

# **DRIVE SHACK INC.®**

## **EARNINGS PRESENTATION – THIRD QUARTER 2022**



# Cautionary Note on Forward-Looking Statements

**This disclaimer applies to this document and the verbal or written comments of any person presenting it. This document, taken together with any such verbal or written comments, is referred to herein as the "Presentation."**

All statements other than statements of historical fact included in this Presentation are forward-looking statements, including, but not limited to, timing of new venue openings, expected financial outlook for fiscal 2022 and 2023, expected operating performance, time of construction start dates and milestones, expected sales and trends in Drive Shack Inc.'s (the "Company's") operations including statements relating to the effects of COVID-19 and our ability to achieve our growth plans and goals. Forward-looking statements discuss the Company's current expectations and projections relating to its financial position, results of operations, plans, objectives, future performance and business. You can identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. These statements may include words such as "aim," "anticipate," "believe," "estimate," "expect," "forecast," "outlook," "potential," "project," "projection," "plan," "intend," "target," "seek," "may," "could," "would," "will," "should," "can," "can have," "likely," the negatives thereof and other similar expressions.

Forward-looking statements include statements regarding: illustrative future goal for Total Revenue and Adjusted EBITDA for fiscal year 2022; cost of building new Puttery venues and our related liquidity amounts; expectation of opening five Puttery venues in 2023; ability to access capital markets; expectation of Randall's Island to be open in late 2023 - beyond; demand for Puttery and Drive Shack venues in near-term and future years; availability of financing to fund our development; cost of development and construction for new Puttery venues; expectations as to normalized revenue levels, including for events, following the impact of COVID-19 and related potential shifts in consumer demand; expected event sales; the cost of generating future sales; all valuation and financial goals related statements; and funding growth through internally generated or organic capital. Our operating history as a golf and entertainment company is limited and our past performance is not a reliable indicator of future results and should not be relied upon for any reason. Forward-looking statements speak only as of November 21, 2022.

Illustrative economics (including Illustrative Venue-Level Economics) are hypothetical values based on specified assumptions that are aspirational in nature rather than management's view of projected financial results and are also forward-looking statements. Actual results could differ materially and the hypothetical assumptions on which this illustrative data is based are subject to numerous risks and uncertainties. In the case of 2022 Illustrative economics, management relied on its reasonable estimates relating to total number of owned, leased and managed traditional golf courses, new Puttery openings, ordinary course increases in revenue, prices and costs on a same-store basis, changes in variable labor costs and SG&A investments in new openings (including venue start-up costs and pre-opening costs) and annualization of venues that opened in 2021, along with other customary assumptions, projections and forward-looking statements.

Adjusted EBITDA and Venue EBITDA are not measurements of financial performance under GAAP and should not be considered in isolation or as an alternative to income/(loss) from operations, net income/(loss), cash flow from operating activities or any other measure of performance or liquidity derived in accordance with GAAP. We believe these non-GAAP measures, as we have defined them, offer a useful supplemental view of the overall operation of our business in evaluating the effectiveness of our ongoing operating performance in a manner that is consistent with metrics used for management's evaluation of the Company's overall performance. We believe that Adjusted EBITDA and Venue EBITDA are widely used by investors to measure a company's operating performance without regard to items such as interest expense, taxes, depreciation, and amortization which vary substantially from company to company depending on capital structure, the method by which assets were acquired and depreciation policies. Further, we exclude certain items from our SG&A not otherwise indicative of ongoing operating performance. The Company has not reconciled its 2022 Illustrative Adj. EBITDA expectations set forth in this Presentation to net income (loss), as items that impact such measures are out of the Company's control and/or cannot be reasonably predicted. Accordingly, a reconciliation is not available without unreasonable effort.

We define Adjusted EBITDA as GAAP net income (loss), adjusted for income tax expenses, other income (loss), interest expenses, interest and investment income, depreciation and amortization, gain (loss) on lease terminations, impairment and other losses, pre-opening costs and certain other non-recurring items (including corporate severance payments, transactional G&A and stock-based compensation).

