



Texas Roadhouse Investor Day

December 4,
2007

Welcome

*G.J. Hart,
President & CEO*



Texas Roadhouse, Inc. Safe Harbor Statement



Under the Private Securities Litigation Reform Act of 1995

Certain statements in this presentation that are not historical facts, including, without limitation, those relating to our anticipated financial performance for the full year 2007 and beyond, are forward-looking statements that involve risks and uncertainties. Such statements are based upon the current beliefs and expectations of the management of the Company. Actual results may vary materially from those contained in forward-looking statements based on a number of factors including, without limitation, the actual number of locations opening during full year 2007 and beyond, the sales at these and our other company-owned and franchised locations, our ability to control other restaurant operating costs, our ability to acquire franchise restaurants, our ability to integrate the franchise restaurants we acquire and other factors disclosed from time to time in the Company's filings with the U.S. Securities and Exchange Commission. Investors should take such risks into account when making investment decisions. Shareholders and other readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which they are made. The Company undertakes no obligation to update any forward-looking statements.

Goals for the Day



- Provide you with:
 - Deeper understanding of TXRH and our business model
 - Exposure to the depth and quality of our management team
 - Understanding of how we plan to continue growing and creating value for our shareholders

Agenda



- TXRH Overview...GJ Hart
- Operations.....Steve Ortiz
- Marketing.....Chris Jacobsen
- Technology.....Bill Kent
- Purchasing.....Debbie Hayden
- Real Estate.....Kent Taylor
- Finance.....Scott Colosi
- -- Break --
- Question & Answer

Overview

*G.J. Hart,
President & CEO*



Texas Roadhouse History



- 1993** – Founded (Taylor)
- 1993-99** – 3 of first 5 stores closed
- 1996** – Partner for Texas (Ortiz)
- 2000** – President/CEO Hired (Hart)
- 2001** – 100th Restaurant Opens
- 2004** – IPO
- 2005** – 200th Restaurant Opens
- 2008** – 300th Restaurant Opens



TXRH Quick Facts



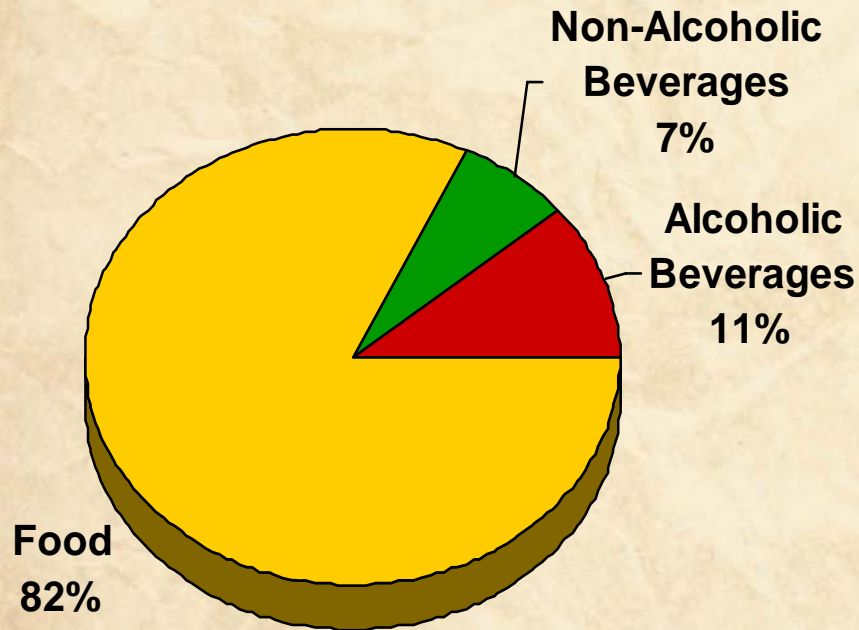
- Typical hours of operation
 - Monday-Friday
4 pm to 10 pm (no lunch)
 - Saturday-Sunday
11 am to 11 pm
- \$4.0MM average unit volumes
- ~\$14.50 average check
- ~5,300 guests per week



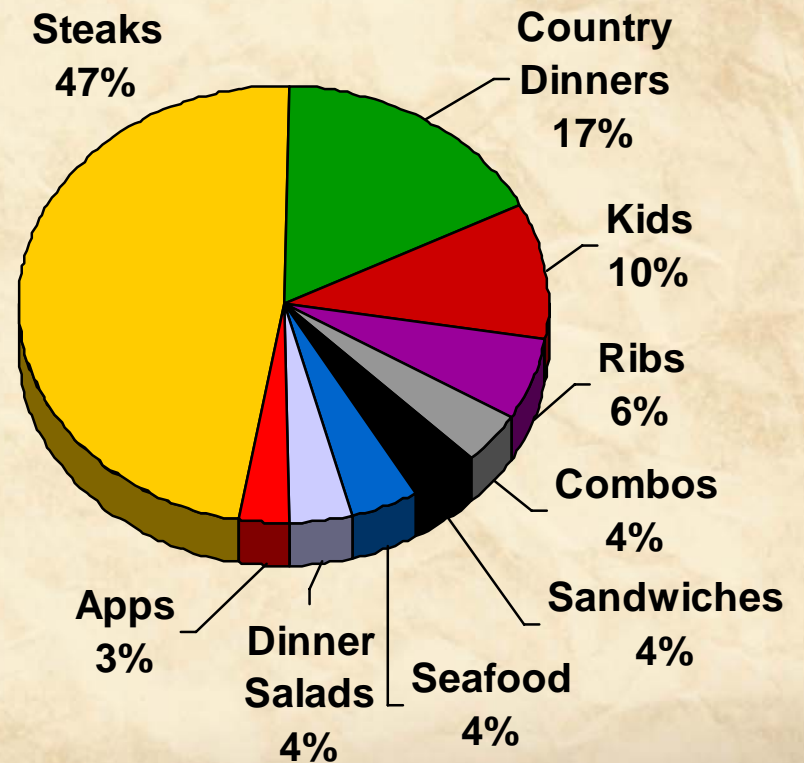
We sell much more than steaks...



Total Sales*

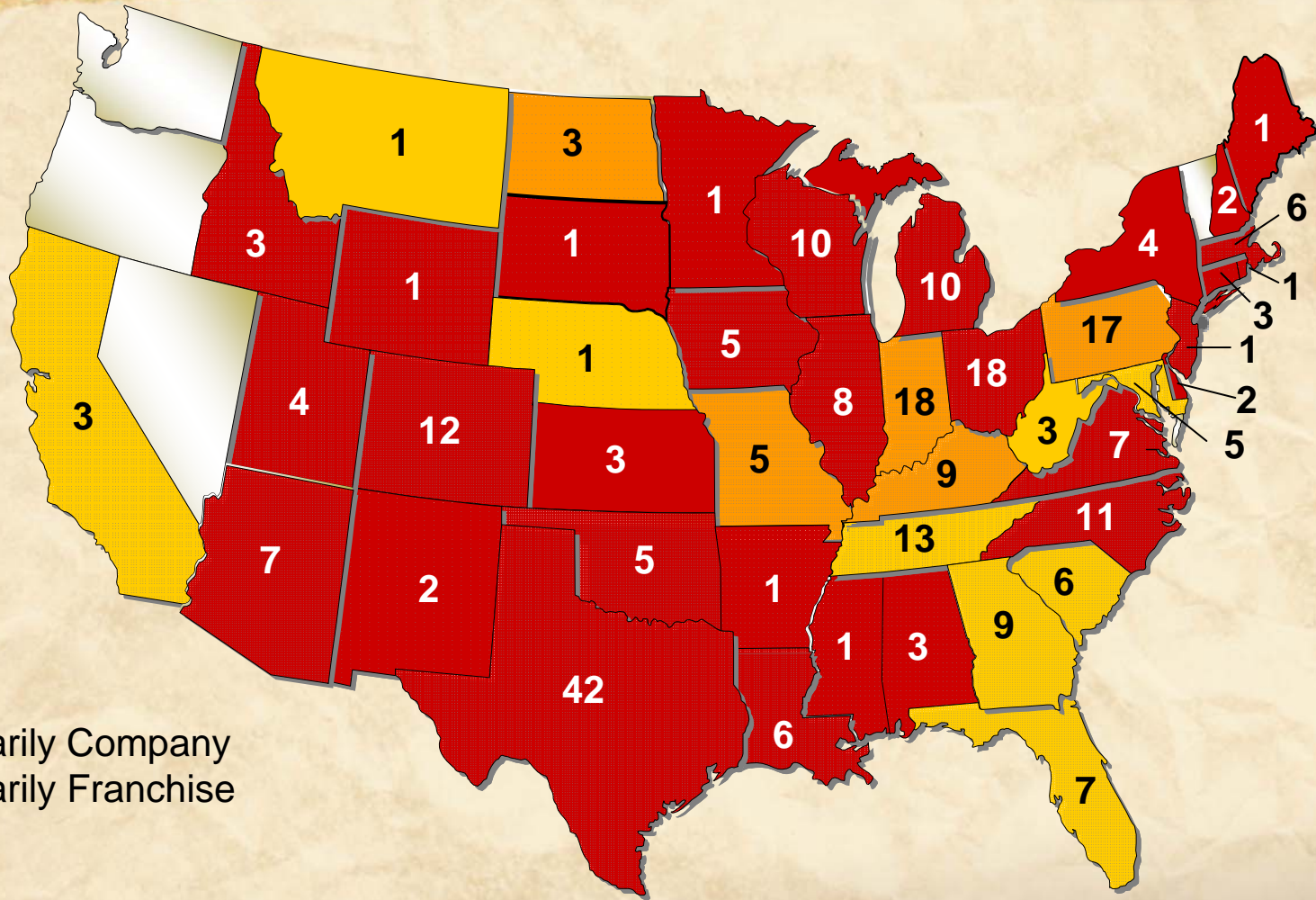


Entrée Sales*



* For the nine months ended September 25, 2007.

281 restaurants in 44 states =
a proven national presence



- Primarily Company
- Primarily Franchise
- Split

Texas Roadhouse Business Model



- Quality, made-from-scratch food
 - Fresh, flavorful
 - # 1 decision element
- Partnership
 - Ownership/Entrepreneurial
- Dinner focus
 - Consistency of execution
- Aggressive price points
 - Value, value, value!
- Fun, casual atmosphere
 - Comfort, “get away from it all”



Our mission and values support the business model.



