued Cracker Barrel.
- > Cracker Barrel Board without Sardar Biglari is lacking in key attributes.

Key Attributes	<u>Without</u> Sardar Biglari	<u>With</u> Sardar Biglari	
Board has turnaround experience	No	Yes	
Board has recent family dining experience	No	Yes	
Board has shareholder representative	No	Yes	
Board has directors with a history of shareholder value creation	No	Yes	

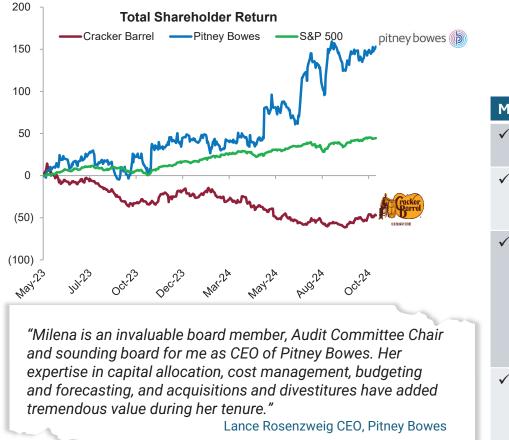
## Biglari Holdings and Steak 'n Shake Have Significantly Outperformed Cracker Barrel

### Sardar Biglari Has a Proven Track Record of Creating Shareholder Value and Improving Operations



%) +\$38 million \$21.6 (\$16.8) FY19 LTM24

# Ms. Alberti-Perez Is Clearly a Better Choice. She has been More Successful in Creating Shareholder Value and Would Add Relevant Experience to the Cracker Barrel Board







	Mi	lena Alberti-Perez (Age: 51 years)	Carl Berquist (Age: 72 years)		
	~	Pitney Bowes TSR: 153.1%	×	Cracker Barrel TSR: (47.1%)	
	~	CFO Experience: Getty Images Holding, Inc. (Jan 2022) and MediaMath, Inc. (Dec 2020)	x	CFO Experience: Almost a decade old. Marriott International (2015)	
1	✓	Other Relevant Experience: Milena's experience serving on the NPR Board gives her unique insights into Cracker Barrel's target customer demographics. NPR has over 30 million weekly listeners with half of them between 25 and 54 years old.	×	Other Relevant Experience: None	
	~	Public Board experience: Pitney Bowes Inc. – Board Chair (May 2023 – Present) and Allurion Technologies, Inc. (March 2024 – Present)	×	Board Experience: None other than Cracker Barrel Board	

\* Source: Factset. TSR data from May 12, 2023 to Oct 29, 2024

## The Board has Engaged in Gamesmanship With Respect to Settlement Agreement

- > Neither Mr. Biglari nor Ms. Perez were acceptable to Cracker Barrel as part of the settlement discussions.
- > As incumbent nominees lack family dining and turnaround experience, it was essential at this juncture for **Sardar Biglari to** bring the needed expertise to the Cracker Barrel Board.
- > Similarly, Ms. Milena Alberti-Perez would bring operational CFO expertise and a track record of shareholder value creation at Pitney Bowes.
- > Incumbent nominees Carl Berquist and Meg Crofton have destroyed 70% of shareholder value, overseen worst-in-class operating metrics over the last five years, and expect to be given more time **without being held accountable**.

In this pivotal turnaround situation, it is clear that shareholders would be better served with Sardar Biglari and Milena Alberti-Perez over failed incumbent nominees, Carl Berquist and Meg Crofton.

# We are Skeptical and Shareholders Should Want Skeptical Minds in the Boardroom at this Critical Juncture

### **Cracker Barrel's Claim**



"Two months ago, we began conducting a pilot remodel in two test stores. This included refreshing the interior and exterior of these stores by using a different color palette, updating lighting, offering more comfortable seating, and simplifying decor and fixtures." – Cracker Barrel Business Update Call May 16, 2024

\* Source: Cracker Barrel Investor Presentation October 29, 2024

### **Reality:**

If 70% of the market cap is being spent to <u>upgrade the ambiance</u>, it <u>implies that the ambiance is the root cause</u> of Cracker Barrel's problem.

- > Where is the data, the evidence, to support such assertions?
- > The Board should provide proof that the ambiance is the root cause of Cracker Barrel's problems.

Why would the Board announce a 3-year, \$700 million plan in May 2024 based on two pilot stores?

Two stores are statistically insignificant to form the basis of a \$700 million capex plan.

The Board has a history of failed capital allocation decisions.