We define Venue EBITDA as operating income (loss) for our entertainment golf segment, adjusted for depreciation and amortization, gain (loss) on lease terminations, pre-opening costs and total general and administrative expenses for entertainment golf segment.

The principal limitation of these non-GAAP measures is that they exclude significant expenses and income that are required by GAAP to be recorded in our financial statements. Investors are encouraged to review the related GAAP financial measures and the reconciliation of the non-GAAP financial measure, and not to rely on any single financial measure to evaluate our business. Adjusted EBITDA and Venue EBITDA do not have a standardized meaning, and different companies may use different definitions. Therefore, Adjusted EBITDA and Venue EBITDA may not be necessarily comparable to similarly titled measures reported by other companies.

# About Drive Shack Inc.

Drive Shack Inc. is a leading owner and operator of golf-related leisure and entertainment businesses focused on **bringing people together through competitive socializing**. Today, our portfolio consists of American Golf, Drive Shack and Puttery.

# Our Mission

To become the largest **venue-based competitive socializing** and **entertainment** platform in the country.

**1. Executive Summary**

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# Our Core Business is Solid; Puttery Expected to Contribute to Earnings Growth Trajectory

*Strong demand for events driving increased revenue; Gaining clear proof of concept with Puttery*

✓ **Q3 2022 Total Revenue of \$89M** – up 16% or **\$12M vs Q3 2021** driven by new Puttery venues and increased event revenue

✓ **Q3 2022 Adj. EBITDA<sup>1</sup> of \$7M** – on track for 2022 Illustrative Adj. EBITDA goal of **\$18M**

✓ **3 Puttery venues opened in 2022**

- Washington, DC opened 6/26/22
- Houston, TX opened 9/16/22
- Chicago, IL opened 11/4/22

\$ in M's

	2020	2021	Q1-2022	Q2-2022	Q3-2022	YTD
Total Revenue	\$220.0	\$281.9	\$69.0	\$86.7	\$88.7	\$244.3
Total Course/Venue EBITDA <sup>1</sup>	\$22.4	\$46.8	\$10.5	\$15.2	\$13.7	\$39.6
(-) G&A Expense <sup>2</sup>	(\$25.5)	(\$30.5)	(\$9.5)	(\$10.6)	(\$6.6)	(\$26.9)
<b>Adj. EBITDA<sup>1</sup></b>	<b>(\$3.1)</b>	<b>\$16.2</b>	<b>\$1.0</b>	<b>\$4.6</b>	<b>\$7.0</b>	<b>\$12.6</b>

1) Venue EBITDA and Adjusted EBITDA are Non-GAAP financial metrics. See Adjusted EBITDA and Venue EBITDA Non-GAAP Reconciliations on pages 20 and 21.

2) G&A expense as shown excludes corporate severance, transactional G&A and stock-based compensation. See "Other Items" on Adj. EBITDA Non-GAAP Reconciliation on page 20 for additional details.

Based on management's current views and estimates. See "Disclaimers" at the beginning of this Presentation for more information on forward-looking statements.

# Our Transformation... How We Got Here

*We've transformed from a traditional golf business into an entertainment operating company*

## Traditional Golf Roots: American Golf

As a traditional golf company, we **own, lease and manage 53 courses**<sup>1</sup>

Sold majority of owned course portfolio to fund development of our 4-entertainment golf Drive Shack venues

Continue to lease and manage courses

Mature and stable business provides reliable earnings and cash flow

Transformed  
**Traditional  
Golf Business**  
into an  
**Entertainment  
Operating  
Company**

## Entertainment Golf: Drive Shack

Opened **first Drive Shack in Orlando** – April 2018

– Used as beta site to test enhancements for next generation of venues

Opened **3 Gen 2.0 venues** across 2H 2019

– Raleigh, Richmond and West Palm Beach

## Entertainment Golf: Puttery

Developed **new entertainment golf experience** – indoor, tech-forward putting within an immersive experience