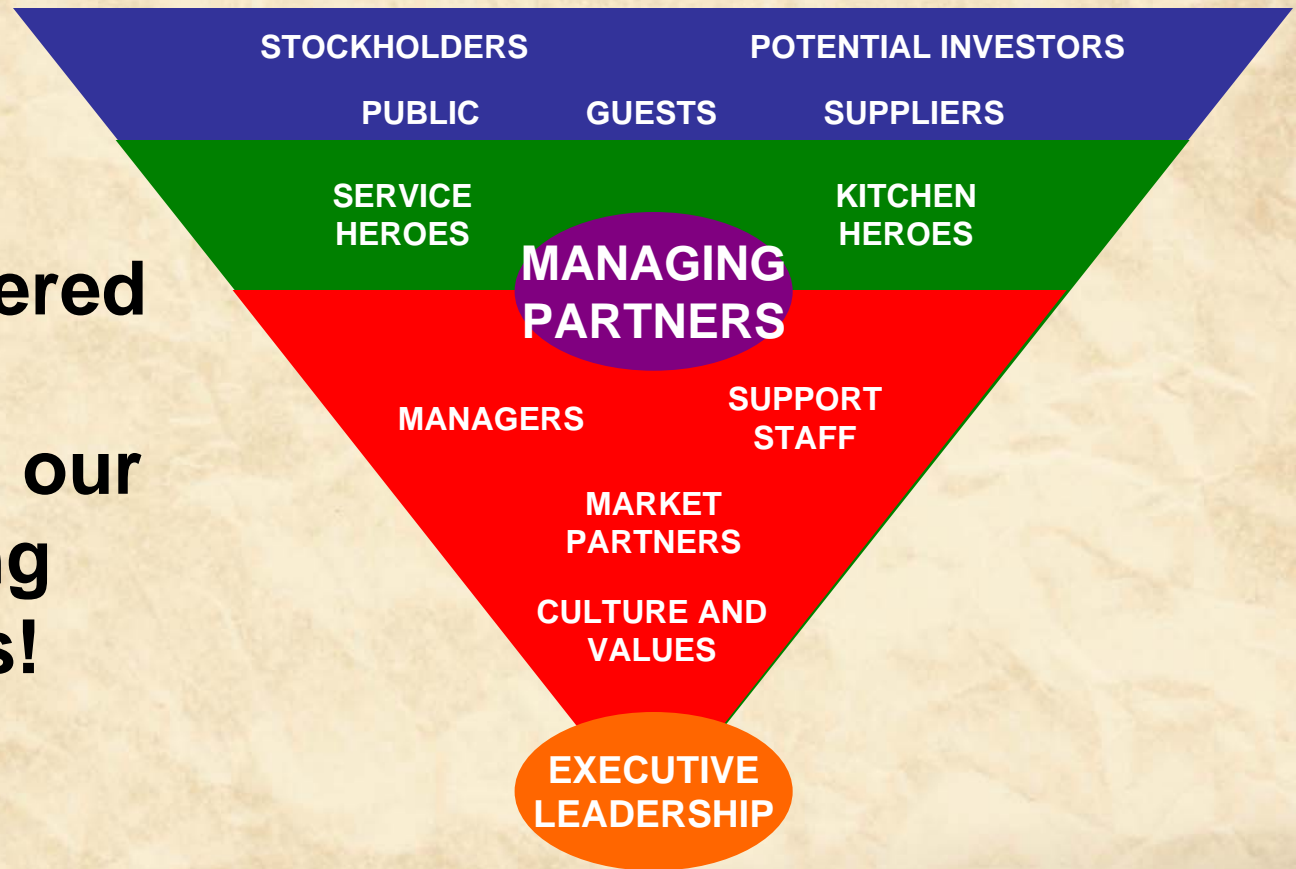
- Mission Statement
 - Legendary Food, Legendary Service™
- Core Values
 - Passion
 - Partnership
 - Integrity
 - Fun
 - *All With Purpose*



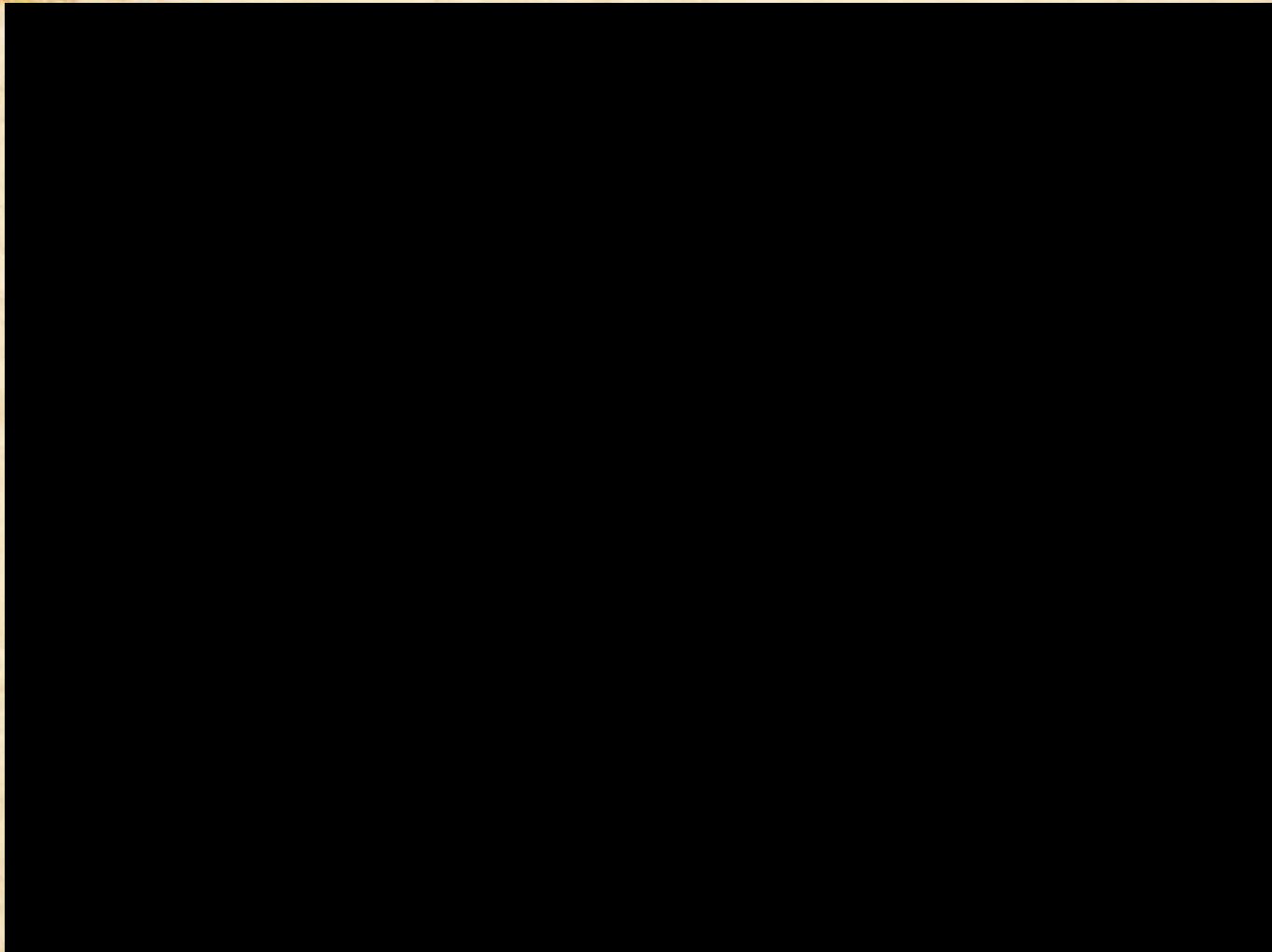
Our organizational structure is decentralized...



...and centered around supporting our Managing Partners!



Texas Roadhouse Story Video



We have achieved consistent increases in revenue and profits.



Total Revenue (\$ Millions)



Income from Operations (\$ Millions)



We are going to pass well beyond 300 restaurants next year.



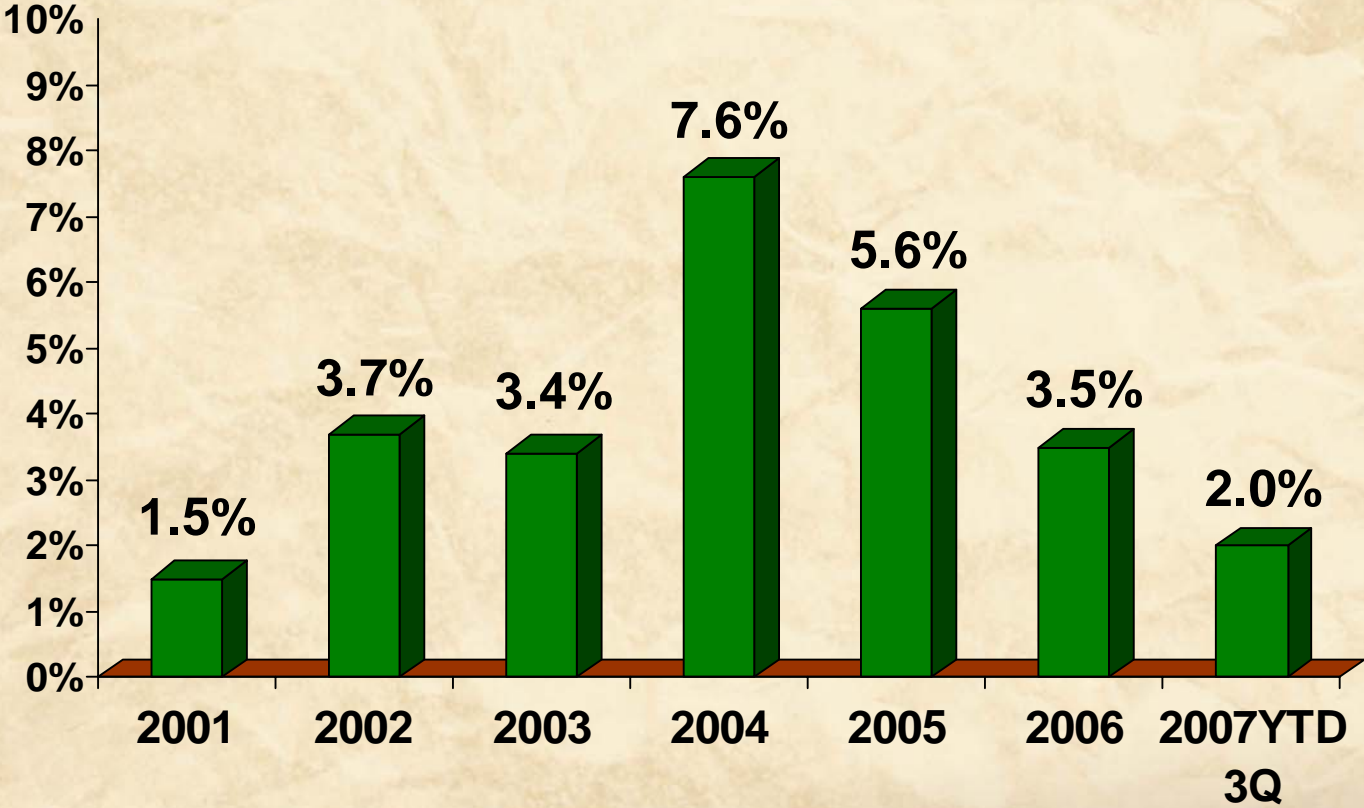
**Number of Restaurants
System-wide at Year End**



Great operations and value
has driven consistent comparable
sales growth.



