

# Lodging - US RevPAR +2.3% Y/Y Last Week; Relatively clean comp

Independent hotels (+3.2%) outperformed the chain scales

#### What's Incremental To Our View

Overall U.S. RevPAR was +2.3% Y/Y for the week ending 6/9/2018, per STR, in-line with the prior week's result of 2.3%. (2-year stacked RevPAR was +3.0% vs. +2.7% in the prior week.) Independent hotels (about 1/3rd of the data set) were +3.2% y/y. Luxury (+2.3%) was the strongest chain scale for branded hotels; Upper Midscale was the weakest at +0.8%. Midscale (+1.8%) also underperformed the overall US hotel industry average. Within Upper Upscale & Luxury class hotels, Group (+0.8% vs. +3.5% prior week) was softer than Transient (+2.1% vs. +2.3% prior week).

## Last week was another generally clean comp (ex-2017 hurricane impact).

- Luxury was once again the top performing chain scale (we believe from the wealth effect). Independent hotels outperformed all chain scales.
- The strongest days of the week were once again likely driven by mid-week Corporate (Monday-Wednesday RevPAR averaging ~ +3.4%), likely reflective of a continued small uptick in business travel for both individual and group business.
- Hurricane-impacted markets had positive albeit mixed performance (see below for detail).

#### RevPAR details:

- Luxury was the strongest chain scale. Upper Midscale and Midscale underperformed by 150 bps and 50 bps, respectively: Luxury RevPAR (+2.3%), Upper Upscale (+1.8%), Upscale (+1.5%), Upper Midscale (+0.8%), Midscale (+1.8%), and Economy (+1.4%). Independent hotels (+3.2%) outperformed headline U.S. RevPAR.
- Within Upper Upscale & Luxury class hotels, Group was softer than Transient: Transient segment (individual business and leisure travelers) RevPAR was +2.1% (vs. +2.3% last week) and Group segment RevPAR was +0.8% (vs. +3.5% last week).
- Boston (+11.3%) was the strongest of the top five markets: Chicago (-0.8%), LA (-2.2%), NYC (+0.9%), and DC (+4.8%).
- Other relevant markets:

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#### What's Inside

Weekly STR results and analysis



- San Francisco was slightly down: RevPAR was -0.7% vs. +3.4% last week. We anticipate y/y comps will be relatively easy in 2Q and 3Q as the Moscone Convention Center's North and South halls were closed from April to August 2017.
- Texas results were positive: Dallas RevPAR was +5.8% (vs. +2.2% last week). Houston RevPAR was +3.1% (vs. +22.6% last week). Note that FEMA has extended the financial assistance for some Texans in Houston hotels through July 1st.
- Hurricane-impacted markets in FL had positive results: Miami (+4.6% vs. +8.3% last week);
   Orlando (+25.7% vs. -2.9% last week).
- Oahu results do not necessarily indicate measurable lift last week from the volcano eruption on the Big Island. Oahu was +1.7% vs. +5.1% running 28 days. Comparatively, U.S. Resort RevPAR was +7.1% last week vs. +2.1% running 28 days. As we previously noted, we believe some of the Big Island hotel demand that chooses to stay on another island may be more likely to stay on Maui or Kauai due to the comparable destination appeal and less likely to stay in/near Waikiki (where the majority of Oahu hotel supply is based).

## The lodging and leisure stocks:

Overall for the stocks, we think the continuation of improving trends signals an opportunity to grind higher and favor hotel owners (REITs) over the managers/franchisors as the hotel owners have the greatest sensitivity to changes in RevPAR. The rule of thumb for earnings sensitivity to a 1 point change in RevPAR is a 5 point change in EBIT for an owned hotel versus a 1 point change in EBIT for a hotel franchisor (a hotel manager falls somewhere between, depending on the degree of incentive management fees in the contract).