- Despite \$850 million in capex since FY19, operating income is down 84%.
- > 60% of West Coast stores are now closed.

Cracker Barrel needs highly skilled directors who can properly evaluate the ROIC of the remodel program. It is easy to misinterpret the data and naively extrapolate it.

If the capex proceeds on a false assessment, the result could be catastrophic for shareholders. If these concerns are not urgently addressed, Cracker Barrel could become another failed family dining chain.

# 60% of Planned Capex is for Deferred Maintenance – This Part Cannot be Transformational



"Our strong balance sheet and cash flow puts us in a position to continue to invest in the business while returning capital to shareholders. In this regard, **we are pleased to announce a quarterly dividend of \$1.30 per share, which matches our pre-pandemic dividend level**, but on a lower base of earnings, and reflects our confidence of the business as we progress through 2022."

- Q1 2022 earnings call

### Reality

- Is the Board saying that it stopped necessary maintenance of stores for nearly four years (2020-2024)?
  - > Why did the Board underinvest in existing stores while approving store expansion during the same period?
- Why did the Board resume dividends to pre-pandemic level (in Q1 2022) if the Company was deferring maintenance capex?
- > Why didn't the Board share its decision to defer the capex with shareholders in 2022-2024? There was no mention in any conference calls, 10-Ks, or 10-Qs!
- > Did the Board mislead shareholders starting in Q1 2022 by stating: "cash flow puts us in a position to continue to invest in the business while returning capital to shareholders"?

It is unacceptable for the Board to not maintain the store base. Incumbent nominees Carl Berquist and Meg Crofton must be held accountable for underinvesting in stores while resuming unsustainable dividends.

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\* Source: Cracker Barrel Investor Presentation October 29, 2024

**Cracker Barrel's Claim** 

## Independent Analysts Question the Long-Range Plan, which is Lacking in Details

### **Cracker Barrel's Claim**



## TRANSFORMATION PLAN PUTS CRACKER BARREL ON A CLEAR PATH TO ACHIEVE OUR FY 2027 FINANCIAL TARGETS

### Reality

"... further details and initial traction against initiatives are likely needed before becoming more constructive. ... While strategic plans are appropriately focused on investing to improve growth over time, visibility into efficacy is low at these early stages...." - UBS Securities (May 2024)

"Management **did not quantify the specific drivers of sales**, but the primary driver appears to be 'enhanced' menu pricing...." - Truist Securities (May 2024)

"CBRL is still in the early innings of discovery for what/how it will attack many pieces of this transformation ... so underwriting targeted FY27 revenue/EBITDA growth requires optimism that what's currently baked will match untested expectations... Details around how the ~400bps in EBITDA margin expansion shows up in the P&L were scant." - Citi Research (May 2024)

**"Management anticipates that adjusted EBITDA will almost double by FY27** from current levels ..... **which seems aggressive to us** .....

A challenge that investors will have ... is the current lack of deliverable touchstones over the early years of the plan. ..... back end loaded nature of the expectation for when financial results will inflect makes handicapping the expected 400bps lift in adjusted EBITDA margin a challenge."

- Benchmark (June 2024)

## Consensus Estimates for FY27 Adj. EBITDA are 40% Lower than Management's Guidance

### Consensus Income Statement

(USD Millions)

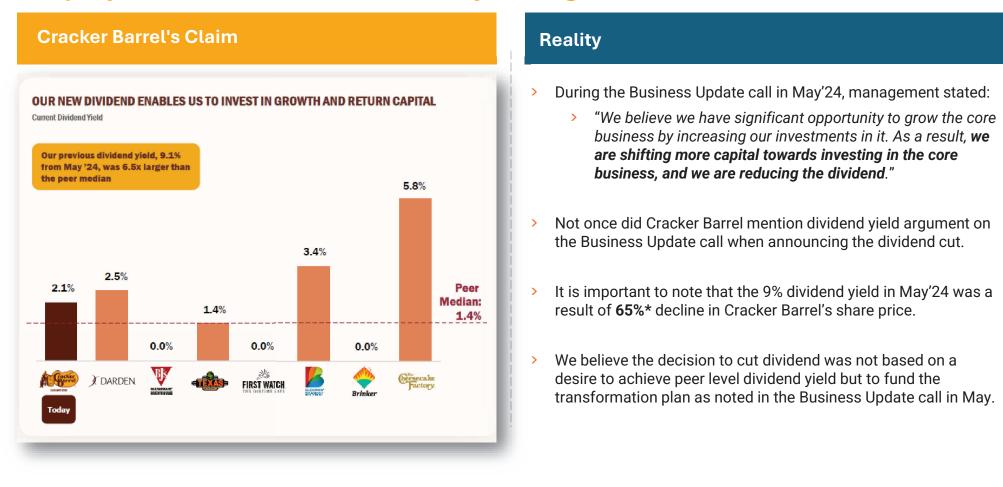
	Jul '23	Jul '24	Jul '25E	Jul '26E	Jul '27E
Sales	3,443	3,471	3,431	3,489	3,552
Guidance (Low)			3,400		3,800
Guidance (High)			3,500		3,900
Adj. EBITDA (non-GAAP)	255	212	208	228	241
Guidance (Low)			200		375
Guidance (High)			215		425
Net Income	122	79	63	78	92