**Compelling economics** with lower capital spend and greater returns and operating cash flows

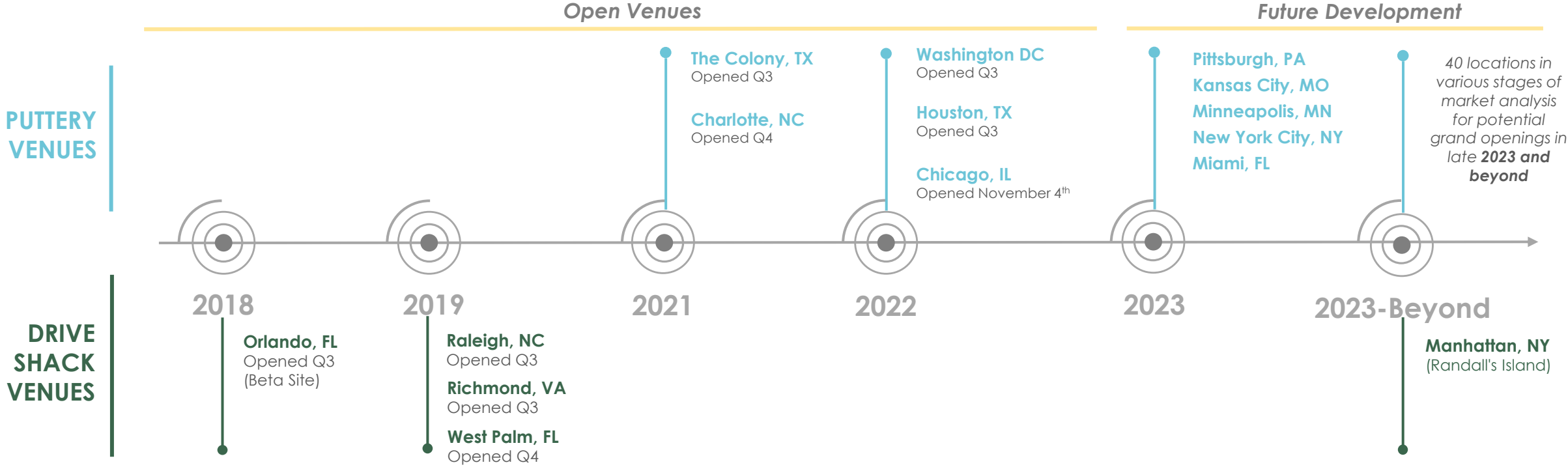
Opened **first Puttery** in The Colony, TX (September 2021) followed by Charlotte, NC (December 2021), Washington, DC (June 2022), Houston, TX (September 2022) and Chicago, IL (November 2022)

1) As of 9/30/2022.

Based on management's current views and estimates. See "Disclaimers" at the beginning of this Presentation for more information on forward-looking statements.

# Our Growing Portfolio of Venues and Courses<sup>1</sup>

Large addressable market for venue-based entertainment business



AGC GOLF COURSES

**OWNED**  
1 Course

**LEASED**  
32 Courses

**MANAGED**  
20 Courses

1) As of 9/30/2022

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# Puttery Venues Deliver Solid Venue EBITDA<sup>1</sup> Margins YTD Q3-22

Gaining clear proof of concept with strong YTD Q3-22 revenue ahead of expectations and EBITDA<sup>1</sup> results performing in-line

## Q3-22 Results

**Total Revenue of \$6.2M**, up vs. Q2-22; event revenue continues to grow; Puttery DC open for the full quarter

**Total Venue EBITDA<sup>1</sup> of \$2.2M or 35% of sales**, increase vs. Q1-22; Q2-22 included a one-time inventory true-up