Company-owned Comparable Restaurant Sales Growth*



* Company restaurants open for 18 months prior to the beginning of the measurement period.

*Where do
we go
from here?*



Continue to drive consistent, strong EPS growth



	<i>Annual Target</i>
Grow company restaurants	+16-18%
Increase comparable sales	+2-3%
Hold restaurant level margins	No change
Leverage G&A	< 75% of rev growth
Diluted EPS Growth	20%+

Operations

*Steve Ortiz,
Chief Operating Officer*



Keys to Success



People

+

Legendary Food

+

Operational Execution

=

RESULTS!!

People - Managing Partner is the Heart



**We build partnership
with commitment to and from
our Managing Partners**



	Managing Partner
Deposit	\$25,000
Consistency	5 yr. contract
Bonus	10% of O.I.
Equity	Options/RSU's
Responsibility	1 Restaurant

Results

- **Experienced, Quality Operators**
- **Autonomous & Entrepreneurial**
- **Long Tenure**

**Market Partners are key
to operating and growing
our concept**



	Market Partner
Deposit	\$50,000
Consistency	5 yr. contract
Bonus	5-8% of O.I.
Equity	Options/RSU's
Responsibility	4-12 Restaurants

Results

- **Experienced, Quality Operators**
- **Autonomous & Entrepreneurial**
- **Long Tenure**



Legendary Food

*Hearty,
Hand-Cut
Steaks*

A close-up photograph of a barbecue meal. In the foreground, a white plate holds a large portion of fall-off-the-bone ribs, which are covered in a thick, dark red barbecue sauce. To the left of the ribs is a baked potato, split open and topped with melted cheddar cheese, a dollop of white cream, and a drizzle of brown sauce. To the right of the ribs is a small pile of fresh green lettuce. In the background, a wooden grill rack sits over a fire, with several more ribs cooking on it. The overall scene is set against a dark background, emphasizing the vibrant colors of the food.

Legendary Food

*Fall-Off-
The-Bone*
Ribs

Legendary Food

**Made-From-Scratch
Sides**



Legendary Food

Fresh Baked
Bread



Ice-Cold Beer & Legendary Margaritas



Operational Execution



*Employee
Image*

Host Focus

A man with a goatee, wearing a blue polo shirt, a grey cap, and a watch, stands behind a service window in a kitchen. He is smiling and looking towards the camera. The window is filled with various food items, including plates of meat, vegetables, and bread. The kitchen background shows stainless steel counters, a sink, and a wall with some papers.

Manager In The Window

Alley Rallies



Operational focus enhances execution



Dinner Focus → One Shift

Limited Carry-Out → Four Wall Execution

Limited Dessert → Faster Table Turns

Limited Menu Changes → Consistency

In addition, our menu has tremendous value!*



USDA Choice Sirloin	6 oz.....	\$8.99
Portobello Mushroom Chicken.....		\$9.99
Grilled Pork Chops	Single Chop.....	\$7.99

Our entrées include:

- Fresh baked bread and peanuts
- Two made-from-scratch sides
 - i.e. baked potato, house salad, etc.

* Typical Pricing, May Vary Regionally

**Legendary Food
+ Legendary Service
= *Results***



Operations

*Steve Ortiz,
Chief Operating Officer*



Marketing

Chris Jacobsen



**Marketing supports operations
in numerous ways:**



Texas Roadhouse Marketing Philosophy



It all starts with...

**Keeping The Guests
You Already Have**

(Guest Loyalty)

then...

Going After More

(Guest Counts)

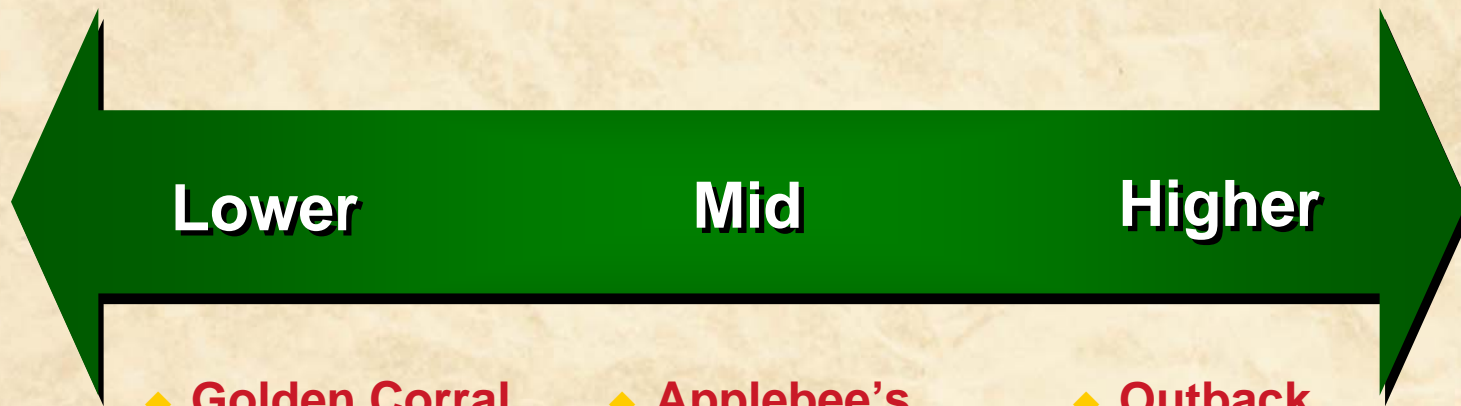
Understanding our guest is key to developing marketing strategies.



- Middle-income, married with kids, 30-40s, skews slightly male
- Shops at Wal-Mart and Home Depot
- Working class American family



We have three distinct Guest Profiles which pull from different competitors.



- ◆ Golden Corral
- ◆ Ryan's

- ◆ Applebee's
- ◆ Chili's
- ◆ TGI Friday's

- ◆ Outback
- ◆ Longhorn

25%

50%

25%

Texas Roadhouse Guest Profile

If we get guests in the door,
TXRH leads the casual segment
in intent to return.



Full-Service Restaurant	% Definitely Eat There Again
Texas Roadhouse	89%
Outback Steakhouse	80%
Longhorn Steakhouse	78%
Golden Corral	76%
Chili's	75%
Applebee's	74%
TGI Friday's	68%
Ryan's Family Steakhouse	60%

Source: ©2006 Ipsos Insight: Attitude and Usage Study

Our loyal users drive substantial visits and dollars.



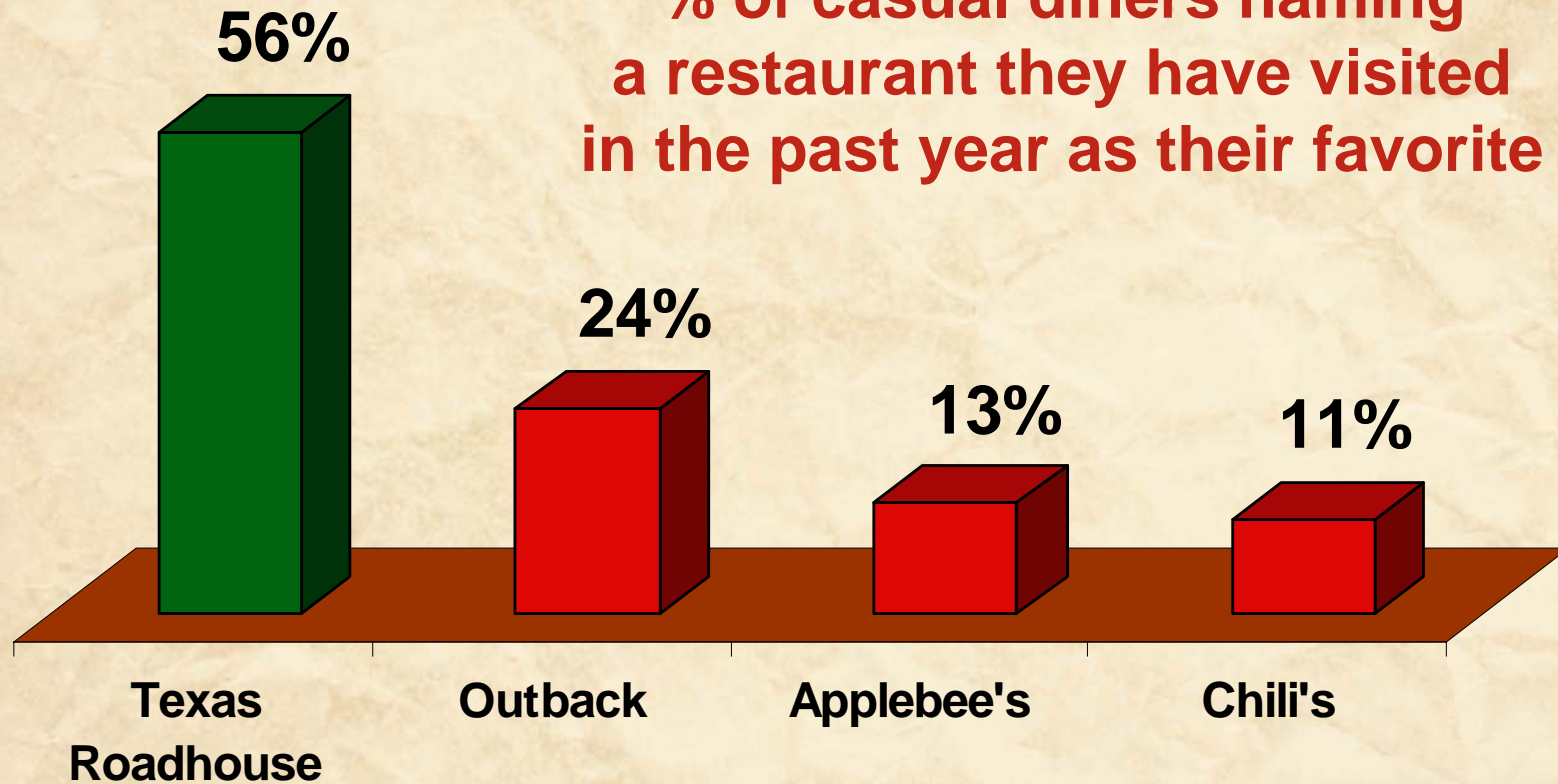
- Guests who eat with us 2+ times per month contribute:
 - 71% of all TXRH visits
 - 70% of all TXRH dollars



**We are the favorite choice
for many of our guests.**



**% of casual diners naming
a restaurant they have visited
in the past year as their favorite**



Source: ©2006 Ipsos Insight: Attitude and Usage Study

Our awareness levels are solid.



72% of casual diners who live within 20 miles of a Texas Roadhouse have heard of us (despite no national advertising)

Source: ©2006 Ipsos Insight: Attitude and Usage Study

**We will continue to enlist
a “ground attack” approach.**



**Improve awareness, trial
and loyalty (frequency)**



Comparable Sales Growth

Guest Loyalty provides the foundation.