## **Weekly RevPAR Summary**

	YoY % change in RevPAR												
			Upper		Upper			Inde-	New				
	U.S.			Upscale		Midscale	Economy	pendent	York	Boston	LA	Chicago	DC
3/24/2018	5.4%	8.8%	5.2%	4.1%			5.1%	4.6%	5.3%	-4.0%	-7.4%		6.8%
3/31/2018	0.7%	17.1%	-6.7%	-2.5%	-3.7%	-0.6%	1.8%	5.6%	20.9%	-7.3%	6.2%	-4.9%	-25.9%
4/7/2018	-2.0%	5.5%	-11.0%	-5.6%	-2.9%	1.2%	1.7%	3.2%	-5.8%	-7.7%	-0.4%	-29.9%	-19.4%
4/14/2018	12.2%	8.2%	21.8%	12.1%	15.0%	11.5%	6.8%	5.3%	-11.5%	9.2%	1.1%	47.3%	30.8%
4/21/2018	8.7%	12.2%	14.4%	8.0%	7.3%	5.9%	4.0%	5.1%	6.7%	-0.7%	4.3%	23.7%	19.5%
4/28/2018	1.7%	5.2%	-0.2%	0.2%	1.4%	2.7%	1.1%	1.8%	7.3%	-10.0%	6.6%	1.7%	1.8%
5/5/2018	3.3%	3.3%	1.8%	1.9%	2.9%	4.4%	2.6%	4.2%	6.6%	-9.4%	-4.0%	-7.9%	-2.2%
5/12/2018	4.4%	4.4%	2.4%	3.5%	3.3%	4.6%	3.0%	6.2%	15.9%	-5.8%	0.4%	2.6%	0.4%
5/19/2018	3.0%	3.1%	2.2%	1.0%	1.6%	2.6%	1.7%	4.9%	8.1%	-0.5%	-5.6%	-1.4%	0.5%
5/26/2018	2.7%	3.4%	1.8%	1.6%	2.3%	3.4%	1.7%	3.2%	0.9%	-4.6%	-1.6%	5.4%	-1.9%
6/2/2018	2.3%	4.0%	3.1%	1.0%	1.1%	1.8%	0.7%	2.6%	2.2%	-3.6%	-6.5%	1.6%	13.7%
6/9/2018	2.3%	2.3%	1.8%	1.5%	0.8%	1.8%	1.4%	3.2%	0.9%	11.3%	-2.2%	-0.8%	4.8%
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1Q15	8.0% 6.5%	6.3%	6.0%	7.0%							7.7% 7.4%		6.3%
2Q15 3Q15	5.9%	5.5% 4.4%	5.4% 4.0%	5.9% 5.7%							11.1%		11.7% 0.3%
4Q15	4.8%	2.7%	3.8%	4.2%							8.3%		2.1%
1Q16	2.7%	1.6%	1.9%	2.2%							16.6%		3.1%
2Q16	3.5%	0.8%	2.9%	3.1%							11.1%		3.5%
3Q16	3.3%	1.5%	2.5%	2.0%							9.3%		5.5%
4Q16	3.2%	1.9%	0.6%	1.2%							6.9%		8.0%
1Q17	3.4%	2.1%	3.0%	1.0%							-2.5%		16.1%
2Q17	2.7%	2.3%	0.6%	0.6%							3.6%		0.8%
3Q17	1.9%	0.5%	-0.7%	0.7%							-1.2%		-0.6%
4Q17	4.2%	4.5%	3.2%	3.8%							4.2%		2.2%
1Q18	3.5%	6.6%	0.9%	2.2%	3.0%	3.8%			7.1%	2.6%	2.7%		-11.0%
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			Upper		Upper			Inde-	New				7