## YTD Q3-22 Results

**Total Revenue of \$15.1M**, walk-in revenue trending slightly behind expectations offset partially by event revenue

**Total Venue EBITDA<sup>1</sup> of \$4.6M or 31% of sales**, performing in line with expectations

	(\$Ms)	Year	Qtr	Walk-In Rev	Event Rev	Total Rev	Venue EBITDA \$ <sup>1</sup>	Venue EBITDA %
Consolidated <sup>2</sup>		2021		\$3.1	\$0.6	\$3.6	\$0.5	14%
		2022	Q1	\$3.8	\$0.6	\$4.4	\$1.7	38%
		2022	Q2	\$3.5	\$1.0	\$4.5	\$0.8	18%
		2022	Q3	\$3.9	\$2.3	\$6.2	\$2.2	35%
		<b>YTD Q3-22</b>		<b>\$11.2</b>	<b>\$3.9</b>	<b>\$15.1</b>	<b>\$4.6</b>	<b>31%</b>

1) Venue EBITDA is a Non-GAAP financial metric. See Non-GAAP Reconciliation to Venue EBITDA from Operating Income for Entertainment Golf on page 21.

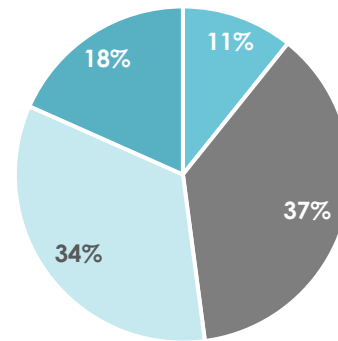
2) Consolidated results represent The Colony, Charlotte and DC.

Based on management's current views and estimates. See "Disclaimers" at the beginning of this Presentation for more information on forward-looking statements.

# Puttery Momentum Remains Strong

*Guest response continues to be incredibly positive across all venues; similar trends continue*

**Consolidated: \$18.7M Revenue**  
(LTD<sup>1</sup> through 9/30/2022)



■ Food ■ Beverage ■ Gameplay ■ Events

**61%** Walk-in guests who plan their visit in advance  
(via online reservations)

**78%** Alcohol/liquor % to total F&B revenue

**32** Average minutes to play a 9-hole course

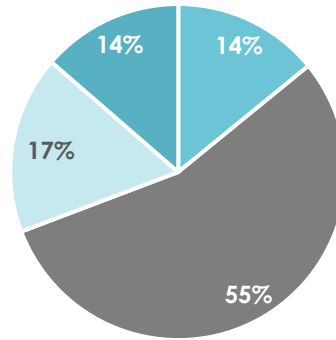
1) Life-to-date for The Colony is 9/3/2021 – 9/30/2022; Charlotte is 12/17/2021 – 9/30/2022; and DC is 6/26/22 – 9/30/22

Based on management's current views and estimates. See "Disclaimers" at the beginning of this Presentation for more information on forward-looking statements.

# Puttery Houston Opened on September 16<sup>th</sup>

Three courses and multiple bars and lounge areas spanning 22,000 sq. ft. in Houston, Texas

**\$1.2M Revenue**  
(9/16/2022 through 10/25/2022)



■ Food ■ Beverage ■ Gameplay ■ Events

**65%** Walk-in guests who plan their visit in advance  
(via online reservations)

**87%** Alcohol/liquor % to total F&B revenue

**35** Average minutes to play a 9-hole course



Based on management's current views and estimates. See "Disclaimers" at the beginning of this Presentation for more information on forward-looking statements.

