

Equity Research Report June 5, 2024

CONSUMER: Lodging

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Reasons for this report

✓ Our analysis of the most recent weekly US lodging results

Lodging: US RevPAR +1.0% y/y last week. Mediocre results for a leisure-heavy, low relative occupancy, holiday week.

Overall U.S. RevPAR was +1.0% y/y for the week ending 6/1/2024, per STR, below the prior week's result of +3.9% y/y and below the trailing 10-week average of +2.0%.

On a holiday Memorial Day week with relatively light business travel (a relatively heavier leisure week), we are not surprised that RevPAR growth was up slightly y/y. From management meetings today at NAREIT, we would say Memorial Day weekend performance was not a bust but also a reflection of what we suggested in our recent RevPAR Monitor note -- that Americans are seeking value vacations (home or abroad) which is contributing to modest RevPAR growth y/y for summer leisure.

We discourage any major positive read-throughs to midweek occupancy strength in full service (up mid- to high-single digits y/y) as absolute occupancy levels were light in the 50s/60s, ADR was flattish-to-down, and as aforementioned last week was not a big corporate travel week.

Major RevPAR statistics presented below:

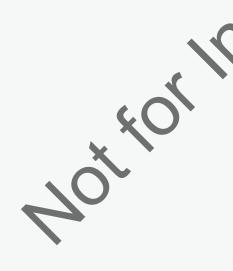
- Luxury RevPAR: +1,9% v/v
- Upper Upscale RevPAR: +2.2% y/y
- Upscale RevPAR: +1.3% v/v
- Upper Midscale RevPAR: +0.5% y/y
- Midscale RevPAR: -1.2% y/y
- · Economy RevPAR: -3.7% y/y
- Independent hotels (~ 1/3rd of the data set) RevPAR: -0.1% y/y; and
- Within Upper Upscale & Luxury class hotels:
 - o Group: +0.9% y/y vs. +10.7% prior week;
 - Transient: +2.2% y/y vs. +4.2% prior week;
- Las Vegas RevPAR: +8.8% y/y
 - As a caveat, we note that many large Strip casino hotel operators do not participate in STR's survey.

Last week's RevPAR details and sequential trends (all comparable information on new STR methodology):

- Headline RevPAR was +1.0% y/y vs. the running 28-day average of +3.7% y/y.
- Occupancy: Absolute occupancy was 62.0% vs. 65.8% for the running 28-day average.
- Absolute Group occupancy: 15.8% last week vs. 21.3% for the running 28 days.

The Lodging stocks:

• Of the lodging stocks our favorite name is Wyndham (WH, Buy). WH has underperformed the hotel C-corps since the initial news about the proposed merger with Choice Hotels (CHH, Hold) last spring. While the proposed merger has ended and investors can once again value WH as a standalone entity going forward, we view WH stock as considerably undervalued. We can also point to an 8-K released by WH on 3/11 in advance of CHH's decision to stop the merger pursuit where WH provided "pillars for standalone growth" representative of \$26 stock price upside by the end of 2025 driven by: 1) continuing a 6% plus historical EBITDA growth, 2) expected \$650M of FCF generation over the next two years, and 3) ability to deploy \$400M of additional leverage capacity based on a net leverage target of 3.5x (substantial cash returns to shareholders as has been the case for years). Additionally and distinctly from the \$26 upside, WH also views an additional \$22



upside per share driven by EBITDA growth that is anticipated to be in the 7-10% range and a re-rating on the multiple (1.0x is worth \$10/share in WH's calculation).

• For the hotel REITS, our favorite name is RHP (Buy). At 80% of its business coming from groups/conventions, RHP has the greatest exposure to this customer segment and has no hotels located in the especially tech-heavy San Francisco area. We add that RHP's hotels are likely benefiting from several "self-help" factors including having properties in better condition than some other big box comparables and convention centers as well as what has proven to be a smart strategy of maintaining their property-level salesforce during the heart of the pandemic.

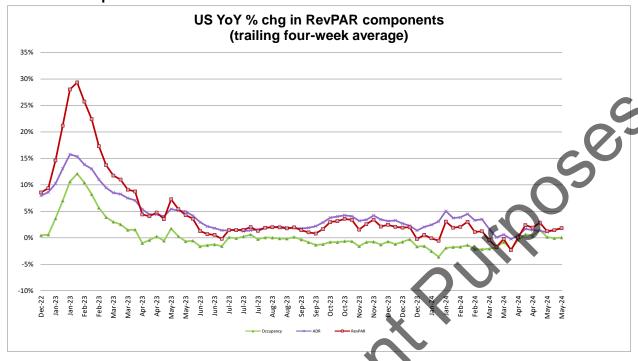


Weekly RevPAR Summary

	Upper	YoY % change in l	Inde- New						
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Mediocre relativ	e results for a leisure-heavy, low we occupancy, holiday week	Luxury and Upper Upscale led	d chainscales New York and Bo	oston led top 5 markets					
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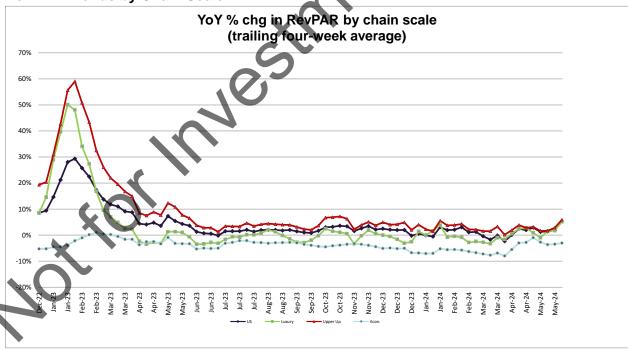
Source: STR data, Truist Securities research