- First Time Guests truly become incremental sales.
- Without loyalty, you just replace the guests you've lost.



With guest loyalty intact, the “Power of 4” is explosive!



- Let's assume:
 - TXRH has \$77k in weekly sales/ \$11,000 a day average
 - PPA is \$14.50
 - Avg. party size is 3.5
- By reaching out to just 4 people per day:
 - 4 people mean 14 total guests
(4 x 3.5=14)
 - 14 x \$14.50 PPA = \$203 in sales
 - \$203 / \$11,000 =
- **+1.8% sales increase!**

Local Store Marketing is the engine behind the Power of 4



- Local Store Marketing
 - Building sales by building relationships inside and nearby our restaurant every day
 - Best “return on investment” marketing there is



**We go after New Guests
EVERY day through LSM
commitment and execution.**



- Local Store Marketers at each location
- 4 walls, 3-mile radius, Community
- Schools and Kids Programs
- Business Partnerships and Hotels
- Community Involvement, Events and Sponsorships
- Positive PR: Local cooking segments and stories



In addition, we reach out to over 1 million loyal Guests every month.



- Permission-based Marketing
- Roadie Email Program
- Direct Messaging
- Guest Surveys
- Direct Marketing at relatively low cost

GIVE THE GIFT OF GREAT TASTE & VALUE!

TEXAS ROADHOUSE GIFT CARD

Ryan,
Have you made your Holiday gift list? With nearly 300 restaurants across America, Texas Roadhouse Gift Cards are the perfect gift for anyone...

- Great Stocking Stuffers
- Available In Multiple Denominations
- Quick & Easy To Purchase
- Send To Far Away Family & Friends

✓ Mom
✓ Dad
✓ Mikey
✓ Robin
✓ Chris
✓ barber
✓ mailman

We make it simple to purchase online and in just a couple of clicks you can finish your Holiday gift list. Let us do the cooking this year for your friends, family, and coworkers by giving delicious Texas Roadhouse Gift Cards!

GIFT CARDS • CUSTOM GIFT BASKETS

LEGENDARY FOOD. LEGENDARY SERVICE®

The advertisement features a cartoon roadie character wearing a cowboy hat and a red bandana, holding a gift card and a checklist. The background includes a Christmas tree and stockings.

Annual National Programs support local strategies.



Valentine's	February (4 days)
Mother's Day	May (4 days)
Rib Fest	June (4 weeks)
Great Steak of Texas	September (3 weeks)
Gift Cards	Nov./Dec. (8 weeks)

“Year-Round” National Programs help expand daypart and guest counts.



TEXAS 2 FERS
EARLY BIRD DEALS

2 Dinners
PER \$15.99*

MONDAY-THURSDAY
4-6 PM

CHOOSE FROM THESE DINNERS:

- 6 oz. Sirloin
WITH 2 SIDES
- Road Kill
WITH 2 SIDES
- Grilled BBQ
Chicken
WITH 2 SIDES
- Single Pork Chop
WITH 2 SIDES
- Country Fried
Chicken
WITH 2 SIDES
- Smothered
Chicken
WITH 2 SIDES
- Any Chicken
Salad

Note: Regional pricing may vary.

Cut Your Wait With **Call AHEAD** SEATING

1. Give us a call and we'll add your party to the wait list. Let us know of any special needs.
2. Write down your arrival time and confirmation number to bring with you.
3. Once your entire party has arrived at Texas Roadhouse, check in at the host stand and we'll give you the wait time remaining.



Call Ahead Seating is not a reservation, but it's a great way to shorten your wait time at the restaurant.

National Programs are funded through a .3 of 1% marketing contribution.



Lasso Your Lover...

Valentine's
February
9-14



2 Dinners
& Appetizer*

\$33⁹⁵

Ask About
Call AHEAD
Seating

Treat Mom on

Mother's Day Sunday
May 13th



Ask about
Call AHEAD
SEATING

REGISTER TO WIN A
BROILMASTER
GAS GRILL!



BLUE RIBBON
RIB FEST

JUNE 13 to JULY 10

No purchase necessary. See official rules for details.

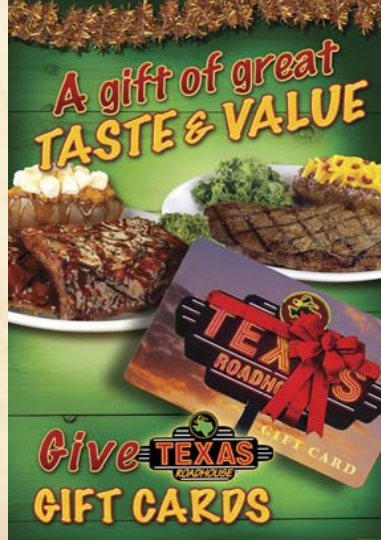


Every Steak is
**Hand-Cut
& Grilled**
to perfection.



THE
GREAT STEAK
OF TEXAS

A gift of great
TASTE & VALUE



Give **TEXAS**
ROADHOUSE
GIFT CARDS

Note: Regional pricing may vary.

Our menu approach supports our marketing philosophies.



JUST FOR STARTERS

Cactus Blossom* • A tasty sliced onion, fried golden brown and served with our special Cajun Horseradish Sauce.....	\$5.99
Combo Appetizer • The perfect combination to share - Chicken Critters*, Rattlesnake Bites and Tater Skins served with your choice of three sauces (BBQ Sauce, Cajun Horseradish Sauce, Honey Mustard, Ranch or Sour Cream).....	\$7.99
Buffalo Wings • Served with celery and bleu cheese. Choose from Mild, Hot or one of our other legendary sauces.....	\$5.99
Grilled Shrimp • Skewer of shrimp, seasoned to perfection and drizzled with our garlic lemon pepper butter.....	\$5.99
Chicken Critters* • All white meat tenderloin strips, hand dipped in our signature batter, fried to a crispy golden brown and served in a basket with steak fries.....	\$6.49
Cheese Fries • A heaping amount of golden brown steak fries with melted cheese and bacon (add chili for 79¢).....	\$4.99
Rattlesnake Bites • Rounds of diced jalapeños and jack cheese, hand battered and lightly fried. Served with Cajun Horseradish Sauce for dipping.....	\$3.99
Tater Skins • Topped with cheddar cheese, bacon and sour cream.....	\$5.99
Killer Ribs • Award-winning ribs served in a basket with steak fries.....	\$6.99
Texas Red Chili • Made-from-scratch recipe, topped with cheddar cheese and red onions.....	Cup..... \$2.79 Bowl..... \$3.79

SALADS

All salads served with your choice of made-from-scratch dressing:

- Ranch
- Honey Mustard
- Italian
- Low Fat Ranch
- Thousand Island
- Bleu Cheese

Grilled Chicken Salad • Crisp cold greens, strips of marinated chicken, jack cheese, egg, tomato, bacon, red onions and croutons.....	\$8.49
House Salad • Fresh greens, tomato, eggs, cheddar cheese and made-from-scratch croutons.....	\$3.99
Caesar Salad • Crisp hearts of romaine, fresh parmesan cheese and made-from-scratch croutons, tossed together with our zesty Caesar dressing.....	\$3.99
Chicken Critter* Salad • Hot crispy strips of chicken piled high on a bed of cold greens along with jack and cheddar cheeses, egg, tomato and bacon.....	\$8.49
Chicken Caesar Salad • Tender strips of grilled chicken tossed with crisp hearts of romaine, fresh parmesan cheese, made-from-scratch croutons and our zesty Caesar dressing.....	\$8.49

* May be cooked to order. Consuming raw or undercooked meat, poultry, eggs or seafood may cause foodborne illness.



Add a Sidekick of Ribs or Skewer of Shrimp to any meal for \$5.99

HEARTY STEAKS

Each plate served with your choice of two sides.

Smother any steak with sautéed mushrooms, sautéed onions and your choice of either brown gravy or jack cheese for \$7.99



USDA Choice Sirloin*	6 ounce..... \$8.99	11 ounce Hearty Cut..... \$12.99
	8 ounce..... \$9.99	16 ounce Cowboy Cut..... \$15.99
Ft. Worth Ribeye*	10 ounce..... \$12.99	12 ounce..... \$13.99
	16 ounce..... \$16.99	
Texas T-Bone*	18 ounce..... \$18.99	
New York Strip* • Specially aged USDA choice steak, hand-cut in each restaurant	12 ounce..... \$14.99	16 ounce..... \$16.99
Dallas Filet*	6 ounce..... \$14.99	8 ounce..... \$16.99
Filet Medallions* • Three tender filets (9 ounces total) topped with choice of Peppercorn or Portobello Mushroom Sauce and served over seasoned rice.....	\$16.99	
Sirloin Kabob* • Marinated sirloin with onion, mushroom, tomato, red pepper, and green pepper served on a bed of seasoned rice (choice of one side).....	\$8.99	
Road Kill* • 10 ounce chopped steak with onions, mushrooms and jack cheese.....	\$7.99	
Prime Rib*	10 ounce..... \$12.99	12 ounce..... \$14.99
	16 ounce..... \$16.99	

Served after 4 pm (while available) • Horseradish upon request

Steak Cooking Temperatures

Rare: cool red center • Medium Rare: warm red center • Medium: hot pink center
Medium Well: slightly pink center • Well Done: no pink



FALL-OFF-THE-BONE RIBS

Each plate served with your choice of two sides.

Our "blue ribbon" winning ribs are slow cooked with a unique blend of seasonings and our signature BBQ sauce.

Half Slab	\$11.99
Full Slab	\$16.99

TEXAS SIZE COMBOS

Each plate served with your choice of two sides.

Sirloin Steak* and BBQ Chicken	\$12.99
Ribs and BBQ Chicken	\$13.99
Sirloin Steak* and Ribs	\$14.99
Ribeye Steak* and Ribs	\$16.99

Replace Ribs with a skewer of Grilled Shrimp at no additional charge.

CHICKEN SPECIALTIES

Each plate served with your choice of two sides.

Country Fried Chicken • Tender, all white meat chicken breast, hand-battered, golden-fried, and topped with made-from-scratch cream gravy.....	\$8.99
Oven Roasted Chicken • Half chicken trimmed, uniquely seasoned and slow roasted to the perfect tenderness.....	\$8.99
Chicken Critters* • All white meat chicken strips, hand-dipped in signature batter and fried to a crispy golden brown.....	\$8.99
Grilled BBQ Chicken • Marinated 1/2 lb. breast basted in our BBQ Sauce.....	\$8.99
Smothered Chicken • Marinated chicken breast topped with sautéed onions, sautéed mushrooms and made-from-scratch cream gravy or jack cheese.....	\$9.99
Portobello Mushroom Chicken • Fresh, marinated chicken breast grilled to perfection and topped with made-from-scratch Portobello Mushroom Sauce, jack cheese and fresh parmesan.....	\$9.99

COUNTRY DINNERS

Each plate served with your choice of two sides.