# Drive Shack Venues Deliver Q3-22 EBITDA<sup>1</sup> Margin of 22%

Event revenue up 22% vs. Q3-21

**Q3-22 Total Revenue of \$10.1M**, down 4%; higher event revenue partially offsets decline in walk-in revenue

**Q3-22 Event Revenue of \$2.5M** up 22%; continued focus on prospecting and driving new business

**Q3-22 Venue EBITDA<sup>1</sup> of \$2.2M** down 29%; due to decline in walk-in revenue and other inflationary costs

\$ millions	2021				2022				B/(W) vs. Prior Year	
	Q1	Q2	Q3	YTD	Q1	Q2	Q3	YTD	Q3	YTD
Revenue	\$8.2	\$11.6	\$10.5	\$30.3	\$9.8	\$11.2	\$10.1	\$31.1	(\$0.4)	\$0.8
WI Rev	\$7.4	\$10.1	\$8.5	\$25.9	\$7.6	\$8.1	\$7.6	\$23.3	(\$0.9)	(\$2.6)
Event Rev	\$0.8	\$1.5	\$2.0	\$4.4	\$2.2	\$3.2	\$2.5	\$7.8	\$0.4	\$3.4
Venue EBITDA <sup>1</sup> \$	\$2.0	\$4.6	\$3.2	\$9.8	\$2.6	\$3.7	\$2.2	\$8.6	(\$0.9)	(\$1.2)
EBITDA Margin %	24%	40%	30%	32%	27%	33%	22%	28%	-8%	-5%

1) Venue EBITDA is a Non-GAAP financial metric. See Non-GAAP Reconciliation to Venue EBITDA from Operating Income for Entertainment Golf on page 21.

Based on management's current views and estimates. See "Disclaimers" at the beginning of this Presentation for more information on forward-looking statements.

# Traditional Golf Business Remains Solid; Strong Event Demand Drove a 10% Revenue Increase in Q3-22

Momentum in event business continues, revenue up +50% vs. Q3-21

**Q3-22 Total Revenue: \$55.4M**

(excl. Mgmt. Fee Revenue of \$16M)

**+10%**

vs. Q3 2021

## Public Courses<sup>1</sup>

**+2%**

Revenue from green & cart fees vs. Q3 2021

**-3%**

Daily fee rounds vs. Q3 2021

## Private Courses<sup>2</sup>

**-11%**

Total rounds vs. Q3 2021

**at 98%**

of Member level max capacity in 2021

## Events

**+51%**

vs. Q3 2021



1) Public course comparisons are on a same store basis and include 29 public courses (excludes Diamond Bar closed for renovation in Q3 2021)

2) Private course comparisons are on a same store basis and include 4 private courses

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# Puttery Opening Timeline; 3 Venues Opened in 2022

*Real Estate and Development strategy continues to support and strengthen our Puttery pipeline*

- Executed **10 Puttery operating leases** to date
- Plan to **execute additional leases** for venue openings in 2023 and beyond post funding
- **Active and expanding pipeline** with a significant number of identified sites in various stages of market analysis

## Venue Opening Timeline

**10** **Total Lease-Committed Venues**  
*Expect to announce more sites throughout 2023*

**5** **Venues Currently Open**  
*The Colony, TX, Charlotte, NC, Washington, DC, Houston, TX and Chicago, IL*

**5** **Venues Scheduled to Open in 2023**  
*Pittsburgh, PA, Minneapolis, MN, Kansas City, MO, New York City, NY and Miami, FL*

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# Financial Results

*New Puttery venues and higher event sales drove increased sales; Puttery growth investments continue*

Total Company Results	Q3 2021	Q3 2022	B (W) vs. Prior Year
<i>(\$ in millions, except share amounts)</i>			
<b>Total Segment Revenue</b>	<b>\$76.4</b>	<b>\$88.7</b>	<b>\$12.3</b>
AGC Revenue	\$65.1	\$71.8	\$6.7
DS Revenue	\$10.5	\$10.1	(\$0.4)
Puttery Revenue	\$0.8	\$6.6	\$6.6
Other Revenue	(\$0.0)	\$0.2	\$0.2
<b>Total Venue/Course EBITDA<sup>1</sup></b>	<b>\$11.9</b>	<b>\$13.7</b>	<b>\$1.7</b>
<b>(-) G&amp;A Expense<sup>2</sup></b>	<b>(\$8.6)</b>	<b>(\$6.6)</b>	<b>\$2.0</b>
<b>Adj. EBITDA<sup>1</sup></b>	<b>\$3.4</b>	<b>\$7.0</b>	<b>\$3.7</b>
<b>Operating Income (Loss)</b>	<b>(\$5.9)</b>	<b>(\$5.2)</b>	<b>\$0.7</b>
<b>Consolidated Net Income (Loss)</b>	<b>(\$8.9)</b>	<b>(\$7.1)</b>	<b>\$1.7</b>
<b>Net Loss Applicable to Common Stock, per share<sup>3</sup></b>	<b>(\$0.11)</b>	<b>(\$0.09)</b>	<b>\$0.02</b>
<b>Unrestricted Cash on Hand</b>	<b>\$63.9</b>	<b>\$11.7</b>	<b>(\$52.2)</b>