VoV % change in PovPAP

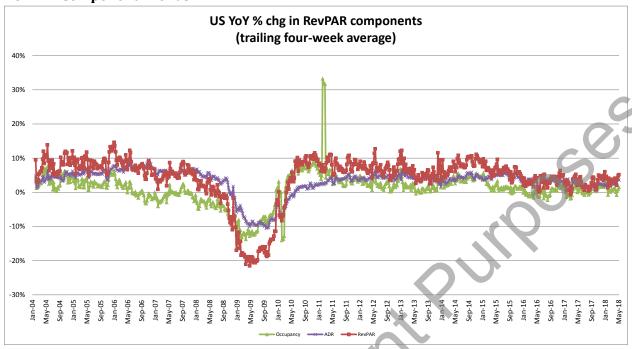
	Relatively clean comp				Luxury	and Midscale	lea the inaus	try		Boston and	DC led the I	op 5 market	•
1Q15	8.0%	6.3%	6.0%	7.0%	8.5%	8.8%	9.2%	8.9%	-4.3%	13.8%	7.7%	11.4%	6.3%
2Q15	6.5%	5.5%	5.4%	5.9%	6.3%	6.6%	6.7%	7.1%	-1.8%	7.1%	7.4%	11.0%	11.7%
3Q15	5.9%	4.4%	4.0%	5.7%	5.7%	6.4%	6.1%	6.8%	0.6%	7.1%	11.1%	5.1%	0.3%
4Q15	4.8%	2.7%	3.8%	4.2%	4.9%	3.7%	4.4%	5.9%	-2.0%	5.3%	8.3%	1.4%	2.1%
1Q16	2.7%	1.6%	1.9%	2.2%	2.0%	0.0%	1.8%	4.0%	-1.2%	-3.0%	16.6%	-4.8%	3.1%
2Q16	3.5%	0.8%	2.9%	3.1%	3.2%	3.2%	3.0%	4.2%	-4.5%	1.5%	11.1%	-1.0%	3.5%
3Q16	3.3%	1.5%	2.5%	2.0%	1.8%	2.5%	3.0%	5.1%	-2.5%	-0.5%	9.3%	1.2%	5.5%
4Q16	3.2%	1.9%	0.6%	1.2%	2.2%	3.9%	4.4%	5.1%	0.9%	-1.6%	6.9%	3.3%	8.0%
1Q17	3.4%	2.1%	3.0%	1.0%	2.4%	3.5%	2.6%	5.2%	-1.3%	-1.1%	-2.5%	1.5%	16.1%
2Q17	2.7%	2.3%	0.6%	0.6%	1.2%	2.4%	3.7%	5.1%	0.2%	4.4%	3.6%	0.8%	0.8%
3Q17	1.9%	0.5%	-0.7%	0.7%	1.8%	3.5%	2.9%	3.1%	-0.9%	-0.2%	-1.2%	-5.0%	-0.6%
4Q17	4.2%	4.5%	3.2%	3.8%	3.9%	3.7%	3.7%	4.1%	0.8%	3.7%	4.2%	-2.5%	2.2%
1Q18	3.5%	6.6%	0.9%	2.2%	3.0%	3.8%	5.3%	3.8%	7.1%	2.6%	2.7%	5.8%	-11.0%