Grilled Pork Chops • Fresh, hand-cut, boneless chops seasoned and grilled Texas style.....	Single Chop..... \$7.99 Double Chop..... \$10.99
Country Fried Sirloin • Hand-battered, fresh-cut sirloin served crispy and golden, topped with made-from-scratch cream gravy.....	\$8.99
Sirloin Beef Tips* • Tender pieces of sirloin with sautéed mushrooms and onions in a made-from-scratch brown gravy, served with seasoned rice or mashed potatoes and your choice of one other side.....	\$8.99
Country Veg Plate • Choose a total of 4 side items (one salad only, please).....	\$6.99

DOCKSIDE FAVORITES

Each plate served with your choice of two sides.

Fried Catfish • Lightly breaded in southern cornmeal, deep-fried and served with Creole Mustard Sauce.....	\$8.99
Grilled Shrimp • Two skewers of shrimp, seasoned and grilled, then drizzled with garlic lemon pepper butter and served over a bed of rice.....	\$11.99
Grilled Salmon • A fillet salmon steak, grilled moist and tender and topped with our special lemon pepper butter.....	\$11.99

MADE-FROM-SCRATCH SIDES

- Baked Potato
- House Salad
- Fresh Vegetables
- Green Beans
- Sweet Potato
- Caesar Salad
- Mashed Potatoes
- Baked Beans
- Lead your potato for only 99¢
- Cup of Chili
- Seasoned Rice
- Steak Fries

* Typical pricing, may vary regionally

Pricing is targeted for each of our 3 Guest Profiles.



JUST FOR STARTERS

Cactus Blossom* • A tasty sliced onion, fried golden brown and served with our special Cajun Horseradish Sauce \$5.99

Combo Appetizer • The perfect combination to share - Chicken Critters*, Rattlesnake Bites and Tater Skins served with your choice of three sauces (BBQ Sauce, Cajun Horseradish Sauce, Honey Mustard, Ranch or Sour Cream).....

Buffalo Wings • Served with celery and bleu cheese. Mild, Hot or one of our other legendary sauces.....

Grilled Shrimp • Skewer of shrimp, seasoned to perfection and drizzled with our garlic lemon pepper butter.....

Chicken Critters* • All white meat tenderloin strips, hand dipped in our signature batter, fried to a crispy golden brown and served with your choice of three sauces.....

Cheese Fries • A heaping amount of golden brown steak melted cheese and bacon (add chili for 79¢).....

Rattlesnake Bites • Rounds of diced jalapeños and jalapeños and lightly fried. Served with Cajun Horseradish Sauce.....

Tater Skins • Topped with cheddar cheese, bacon and sour cream \$5.99

Killer Ribs • Award-winning ribs served in a basket with steak fries..... \$6.99

Texas Red Chili • Made-from-scratch recipe, topped with cheddar cheese and red onions
Cup \$2.79
Bowl \$3.79

HEARTY STEAKS

Each plate served with your choice of two sides.

Smother any steak with sautéed mushrooms, sautéed onions and your choice of either brown gravy or jack cheese for \$1.99

USDA Choice Sirloin*

6 ounce	\$8.99	11 ounce Hearty Cut.....	\$12.99
8 ounce	\$9.99	16 ounce Cowboy Cut.....	\$15.99

New York Strip* • Specially aged USDA choice steak, hand-cut in each restaurant

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Oven Roasted Chicken • Half chicken trimmed, uniquely seasoned and slow roasted to the perfect tenderness..... \$8.99

Chicken Critters* • All white meat chicken strips, hand-dipped in signature batter and fried to a crispy golden brown..... \$8.99

Grilled Chicken Breast • 1/2 lb. breast basted in our BBQ Sauce..... \$8.99

Grilled Chicken Breast • chicken breast topped with sautéed onions, de-frost-from-scratch cream gravy or jack cheese..... \$9.99

Grilled Chicken Breast • Fresh, marinated chicken breast topped with made-from-scratch Puerto Rican Mushroom Sauce, jack cheese and fresh parmesan \$9.99

SALADS

All salads served with your choice of made-from-scratch dressing:

- Ranch
- Honey Mustard
- Italian
- Low Fat Ranch
- Thousand Island
- Bleu Cheese

Grilled Chicken Salad • Crisp cold greens, strips of marinated chicken, jack cheese, egg, tomato, bacon, red onions and croutons..... \$8.49

House Salad • Fresh greens, tomato, eggs, cheddar cheese and made-from-scratch croutons..... \$3.99

Caesar Salad • Crisp hearts of romaine, fresh parmesan cheese and made-from-scratch croutons, tossed together with our zesty Caesar dressing..... \$3.99

Chicken Critter* Salad • Hot crispy strips of chicken piled high on a bed of cold greens along with jack and cheddar cheeses, egg, tomato and bacon..... \$8.49

Chicken Caesar Salad • Tender strips of grilled chicken tossed with crisp hearts of romaine, fresh parmesan cheese, made-from-scratch croutons and our zesty Caesar dressing..... \$8.49

* May be cooked to order. Consuming raw or undercooked meat, poultry, eggs or seafood may cause foodborne illness.

Sirloin Kabob* • Marinated sirloin with onion, mushroom, tomato, red pepper, and green pepper served on a bed of seasoned rice (choice of one side)..... \$8.99

Road Kill* • 10 ounce chopped steak with onions, mushrooms and jack cheese..... \$7.99

Prime Rib* 10 ounce..... \$12.99 12 ounce..... \$14.99 16 ounce..... \$16.99
Served after 4 pm (while available) • Horseradish upon request

Steak Cooking Temperatures
Rare: cool red center • Medium Rare: warm red center • Medium: hot pink center
Medium Well: slightly pink center • Well Done: no pink

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Sirloin Steak* and Ribs.....	\$14.99
Ribeye Steak* and Ribs.....	\$16.99

Replace Ribs with a skewer of Grilled Shrimp at no additional charge.

GRILLERY DINNERS

with your choice of two sides.

Grilled Pork Chops • Fresh, hand-cut, boneless chops seasoned and grilled Texas style
Single Chop..... \$7.99
Double Chop..... \$10.99

Country Fried Sirloin • Hand-battered, fresh-cut sirloin served crispy and golden, topped with made-from-scratch cream gravy \$8.99

Sirloin Beef Tips* • Tender pieces of sirloin with sautéed mushrooms and onions in a made-from-scratch brown gravy, served with seasoned rice or mashed potatoes and your choice of one other side..... \$8.99

Country Veg Plate • Choose a total of 4 side items (one salad only, please)..... \$6.99

DOCKSIDE FAVORITES

Each plate served with your choice of two sides.

Fried Catfish • Lightly breaded in southern cornmeal, deep-fried and served with Creole Mustard Sauce..... \$8.99

Grilled Shrimp • Two skewers of shrimp, seasoned and grilled, then drizzled with garlic lemon pepper butter and served over a bed of rice..... \$11.99

Grilled Salmon • A fillet salmon steak, grilled moist and tender and topped with our special lemon pepper butter..... \$11.99

MADE-FROM-SCRATCH SIDES

• Baked Potato	• House Salad	• Fresh Vegetables	• Green Beans
• Sweet Potato	• Caesar Salad	• Mashed Potatoes	• Baked Beans
<small>Lead your potato for only 99¢</small>	• Cup of Chili	• Seasoned Rice	• Steak Fries

* Typical pricing, may vary regionally

While 47% of our mix is steak, there is plenty of variety.



JUST FOR STARTERS

- Cactus Blossom*** • A tasty sliced onion, fried golden brown and served with our special Cajun Horseradish Sauce \$5.99
- Combo Appetizer** • The perfect combination to share - Chicken Critters*, Rattlesnake Bites and Tater Skins served with your choice of three sauces (BBQ Sauce, Cajun Horseradish Sauce, Honey Mustard, Ranch or Sour Cream)..... \$7.99
- Buffalo Wings** • Served with celery and bleu cheese. Choose from Mild, Hot or one of our other legendary sauces \$5.99
- Grilled Shrimp** • Skewer of shrimp, seasoned to perfection and drizzled with our garlic lemon pepper butter \$5.99
- Chicken Critters*** • All white meat tenderloin strips, hand dipped in our signature batter, fried to a crispy golden brown and served in a basket with steak fries \$6.49
- Cheese Fries** • A heaping amount of golden brown steak fries with melted cheese and bacon (add chili for 79c)..... \$4.99
- Rattlesnake Bites** • Rounds of diced jalapeños and jack cheese, hand battered and lightly fried. Served with Cajun Horseradish Sauce for dipping \$3.99
- Tater Skins** • Topped with cheddar cheese, bacon and sour cream \$5.99
- Killer Ribs** • Award-winning ribs served in a basket with steak fries \$6.99
- Texas Red Chili** • Made-from-scratch recipe, topped with cheddar cheese and red onions Cup \$2.79
Bowl \$3.79

SALADS

All salads served with your choice of made-from-scratch dressing:

- Ranch
- Low Fat Ranch
- Honey Mustard
- Thousand Island
- Italian
- Bleu Cheese

- Grilled Chicken Salad** • Crisp cold greens, strips of marinated chicken, jack cheese, egg, tomato, bacon, red onions and croutons \$8.49
- House Salad** • Fresh greens, tomato, eggs, cheddar cheese and made-from-scratch croutons \$3.99
- Caesar Salad** • Crisp hearts of romaine, fresh parmesan cheese and made-from-scratch croutons, tossed together with our zesty Caesar dressing..... \$3.99
- Chicken Critter* Salad** • Hot spicy strips of chicken piled high on a bed of cold greens along with jack and cheddar cheeses, egg, tomato and bacon \$8.49
- Chicken Caesar Salad** • Tender strips of grilled chicken tossed with crisp hearts of romaine, fresh parmesan cheese, made-from-scratch croutons and our zesty Caesar dressing \$8.49

* May be cooked to order. Consuming raw or undercooked meat, poultry, eggs or seafood may cause foodborne illness.



Add a Sidekick of Ribs or Skewer of Shrimp to any meal for \$5.99

HEARTY STEAKS

Smother any steak with sautéed mushrooms, sautéed onions and your choice of either brown gravy or jack cheese for \$1.99



- USDA Choice Sirloin*** 6 ounce \$8.99 11 ounce Hearty Cut \$12.99
8 ounce \$9.99 16 ounce Cowboy Cut \$15.99
- Ft. Worth Ribeye*** 10 ounce \$12.99 12 ounce \$13.99 16 ounce \$16.99
- Texas T-Bone*** 18 ounce \$18.99
- New York Strip*** • Specially aged USDA choice steak, hand-cut in each restaurant 12 ounce \$14.99
16 ounce \$16.99
- Dallas Filet*** 6 ounce \$14.99 8 ounce \$16.99
- Filet Medallions*** • Three tender filets (9 ounces total) topped with choice of Peppercorn or Portobello Mushroom Sauce and served over seasoned rice \$16.99
- Sirloin Kabob*** • Marinated sirloin with onion, mushroom, tomato, red pepper, and green pepper served on a bed of seasoned rice (choice of one side) \$8.99
- Road Kill*** • 10 ounce chopped steak with onions, mushrooms and jack cheese \$7.99
- Prime Rib*** 10 ounce \$12.99 12 ounce \$14.99 16 ounce \$16.99
Served after 4 pm (while available) • Horseradish upon request

Steak Cooking Temperatures

Rare: cool red center • Medium Rare: warm red center • Medium: hot pink center
Medium Well: slightly pink center • Well Done: no pink

FALL-OFF-THE-BONE RIBS

Each plate served with your choice of two sides.