**Total revenue increased \$12M** vs. prior year; increase from new Puttery venues and higher event revenue

**Venue/Course EBITDA<sup>1</sup> of \$14M** an increase of \$2M vs. prior year; Puttery offsets decline at Drive Shack from lower walk-in revenue and inflationary costs

**G&A expense<sup>2</sup> decrease of \$2M** from cost savings initiatives implemented during the quarter

**Adj. EBITDA<sup>1</sup> of \$7M**, increase due to cost saving initiatives during the quarter and venue/course EBITDA contributions; expect to deliver fiscal 2022 **Adj. EBITDA of ~\$18M**

**\$12M in unrestricted cash** at end of Q3-22, decrease due to new Puttery development

1) Adj. EBITDA and Venue EBITDA are Non-GAAP financial metrics. See Adjusted EBITDA and Venue EBITDA Non-GAAP Reconciliations on page 20 and Non-GAAP Reconciliation to Venue EBITDA from Operating Income for Entertainment Golf on page 21.

2) G&A expense as shown excludes corporate severance, transactional G&A and stock-based compensation. See "Other Items" on Adj. EBITDA Non-GAAP Reconciliation on page 20 for additional details

3) Amounts shown are for both Basic and Diluted per share results for all periods presented.

Based on management's current views and estimates. See "Disclaimers" at the beginning of this Presentation for more information on forward-looking statements.

# Consolidated Balance Sheets

(unaudited)

## DRIVE SHACK INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

(Dollars in thousands, except share data)

	(unaudited)	
	September 30, 2022	December 31, 2021
<b>Assets</b>		
Current assets		
Cash and cash equivalents	\$ 11,655	\$ 58,286
Restricted cash	4,348	3,480
Accounts receivable, net	5,852	5,563
Real estate securities, available-for-sale	2,041	3,486
Other current assets	35,123	30,034
Total current assets	59,019	100,849
Restricted cash, noncurrent	216	798
Property and equipment, net of accumulated depreciation	186,125	179,260
Operating lease right-of-use assets	192,167	181,915
Intangibles, net of accumulated amortization	12,657	13,430
Other assets	5,507	6,538
Total assets	\$ 455,691	\$ 482,790
<b>Liabilities and Equity</b>		
Current liabilities		
Obligations under finance leases	\$ 4,847	\$ 5,400
Membership deposit liabilities	20,847	18,039
Accounts payable and accrued expenses	40,416	34,469
Deferred revenue	15,469	26,301
Other current liabilities	28,246	26,524
Total current liabilities	109,825	110,733
Credit facilities and obligations under finance leases - noncurrent	6,773	9,075
Operating lease liabilities - noncurrent	179,732	166,031
Junior subordinated notes payable	51,169	51,174
Membership deposit liabilities, noncurrent	107,292	104,430
Deferred revenue, noncurrent	10,748	10,005
Other liabilities	2,816	1,487
Total liabilities	\$ 468,355	\$ 452,935
Commitments and contingencies		
Equity		
Preferred stock, \$0.01 par value, 100,000,000 shares authorized, 1,347,321 shares of 9.75% Series B Cumulative Redeemable Preferred Stock, 496,000 shares of 8.05% Series C Cumulative Redeemable Preferred Stock, and 620,000 shares of 8.375% Series D Cumulative Redeemable Preferred Stock, liquidation preference \$25.00 per share, issued and outstanding as of September 30, 2022 and December 31, 2021	\$ 61,583	\$ 61,583
Common stock, \$0.01 par value, 1,000,000,000 shares authorized, 92,385,019 and 92,093,425 shares issued and outstanding at September 30, 2022 and December 31, 2021, respectively.	924	921
Additional paid-in capital	3,231,506	3,233,608
Accumulated deficit	(3,308,612)	(3,268,876)
Accumulated other comprehensive income (loss)	(834)	1,163
Total equity of the company	\$ (15,433)	\$ 28,399
Noncontrolling interest	2,769	1,456
Total equity (deficit)	\$ (12,664)	\$ 29,855
Total liabilities and equity	\$ 455,691	\$ 482,790