RevPAR Component Trends



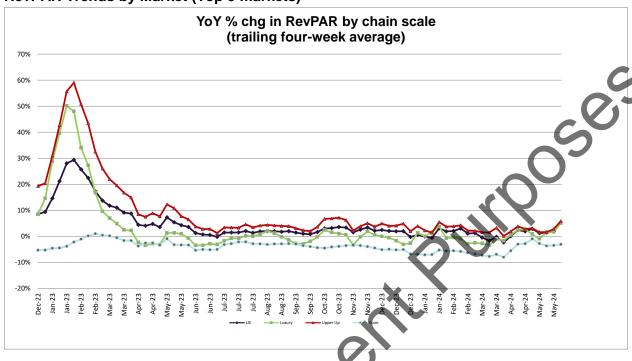
Source: STR data, Truist Securities research

RevPAR Trends by Chain Scale



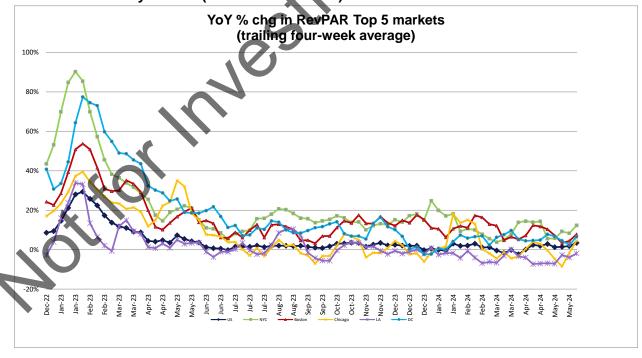
Source: STR data, Truist Securities research

RevPAR Trends by Market (Top 5 markets)



Source: STR data, Truist Securities research

RevPAR Trends by Market (Additional markets)



Source: STR data, Truist Securities research

H: Valuation and Risks

Our price target of \$168 is derived by applying a 15.0x target EV/EBITDA multiple (a blended average of the industry multiples for each business segment) to our estimate for 2025 EBITDA. Our sum-of-the-parts analysis on our 2025 segment multiple assumptions include (12.5x owned EBITDA u/c, 16x fees EBITDA u/c) and other segments/ALG (10-12x, u/c).

Risks to our rating and price target: Lodging recovery takes longer than expected. Planned dispositions take longer than expected. Material labor issues to owned hotels. Regional risks to the Caribbean including material new competitive supply growth. H pipeline growth slower than expected. Apple Leisure Group underperforms Hyatt's guidance.

WH: Valuation and Risks

Our price target of \$105 for WH is based on a 15.0x target EV/EBITDA multiple (in line with portfolio quality/RevPAR relative to peers) of our 2025 EBITDA estimate.

Risks to our rating and price target: Slowdown in development opportunities. Macro demand/pipeline headwinds.

RHP: Valuation and Risks

Our price target of \$130 for RHP is derived by applying a 13.0x target EV/EBITDA multiple to our estimate for 2025 lodging EBITDA and a 16.0x multiple to our Opry/attractions estimate. We view the multiple assignments as appropriate for the quality and unique nature of the portfolios (slight premium to REIT peer average of ~12.0-12.5x on Hospitality).

Risks to our rating and price target include: Group demand returns slower than expected. Property-specific risks given a small portfolio.

CHH: Valuation and Risks

Our price target of \$144 for CHH is derived by applying a 14.0x target EV/EBITDA multiple (slightly above industry average and in the midpoint of CHH's historical trading multiple range) to our estimate for 2025 EBITDA.

Risks to our rating and price target include: Upside risks: conservative guidance, if the economy performs better than expected, outperformance by Radisson. Downside risks: slowdown in development opportunities, high construction costs, newly created brands grow slower than expectations, and underperformance by Radisson.

Companies Mentioned in This Note

Choice Hotels International, Inc. (CHH, \$112.11, Hold, C. Patrick Scholes) Hyatt Hotels Corporation (H, \$144.99, Buy, C. Patrick Scholes) Ryman Hospitality Properties, Inc. (RHP, \$103.92, Buy, C. Patrick Scholes) Wyndham Hotels & Resorts, Inc. (WH, \$69.29, Buy, C. Patrick Scholes)

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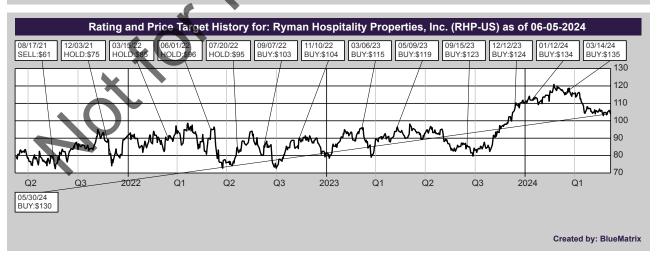
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