- Our "blue ribbon" winning ribs are slow cooked with a unique blend of seasonings and our signature BBQ sauce.
- Half Slab** \$11.99
- Full Slab** \$16.99

TEXAS SIZE COMBOS

- Sirloin Steak* and BBQ Chicken** \$12.99
- Ribs and BBQ Chicken** \$13.99
- Sirloin Steak* and Ribs** \$14.99
- Ribeye Steak* and Ribs** \$16.99

Replace Ribs with a skewer of Grilled Shrimp at no additional charge.

CHICKEN SPECIALTIES

Each plate served with your choice of two sides.

- Country Fried Chicken** • Tender, all white meat chicken breast, hand-battered, golden-fried, and topped with made-from-scratch cream gravy \$8.99
- Oven Roasted Chicken** • Half chicken trimmed, uniquely seasoned and slow roasted to the perfect tenderness \$8.99
- Chicken Critters*** • All white meat chicken strips, hand-dipped in signature batter and fried to a crispy golden brown \$8.99
- Grilled BBQ Chicken** • Marinated 1/2 lb. breast basted in our BBQ Sauce \$8.99
- Smothered Chicken** • Marinated chicken breast topped with sautéed onions, sautéed mushrooms and made-from-scratch cream gravy or jack cheese \$9.99
- Portobello Mushroom Chicken** • Fresh, marinated chicken breast grilled to perfection and topped with made-from-scratch Portobello Mushroom Sauce, jack cheese and fresh parmesan \$9.99

COUNTRY DINNERS

- Grilled Pork Chops** • Fresh, hand-out, boneless chops seasoned and grilled Texas style Single Chop \$7.99
Double Chop \$10.99
- Country Fried Sirloin** • Hand-battered, fresh-cut sirloin served crispy and golden, topped with made-from-scratch cream gravy \$8.99
- Sirloin Beef Tips*** • Tender pieces of sirloin with sautéed mushrooms and onions in a made-from-scratch brown gravy, served with seasoned rice or mashed potatoes and your choice of one other side \$8.99
- Country Veg Plate** • Choose a total of 4 side items (one salad only, please) \$6.99

DOCKSIDE FAVORITES

Each plate served with your choice of two sides.

- Fried Catfish** • Lightly breaded in southern cornmeal, deep-fried and served with Creole Mustard Sauce \$8.99
- Grilled Shrimp** • Two skewers of shrimp, seasoned and grilled, then drizzled with garlic lemon pepper butter and served over a bed of rice \$11.99
- Grilled Salmon** • A fillet salmon steak, grilled moist and tender and topped with our special lemon pepper butter \$11.99

MADE-FROM-SCRATCH SIDES

- Baked Potato
- House Salad
- Fresh Vegetables
- Green Beans
- Sweet Potato
- Caesar Salad
- Mashed Potatoes
- Baked Beans
- Lead your potato for only 99c
- Cup of Chili
- Seasoned Rice
- Steak Fries

* Typical pricing, may vary regionally

Gift Card sales are our big Q4 focus as they help drive Q1 traffic



- Average sold per restaurant is well over \$100,000
- Average amount is about \$30
- We redeem 75% of cards sold by the end of the first quarter



The future of our marketing will evolve, but the core strategies will remain.



- Guest Loyalty at the foundation
- “Ground Attack” of local store marketing
- Focus and execution... the Power of 4.

Marketing

Chris Jacobsen



Information Technology

Bill Kent



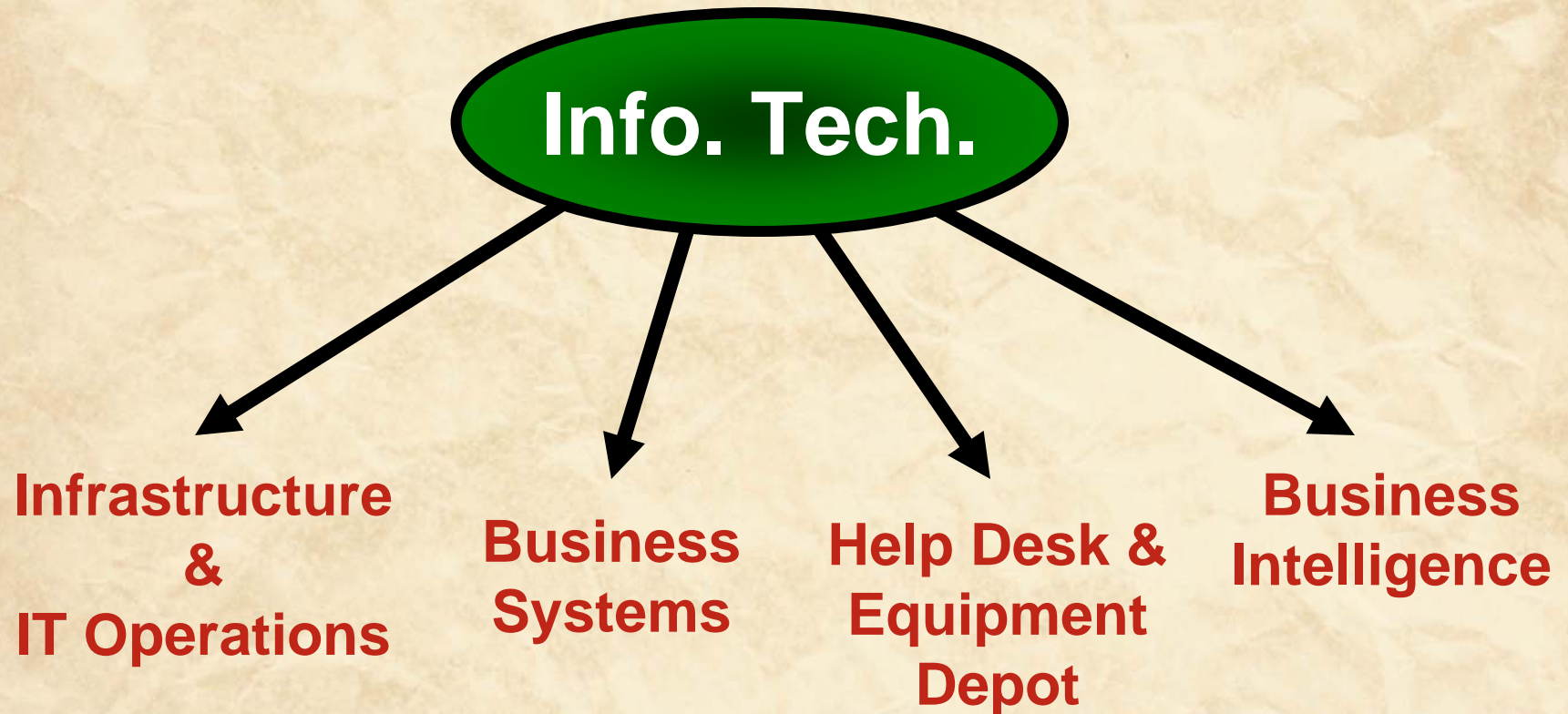
Supporting Restaurant Operations through Information Technology



- IT Team Structure
- Overall IT Philosophy & Strategy
- Current IT Partners & Systems
- Restaurant IT Trends & Opportunities



The IT Team Structure supports:



Overall IT Philosophy & Strategy



- Legendary “In-House” IT Support
- IT Due Diligence / Pilot / Provide Value / Support
-vs- Push
- High Transactional Volume Mindset
- Buy-Before-Build
- Best of Breed Vendor & Application System Integration
- Value-Added IT Vendor Partnerships

Key Technology Vendor Partners



WELCOME TO
TRHFAMILY.COM!



Key Restaurant Systems



- POS - Point of Sale



- Backoffice - Accounting, eOrdering, Inventory, Theoretical Food Cost & Labor Management



- Guest Management



Restaurant IT Trends & Opportunities



- Guest / Table Management
 - Text Paging; Guest Loyalty
- Call-Ahead / Reservations
 - Phone Interactive Voice/ Key Recognition; Web; Centralized Call Center
- Remote Menu Change Management
 - Centralized, Remote IT Tools for Return to Service; Menu Maintenance



Restaurant IT Trends & Opportunities



- Web to Print
 - Local Store Marketing Materials Customization and Procurement
- Mobile Payment
 - Pay at Table; Curbside
- Kitchen Display Systems (KDS)
 - Expo Orders; Manager in the Window; Employee Contests
- Kiosks
 - Employee On-Boarding; Customer Marketing; Employee LMS



Information Technology

Bill Kent



Purchasing

Debbie Hayden



Purchasing Support to TXRH:



Purchasing

**Procurement
of Food &
Beverage**

**Distribution
to the
Restaurants**

**Food
Safety &
Quality
Assurance**

**We purchase approximately
\$350 million of product per year.**

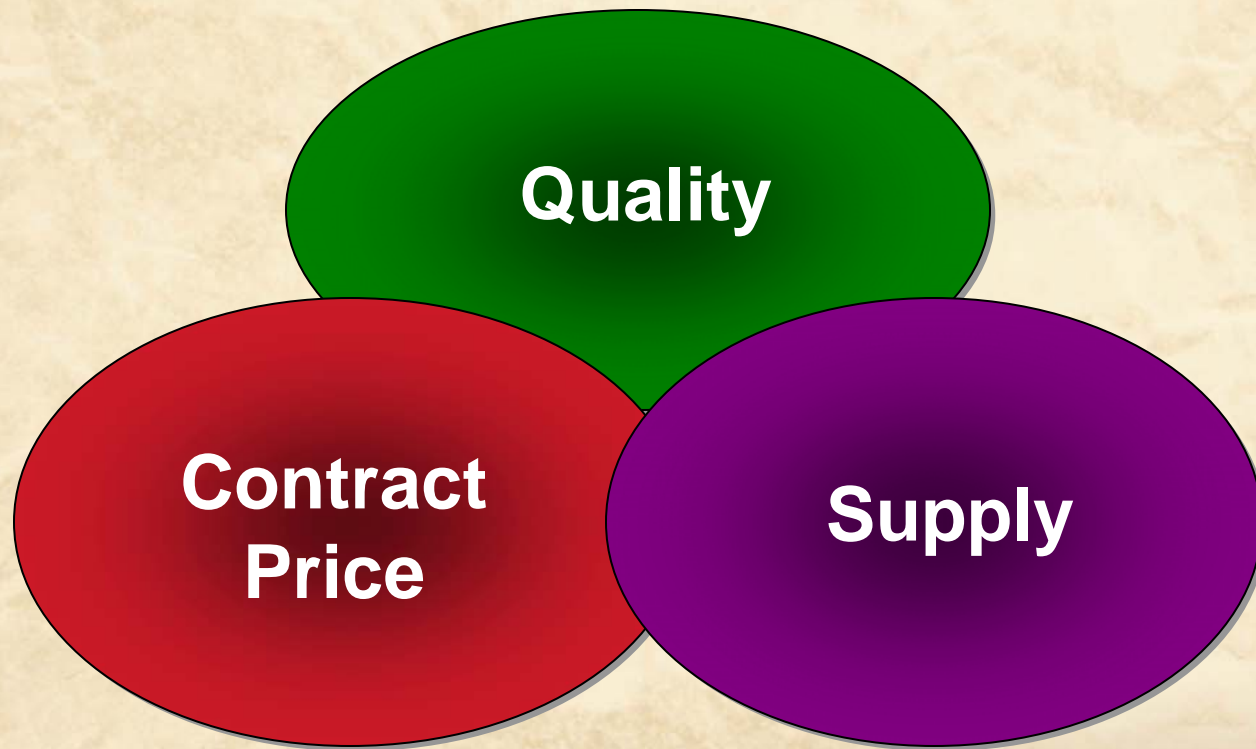


- System-wide including franchisees
- 700+ different SKU's
- 200+ different vendors
- Some items have one vendor and some have multiple
- Generally prefer fixed price contracts
 - Typically one year in length
 - General volume commitments