	YoY % change in ADR												
_			Upper		Upper			Inde-	New				
	U.S.	Luxury	Upscale	Upscale	Midscale	Midscale	Economy	pendent	York	Boston	LA	Chicago	DC
3/24/2018	4.4%	7.8%	3.9%	3.2%	3.1%	3.5%	4.2%	4.7%	5.1%	-0.7%	-0.1%	-1.2%	4.3%
3/31/2018	3.6%	14.9%	-1.8%	1.5%	1.3%	3.0%	3.2%	6.5%	15.6%	-5.2%	4.9%	-4.3%	-19.2%
4/7/2018	0.7%	7.7%	-3.3%	-0.8%	0.1%	2.1%	2.6%	3.6%	-2.7%	-4.4%	2.8%	-17.0%	-12.6%
4/14/2018	5.8%	0.8%	10.8%	4.5%	5.6%	4.5%	4.0%	2.8%	-4.9%	4.6%	3.9%	23.8%	20.9%
4/21/2018	5.4%	3.7%	8.1%	4.3%	3.6%	3.1%	3.5%	3.5%	3.3%	-1.2%	4.8%	12.7%	11.7%
4/28/2018	2.3%	5.1%	1.6%	1.8%	1.7%	2.6%	2.7%	2.0%	5.7%	-5.8%	7.4%	2.6%	3.0%
5/5/2018	2.7%	3.8%	1.6%	2.2%	2.1%	3.1%	3.4%	3.1%	3.7%	-4.0%	0.7%	-4.4%	-2.2%
5/12/2018	3.5%	4.7%	2.2%	3.5%	2.4%	3.1%	3.5%	4.5%	8.5%	-1.2%	1.4%	2.6%	1.2%
5/19/2018	3.5%	4.3%	2.8%	2.2%	2.0%	2.8%	3.1%	5.1%	6.7%	0.1%	0.3%	1.3%	1.1%
5/26/2018	2.4%	3.0%	2.7%	2.0%	1.7%	2.4%	1.5%	2.6%	3.2%	-1.6%	1.8%	3.8%	-1.6%
6/2/2018	2.1%	3.2%	1.6%	1.1%	1.0%	1.5%	2.1%	2.5%	2.2%	-3.3%	-0.9%	-0.1%	9.2%
6/9/2018	2.5%	2.3%	2.4%	2.1%	1.2%	1.6%	2.3%	3.1%	2.4%	9.8%	-0.4%	2.1%	3.0%
		•											
1Q15	4.7%	5.8%	4.7%	5.2%	4.7%	4.7%	5.5%	4.7%	-4.1%	7.3%	6.5%	7.1%	1.7%
2Q15	4.8%	4.9%	4.8%	5.3%	4.6%	4.3%	5.4%	4.6%	-1.5%	6.8%	7.1%	9.2%	7.9%
3Q15	4.5%	3.7%	3.6%	5.2%	4.4%	4.6%	5.0%	4.6%	0.3%	7.4%	9.6%	5.3%	-0.1%
4Q15	3.6%	2.3%	3.0%	3.9%	3.5%	3.0%	4.2%	3.8%	-2.3%	3.9%	6.1%	2.3%	1.0%
1Q16	3.2%	1.9%	2.7%	3.2%	2.6%	1.7%	3.3%	3.7%	-3.1%	1.4%	11.3%	-1.9%	1.1%
2Q16	2.9%	1.5%	2.2%	2.9%	2.8%	2.7%		3.0%	-3.1%	3.3%	9.4%	0.3%	2.1%
3Q16	3.4%	1.5%	2.5%	2.7%	2.4%	3.1%	3.6%	4.4%	-2.7%	2.3%	7.5%	1.9%	3.5%
4Q16	2.6%	2.1%	1.4%	2.2%	2.0%	2.2%	3.2%	3.8%	-1.2%	1.3%	5.8%	3.9%	4.1%
1Q17	2.5%	2.3%	2.4%	1.3%	1.6%	1.8%	2.4%	3.5%	-2.2%	0.0%	-0.2%	1.7%	13.6%
2Q17	2.2%	2.2%	1.2%	1.7%	1.5%	2.1%	2.3%	3.5%	-1.5%	4.1%	2.8%	1.5%	2.0%
3Q17	1.4%	1.4%	0.2%	0.8%	1.2%	1.9%	2.4%	2.2%	-2.0%	0.8%	1.8%	-2.4%	0.0%
4Q17	2.4%	2.2%	1.9%	1.8%	1.8%	2.5%	3.4%	2.1%	-0.2%	0.8%	4.6%	-2.0%	2.4%
1Q18	2.5%	4.5%	1.0%	1.7%	2.0%	3.0%	4.0%	3.1%	3.5%	-1.0%	4.0%	1.4%	-9.4%