# Consolidated Statements of Operations

(unaudited)

**DRIVE SHACK INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF OPERATIONS (unaudited)**  
(Dollars in thousands, except share data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
<b>Revenues</b>				
Golf operations	\$ 70,872	\$ 62,257	\$ 193,732	\$ 177,170
Sales of food and beverages	17,802	14,109	50,612	34,167
Total revenues	88,674	76,366	244,344	211,337
<b>Operating costs</b>				
Operating expenses	70,026	60,729	190,638	165,234
Cost of sales - food and beverages	4,985	3,696	14,134	8,951
General and administrative expense	8,572	9,685	29,190	25,697
Depreciation and amortization	6,819	5,823	19,144	17,852
Pre-opening costs	2,145	2,030	4,830	3,375
(Gain) loss on lease terminations and impairment	1,318	324	16,350	2,972
Total operating costs	93,865	82,287	274,286	224,081
Operating income (loss)	(5,191)	(5,921)	(29,942)	(12,744)
<b>Other income (expenses)</b>				
Interest and investment income	220	190	636	502
Interest expense, net	(2,608)	(2,626)	(8,802)	(7,964)
Other income (loss), net	920	107	4,559	29
Total other income (expenses)	(1,468)	(2,329)	(3,607)	(7,433)
Loss before income tax	(6,659)	(8,250)	(33,549)	(20,177)
Income tax expense	472	616	2,061	1,562
Consolidated net loss	(7,131)	(8,866)	(35,610)	(21,739)
Less: net income (loss) attributable to noncontrolling interest	21	(15)	(60)	(15)
Net loss attributable to the Company	(7,152)	(8,851)	(35,550)	(21,724)
Preferred dividends	(1,395)	(1,395)	(4,185)	(4,185)
Loss applicable to common stockholders	\$ (8,547)	\$ (10,246)	\$ (39,735)	\$ (25,909)
<b>Loss applicable to common stock, per share</b>				
Basic	\$ (0.09)	\$ (0.11)	\$ (0.43)	\$ (0.29)
Diluted	\$ (0.09)	\$ (0.11)	\$ (0.43)	\$ (0.29)
<b>Weighted average number of shares of common stock outstanding</b>				
Basic	92,385,019	92,085,846	92,339,823	88,938,344
Diluted	92,385,019	92,085,846	92,339,823	88,938,344

# Adjusted EBITDA and Venue EBITDA Non-GAAP Reconciliations

## Adjusted EBITDA and Venue EBITDA Non-GAAP Reconciliations

(dollars in thousands, including footnotes)