- Analysts estimate FY27 revenue of \$3.6 billion, which is
   8% lower than the mid-point of Cracker Barrel's guidance
- Adj. EBITDA estimate of \$241 million for FY27 is <u>40%</u> <u>lower</u> than the mid-point of management guidance
- Net Income estimate for FY27 is 24% lower than Cracker Barrel's net income in FY23

## Independent Analysts Do Not Yet Believe the Board will Unlock Shareholder Value

Cracker Barrel's Claim					1	Reality			
Our strategic transformation plan is the right plan		Our plan is working — don't jeopardize the momentum				>	Cracker Barrel's own guidance suggests <b>4% guest traffic</b> <b>declines in FY25</b> . Cracker Barrel's share price is <b>down (14%)</b> since announcement		
							of the plan in May 2024 and <b>(46%)</b> since the appointment of Julie Masino as the CEO-elect in August 2023.		
FIVE PILLARS SUPP	PORTED BY MULTIP	LE INITIATIVES	S AND ENABLER	S					
1 Refining the Brand	2 Enhancing the Menu 3	Evolving the Store & Guest Experience	4 Winning in Digital & Off-Premise	5 Elevating the Employee Experience		>	Coverage analysts have an Underperform, Sell or Hold rating.		
Ignite Cracker Barrel Fandom Elevated Guest Journey	enu Management / Refre ack-of-House otimization Next	ution Excellence ish the Estate Gen Format iform Retail	Customer Activation & Loyalty Category Leading Delivery / To-Go Catering Reset	Employee Value Proposition Modernized Training & Tools Transformed Manager Experience		>	Analysts' mean target price of \$41.60 per share is <b>15% lower</b> than the current share price.		
	Trans	formation System				>	Clearly, independent analysts have little confidence in the		
ENABLERS		h Modemization gin Optimization					management or the Board to unlock shareholder value.		
13		Testing		A Geo					

# Cracker Barrel's Dividend Yield Argument is Disingenuous and Illustrates How the Company Tries to Mislead Shareholders by Shifting its Narrative



\* Source: Cracker Barrel Investor Presentation October 29, 2024

\*Source: Factset. 65% decline in share price is from May 18, 2019 to May 16, 2024

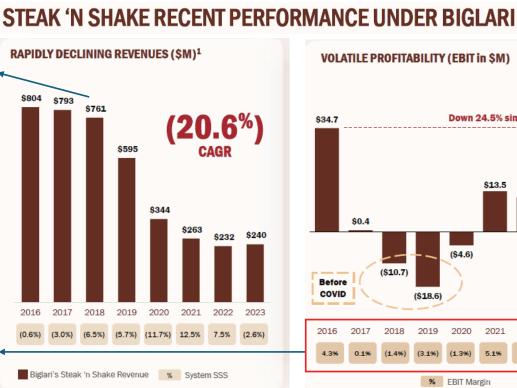
## **Cracker Barrel's Assertions About Biglari Capital Ideas are False and Unsubstantiated**

racker Barrel's Claim	Reality
Biglari's value-destructive ideas:	<ul> <li>Biglari Capital has <u>NEVER</u> advocated for unsustainable dividend</li> </ul>
Paying an unsustainable dividend — which we believe is short-term thinking	<ul> <li>As a large long-term shareholder, it makes no sense to advocate for unsustainable dividends. We challenge the Board to prove its assertions.</li> </ul>
Taking Cracker Barrel back to "1980's" menus — which is not what today's consumer wants	<ul> <li>Biglari Capital <u>NEVER</u> suggested taking menu to '1980s'. We challenge the Board to prove its assertions. We have suggested however, Cracker Barrel study how product quality and portion sizes have changed over time.</li> </ul>
Stopping investment in our stores — a sure path to further traffic erosion	<ul> <li>We are not opposed to investing in existing stores, but the Board admits it underinvested in them. In addition, we are skeptical of the cosmetic remodel and whether it will achieve a high ROIC.</li> </ul>
Divesting Maple Street Biscuit Company — a brand with significant potential, that is not detracting resources or focus from core Cracker Barrel transformation	<ul> <li>We believe management needs to focus on the core business, which has been failing. Anything else is a distraction. Even Cracker Barrel admits that Maple Street (MSBC) is not performin well. 13 MSBC stores had deteriorating performance in FY24 an 6 stores closed in the past two years.</li> </ul>
	No one can take seriously these claims about Biglari Capital – one the largest shareholders who has owned the stock for over a decad Biglari thinks and acts long-term.