**Building and maintaining
vendor relationships is key –
it's all about partnership.**



**Procurement decisions need to balance
price, quality, and supply.**



We typically annually contract over 75% of our food and beverage costs.



	<u>% of Food Costs</u>	<u>Cum. %</u>	<u>Typically Contract/ Fixed</u>
Beef	46	46	Yes
Pork	9	55	Yes
Chicken	4	59	Yes
Seafood	2	61	Yes
Potatoes	5	66	Yes
Beverages	10	76	Yes
Prod*/Dairy	14	90	No
Other/Misc	10	100	Partial

* Excludes potatoes

Driver Partnerships



Food Safety and Quality Assurance



- Inside the restaurant:
 - Product coaches/ESF's
 - Market and Managing Partner communication
- Outside the restaurant:
 - Vendor QA
 - Random plant inspections

Purchasing

Debbie Hayden



Real Estate

*Kent Taylor,
Founder & Chairman*



Plan is to continue growing Company restaurants at 16-18%



- Continued focus on Company development
- Strategic acquisition of franchisees
- Potential international opportunity several years out
- Potential universe of 1,000+ TXRH's

Texas Roadhouse Prototype



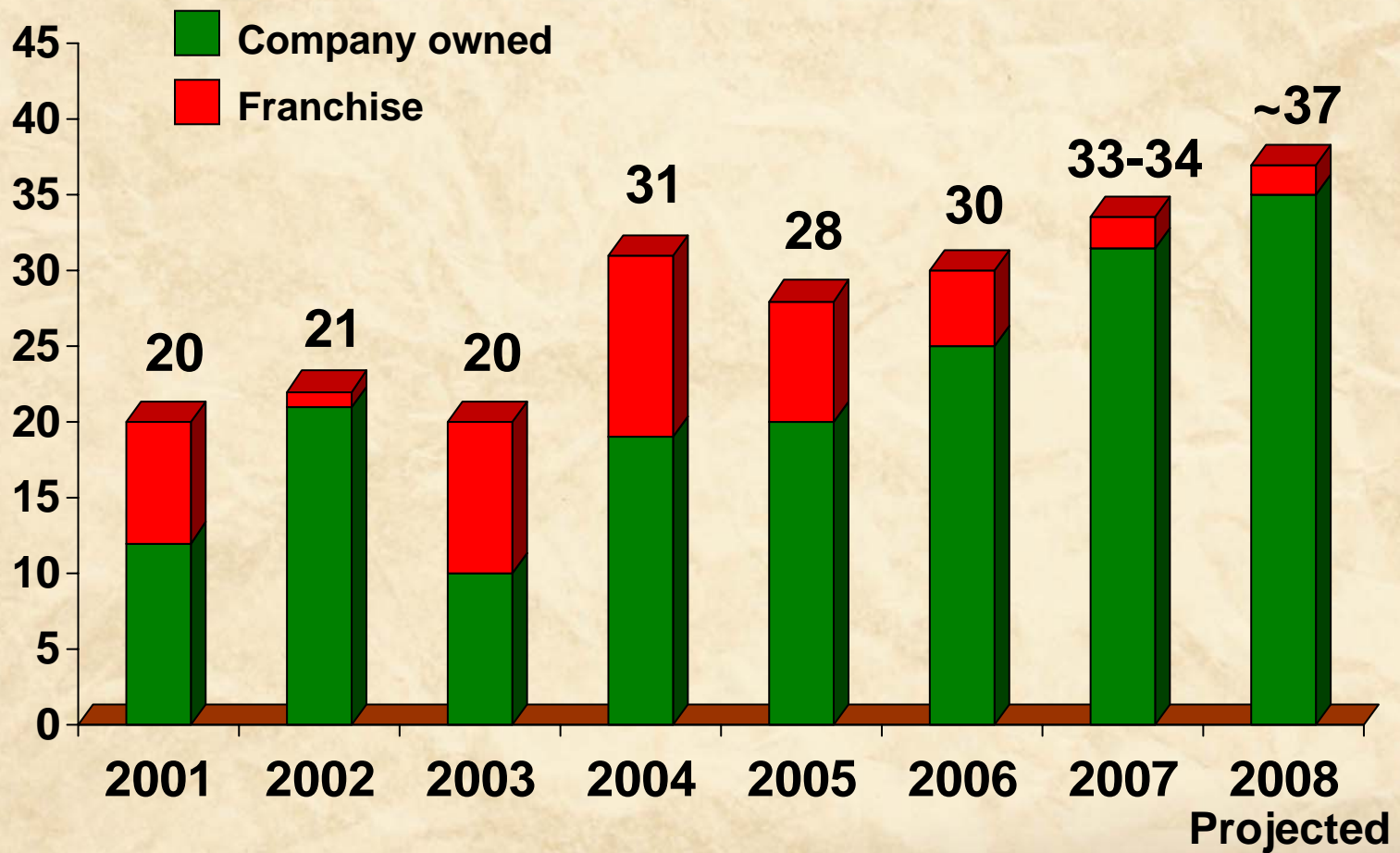
Site Selection Process



- Recommendation from Market Partner
- Site Specifics
 - location, traffic counts, parking
- Demographics
 - roof tops, income levels, age, families
- Returns
 - IRR and Managing Partner pay targets
- Founder/Chairman Visits Each Site



Annual TXRH Openings



Even in Top 5 penetrated states,
TXRH is smaller than competitors



	<u>TXRH</u>	<u>Applebee's</u>	<u>Outback</u>	<u>Golden Corral</u>
Texas	42	94	45	72
Ohio	18	92	33	31
Indiana	18	65	19	22
Pennsylvania	17	64	32	7
Tennessee	13	44	22	13
Total	108	359	151	145

In Top 5 least penetrated states, TXRH is smaller than other competitors



	<u>TXRH</u>	<u>Applebee's</u>	<u>Outback</u>	<u>Golden Corral</u>
Florida	7	106	97	49
California	3	112	62	2
Virginia	7	72	36	21
North Carolina	11	55	35	55
Georgia	9	71	31	29
Total	37	416	261	156

From an international perspective,
we have no presence.



	<u>TXRH</u>	<u>Pizza Hut</u>	<u>Outback</u>	<u>TGI Friday's</u>
China	0	291	2	7
South Korea	0	336	88	51
Japan	0	348	11	9
Canada	0	326	13	4
Mexico	0	175	4	14
United Kingdom	0	674	6	45
Other	0	2,638	38	167
Total	0	4,788	162	297

Real Estate

*Kent Taylor,
Founder & Chairman*



Finance

*Scott Colosi,
Chief Financial Officer*



**Our long term growth model
drives 20+% earnings growth.**



16% – 18% Company Restaurant Growth

+2-3% Comparable Restaurant Sales Growth

Flat Restaurant Costs as a % of Sales

G&A Leverage



20%+ Long Term EPS Growth

Our current new restaurant model still drives unlevered returns above 20%.



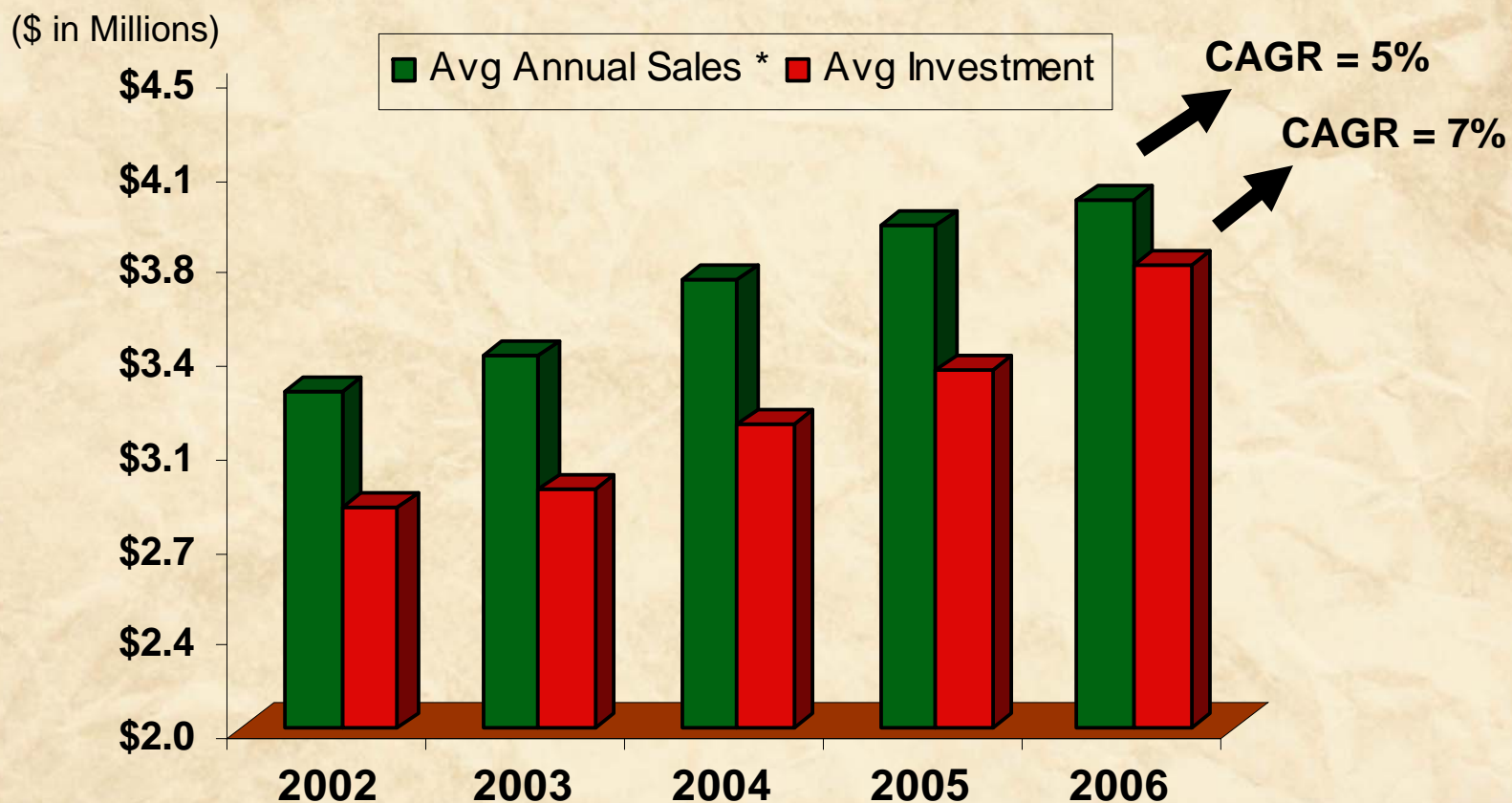
	New Restaurant Model
Net Investment (a)	~\$3.9 million
Annual Sales (Year 3)	~\$4.1 million
EBITDAR Margin (b)	21%
EBITDAR \$	\$0.8 million
Unlevered Return (c)	22%
Internal Rate of Return	15%+