	Adjustments to Operating Income				Adjustments to Adjusted EBITDA					Add Back		
	Net Income (Loss)	Income Tax Expense	Other (Income) Loss, net	Net Interest Expense	Operating Income (Loss)	Deprec. & Amort.	on Lease Terminations & Impairment	Pre-opening Costs	Other Items	Adjusted EBITDA	Core SG&A	Venue EBITDA
<b>Q3 2022</b>												
<b>Total Company</b>	(7,131)	472	(920)	2,388	(5,191)	6,819	1,318	2,145	1,953	7,044	6,616	13,660
DS	(2,934)	23	397	42	(2,472)	3,779	318	2,145	52	3,822	763	4,585
AGC	536	-	(481)	2,538	2,593	2,916	1,000	-	1,023	7,532	1,440	8,972
Corp	(4,733)	449	(836)	(192)	(5,312)	124	-	-	878	(4,310)	4,413	103
<b>Q3 2021</b>												
<b>Total Company</b>	(8,866)	616	(107)	2,436	(5,921)	5,823	324	2,030	1,109	3,365	8,572	11,937
DS	(6,175)	-	(3)	95	(6,083)	3,038	-	2,030	508	(507)	3,645	3,138
AGC	867	-	(60)	2,201	3,008	2,851	324	-	27	6,210	2,601	8,811
Corp	(3,558)	616	(44)	140	(2,846)	(66)	-	-	574	(2,338)	2,326	(12)
<b>Q3 2022 YTD</b>												
<b>Total Company</b>	(35,610)	2,061	(4,559)	8,166	(29,942)	19,144	16,350	4,830	2,266	12,648	26,924	39,572
DS	(23,811)	63	413	149	(23,186)	10,621	15,366	4,830	323	7,954	5,292	13,246
AGC	3,665	2	(4,071)	7,824	7,420	8,189	984	-	1,153	17,746	8,127	25,873
Corp	(15,464)	1,996	(901)	193	(14,176)	334	-	-	790	(13,052)	13,505	453
<b>Q3 2021 YTD</b>												
<b>Total Company</b>	(21,739)	1,562	(29)	7,462	(12,744)	17,852	2,972	3,375	2,545	14,000	23,150	37,150
DS	(11,842)	-	(3)	254	(11,591)	8,942	22	3,374	1,033	1,780	7,960	9,740
AGC	4,232	-	115	6,756	11,103	8,854	(237)	-	70	19,790	7,630	27,420
Corp	(14,129)	1,562	(141)	452	(12,256)	56	3,187	1	1,442	(7,570)	7,560	(10)

(1) For the three months ended September 30, 2022 and 2021, other items include (i) corporate severance of \$389 and \$50, respectively; (ii) transactional G&A of \$1,454 and \$461, respectively; and (iii) stock-based compensation of \$110 and \$598, respectively. For the six months ended September 30, 2022 and 2021, other items include (i) corporate severance of \$799 and \$180, respectively; (ii) transactional G&A of \$1,897 and \$833, respectively; and (iii) stock-based compensation of (\$430) and \$1,532, respectively. Core SG&A represents Total G&A less transactional G&A, employee stock-based compensation, and severance

# Non-GAAP Reconciliation to Venue EBITDA from Operating Income for Entertainment Golf

## Non-GAAP Reconciliation to Venue EBITDA from Operating Income for Entertainment Golf ("EG")

(dollars in thousands)

	Qtr3-22	Qtr2-22	Qtr1-22	Qtr4-21	Qtr3-21	Qtr2-21	Qtr1-21
<b>Non-GAAP Reconciliation to Venue EBITDA for EG</b>							
<b>Operating Income (Loss) for EG</b>	<b>(2,472)</b>	<b>(4,085)</b>	<b>(16,628)</b>	<b>(3,327)</b>	<b>(6,083)</b>	<b>(1,592)</b>	<b>(3,915)</b>
Depreciation and amortization for EG	3,779	3,401	3,441	2,996	3,039	2,952	2,952
(Gain) Loss on lease termination & impairment for EG	318	2,159	12,889	15	0	0	22
Pre-opening costs for EG	2,145	1,938	747	1,177	2,030	788	556
Total general & administration expenses for EG	815	1,074	3,726	3,294	4,153	2,451	2,390
<b>Venue EBITDA for Entertainment Golf</b>	<b>\$4,585</b>	<b>\$4,487</b>	<b>\$4,175</b>	<b>\$4,155</b>	<b>\$3,139</b>	<b>\$4,599</b>	<b>\$2,004</b>