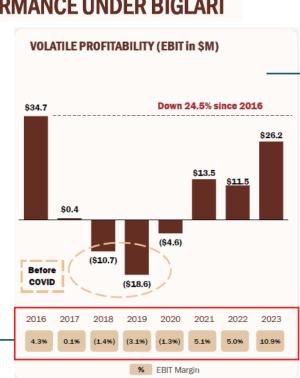
## Steak 'n Shake's Transformation Has Been a Success. The Proof is in its Profits.

Cracker Barrel fails to recognize the revenue declined due to revenue recognition under GAAP of a franchise operated business as opposed to company operated business.

The business model shift allowed Steak 'n Shake to earn EBIT margin of 10.9% in FY23 vs 4.3% in FY16



**Cracker Barrel's Claim** 



Steak 'n Shake's EBIT rose ~100% between 2021-2023 (post-Covid).

In comparison, Cracker Barrel's reported Operating Income fell (67%) during the same period

\* Source: Cracker Barrel Investor Presentation October 29, 2024

## Jody Bilney is an Independent Director. Today's Needs are Different Than Two Years Ago

### **Cracker Barrel's Claim**



JODY BILNEY

Originally nominated

by Biglari in 2022

#### RELEVANT EXPERIENCE TO CRACKER BARREL

Deep public company executive experience at a Humana, Inc., Bloomin' Brands, Inc., Charles Schwab Corporation, and Verizon Communications, Inc.

X Restaurant Industry branding expertise having served as Chief Brand Officer for Bloomin' Brands, one of the largest casual dining restaurant companies in the world

Independent Director 🔗 Extensive public company board experience, including at Chuy's Holdings, Inc., Masonite International Corporation, and Alignment Healthcare, Inc.

> Multi unit restaurant experience as both an executive (Bloomin' Brands) and Board member (Chuy's)

Jody Bilney has provided outstanding contributions since joining the Board in 2022.

Her deep understanding of marketing and consumer expertise helped shape the strategic transformation plan, which she actively helped design and enthusiastically supports.

### Reality

- **Biglari Capital has had no communication with Jody Bilney**  $\checkmark$ since her election to the Cracker Barrel Board.
- Ms. Bilney was recruited for her marketing experience and not  $\checkmark$ for turnaround or capital allocation expertise.
- The fact that Biglari Capital settled to place Jody Bilney on the  $\checkmark$ Board in 2022 demonstrates it is willing to compromise when appropriate as well as place independent-minded people on the Board.

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\* Source: Cracker Barrel Investor Presentation October 29, 2024

## The Choice Is Clear

- Cracker Barrel is in crisis and needs restaurant turnaround and capital allocation experience in light of the proposed \$700 million capital expenditure.
- Biglari Capital nominees, Sardar Biglari and Milena Alberti-Perez, have extensive family dining turnaround experience and capital allocation expertise.
- We are trying to replace two incumbent nominees, Carl Berquist and Meg Crofton, who have presided over massive value destruction, worst-in-class operating margins, and failed acquisitions and expansions.
- We are skeptical of Cracker Barrel's Transformation Plan. If the plan is wrong but proceeds, it would mean the end of Cracker Barrel as we know it.
- Shareholders can choose between two new nominees who will add urgently needed shareholder representation, restaurant turnaround, and capital allocation expertise to the Board. Or select incumbent nominees who have a failed track record and have overseen value destruction.
- It is time for shareholders to hold Carl Berquist and Meg Crofton accountable for their failures. Shareholders cannot afford to give these
  failed directors more time 5 and 7 years are plenty, respectively.

- We believe Biglari Capital nominees are exactly the right choice for the current situation.
- Vote on the Gold card FOR Sardar Biglari, Milena Alberti-Perez, and Michael Goodwin.