(a) Includes rent on a basis of 10x year one rent and pre-opening of \$400,000.

(b) Restaurant level, excluding stock option expense.

(c) EBITDAR as a percentage of net investment.

Investment costs have slightly outpaced significant growth in AUV's.



* Company restaurants open for 6 months prior to the beginning of the measurement period.

Franchise Acquisitions

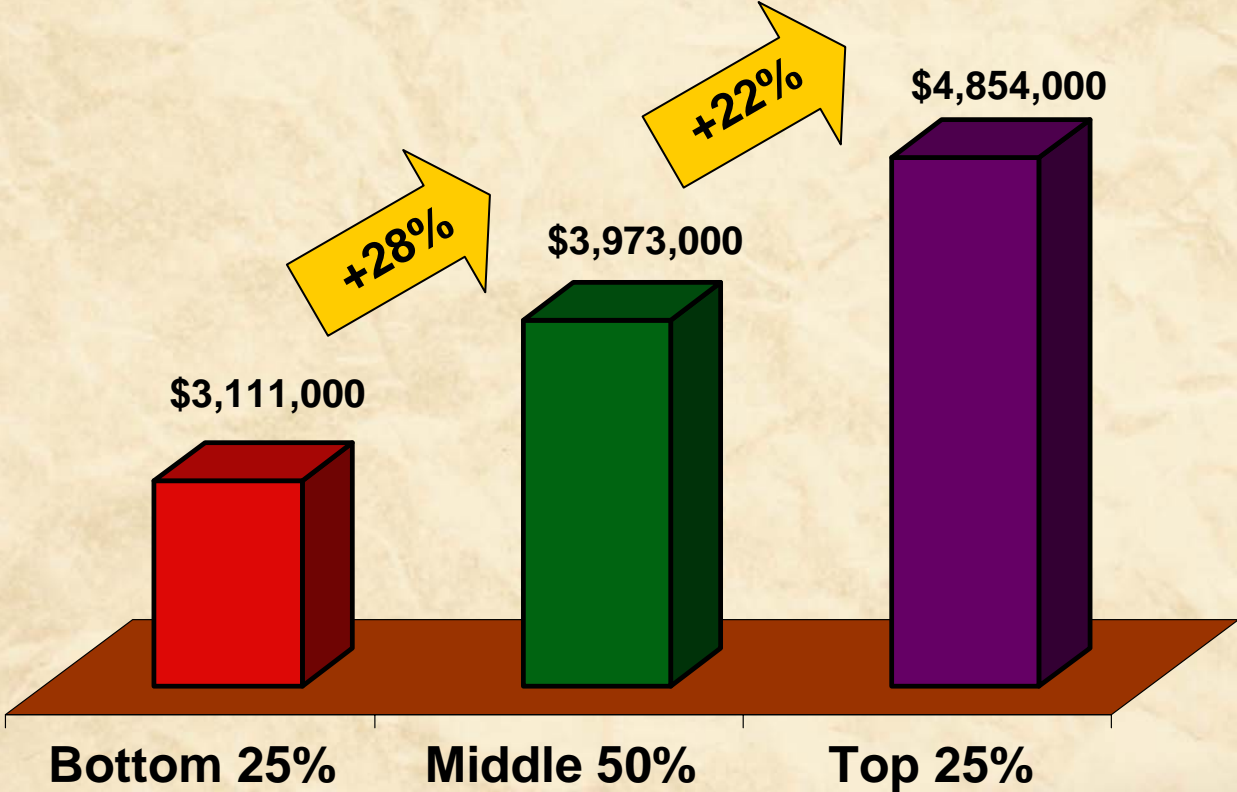


- Have bought 20 back since beginning of fiscal 2006
- Have right to 100% interest in 62 of 81 franchise restaurants
 - Share-based
 - Multiple depends on share price (4-6x)
- Have offered franchisees 5-6x's EBITDA for all cash deals
- Evaluate for returns (IRR) and accretiveness

We have plenty of capacity to grow same-store sales 2-3% per year.



Average Annual Sales per Company Restaurant*



* Company restaurants open for all of 2006

Commodities Update



- Estimated 1.5% to 2% inflation for 2008
- Beef (46% of food costs)
 - Projected 0-2% inflation
 - Locked on ~ 75%
- Pork (9% of food costs)
 - Up 1-2%
 - Locked on 100%
- Chicken (4% of food costs)
 - Up 7-8%
 - Locked on 100%

Wage Update

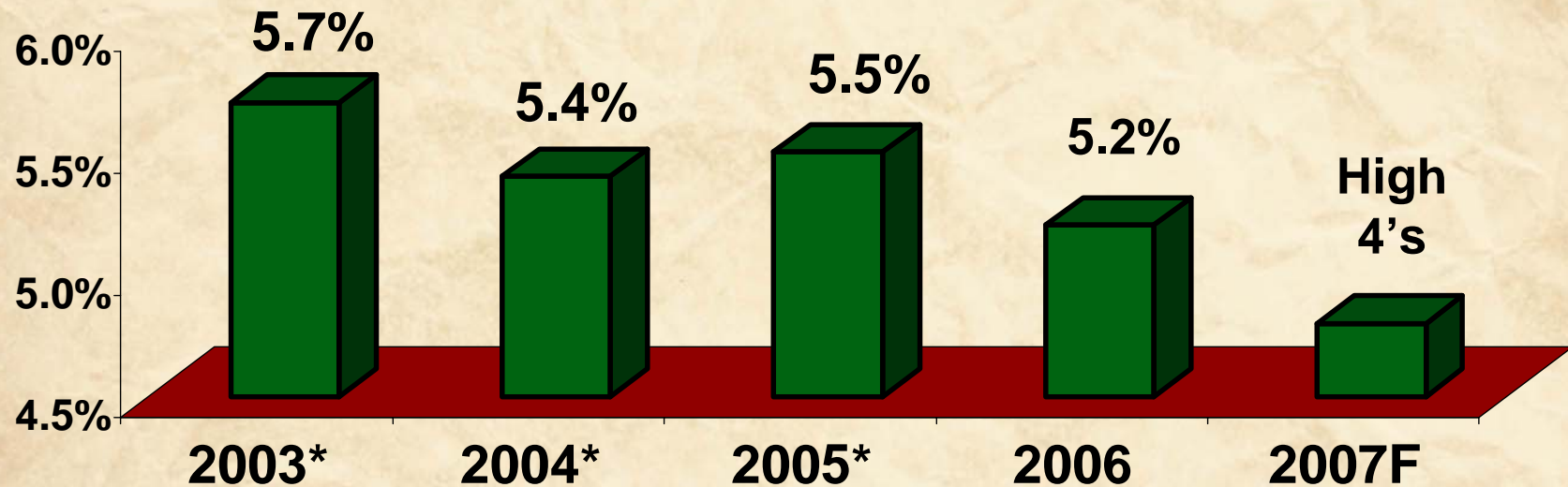


- Estimated 2.5% to 3% inflation for 2008
- Federal Minimum Wage Increases:
 - 7/25/08 - + \$0.70 to \$6.55
- No Federal Increase in tip credit
- State minimum increases:
 - 19 pre-set and/or tied to CPI
 - TXRH operates in 13 of these states
- Projected \$2.4mm impact in 2008
 - 0.3% of sales

Have and expect to continue driving G&A leverage



% of Revenue (excludes stock option expense)



* Adjusted to reflect reclass of management training to pre-opening

Cash Flows



\$ millions	2005	2006	2007(P)
# of Company openings	20	25	32
Cash from operating activities⁽¹⁾	64	80	90-95
Capital Spending⁽²⁾	(61)	(98)	(100-110)
Difference	3	(18)	(10-20)

(1) - Excludes cash flow generated from option exercises and stock options deposits.

(2) - Amount excludes amounts spent on franchise related acquisitions.

Capital Expenditures



<i>\$ millions</i>	2006	2007(P)
New restaurants	87	90-100
Refurbishment/maintenance	9	8
Corporate	2	2
Total⁽¹⁾	98	100-110

(1) - Excludes amounts spent on acquisition of franchise restaurants.

Capital Structure



<i>\$ millions</i>	Q3 2007
Cash	15
Debt	(75)
Equity	359
Book debt/cap	17%

- Own vs. lease
 - currently 50/50
- \$250 million total revolver capacity
 - \$176 million available to fund ongoing growth and franchise acquisitions if needed
- Share repurchases and dividends permitted

Summary

Investor Day



Investor Day Summary: TXRH is well positioned for long term growth.



Track Record of Growth

Experienced Management Team

Focused Operations

Strong Restaurant Economics

Significant Development Opportunities

20% Earnings Growth

We recognize that the short term environment is tough.



- **Sales Momentum Has Slowed**

We are focused on:

- Driving operational execution
(i.e. a consistently great guest experience)
- Driving local store marketing efforts
- Maintaining our value positioning

- **Commodity Inflation**

We are focused on:

- Balancing long vs. short term pricing opportunities
- Looking for ways to improve yields

We recognize that the short term environment is tough.



- **Labor Inflation/Minimum Wage**

We are focused on:

- Maintaining staffing levels and training focus
- Maximizing labor productivity (i.e. new labor management tool)

- **Development Cost Inflation**

We are focused on:

- Annual building & equipment review
- Analysis of bigger/smaller prototypes
- Analysis of location options (i.e. free-standing, in-line, etc.)

Break



Question & Answer





Texas Roadhouse Investor Day

December 4,
2007