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				Upper		Upper			Inde-	New				
		U.S.	Luxury	Upscale	Upscale		Midscale	Economy	pendent	York	Boston	LA	Chicago	DC
3/24	/2018	1.0%	0.9%	1.3%	0.9%	1.9%	1.5%	0.8%	-0.1%	0.2%	-3.3%	-7.3%	1.0%	2.4%
3/31	/2018	-2.8%	1.9%	-5.0%	-4.0%	-4.9%	-3.4%	-1.3%	-0.9%	4.6%	-2.2%	1.2%	-0.6%	-8.3%
4/7	/2018	-2.7%	-2.1%	-8.0%	-4.9%	-3.0%	-0.9%	-0.9%	-0.5%	-3.2%	-3.4%	-3.1%	-15.6%	-7.8%
4/14	/2018	6.1%	7.3%	10.0%	7.3%	8.9%	6.7%	2.7%	2.4%	-7.0%	4.4%	-2.7%	19.0%	8.2%
4/21	/2018	3.1%	8.2%	5.8%	3.5%	3.6%	2.7%	0.5%	1.6%	3.3%	0.5%	-0.5%	9.8%	7.0%
4/28	3/2018	-0.6%	0.0%	-1.8%	-1.6%	-0.3%	0.0%	-1.6%	-0.2%	1.5%	-4.4%	-0.8%	-0.9%	-1.1%
5/5	/2018	0.5%	-0.5%	0.2%	-0.3%	0.8%	1.2%	-0.7%	1.1%	2.8%	-5.6%	-4.6%	-3.6%	0.0%
5/12	2/2018	0.8%	-0.3%	0.2%	0.0%	0.9%	1.4%	-0.4%	1.6%	6.8%	-4.6%	-1.0%	0.0%	-0.8%
5/19	9/2018	-0.5%	-1.2%	-0.6%	-1.2%	-0.5%	-0.3%	-1.4%	-0.3%	1.3%	-0.6%	-5.9%	-2.7%	-0.6%
5/26	6/2018	0.3%	0.3%	-0.9%	-0.4%	0.5%	1.0%	0.3%	0.6%	-2.2%	-3.1%	-3.3%	1.5%	-0.2%
6/2	2/2018	0.1%	0.8%	1.4%	-0.1%	0.1%	0.4%	-1.3%	0.1%	0.0%	-0.3%	-5.7%	1.7%	4.1%
6/9	/2018	-0.2%	0.0%	-0.6%	-0.5%	-0.4%	0.3%	-0.9%	0.1%	-1.4%	1.4%	-1.8%	-2.9%	1.7%
_														
	1Q15	3.1%	0.5%	1.3%	1.7%	3.6%	3.9%	3.5%	4.0%	-0.2%	6.1%	1.1%	4.0%	4.6%
	2Q15	1.6%	0.6%	0.5%	0.6%	1.7%	2.2%	1.3%	2.3%		0.3%	0.3%	1.7%	3.5%
	3Q15	1.4%	0.6%	0.4%	0.5%	1.3%	1.8%	1.0%	2.1%	0.2%	-0.3%	1.3%	-0.1%	0.4%
	4Q15	1.2%	0.4%	0.8%	0.2%	1.3%	0.6%	0.2%	2.1%	0.3%	1.4%	2.0%	-0.9%	1.1%
	1Q16	-0.5%	-0.3%	-0.8%	-0.9%	-0.6%	-1.7%	-1.5%	0.3%	2.0%	-4.3%	4.7%	-3.0%	2.0%
	2Q16	0.6%	-0.7%	0.7%	0.2%	0.4%	0.5%	-0.4%	1.2%	-1.4%	-1.7%	1.5%	-1.4%	1.3%
	3Q16	0.0%	0.0%	-0.1%	-0.6%	-0.6%	-0.6%	-0.6%	0.7%	0.3%	-2.8%	1.7%	-0.7%	1.9%
	4Q16	0.6%	-0.2%	-0.8%	-1.0%	0.2%	1.7%	1.2%	1.2%		-2.8%	1.0%	-0.5%	3.7%
	1Q17	0.9%	-0.2%	0.6%	-0.3%	0.7%	1.6%	0.2%	1.6%	1.0%	-1.1%	-2.4%	-0.2%	2.2%
	2Q17	0.5%	0.1%	-0.6%	-1.1%	-0.3%	0.4%	1.4%	1.6%	1.7%	0.3%	0.8%	-0.7%	-1.2%
	3Q17	0.5%	-0.9%	-0.9%	-0.1%	0.6%	1.6%	0.5%	0.9%	1.1%	-1.0%	-2.9%	-2.7%	-0.5%
	4Q17	1.8%	2.2%	1.3%	2.0%	2.1%		0.3%	2.0%		2.8%	-0.3%	-0.5%	-0.2%
	1Q18	0.9%	2.1%	0.0%	0.5%	1.1%	0.9%	1.3%	0.7%	3.5%	3.7%	-1.3%	4.4%	-1.8%

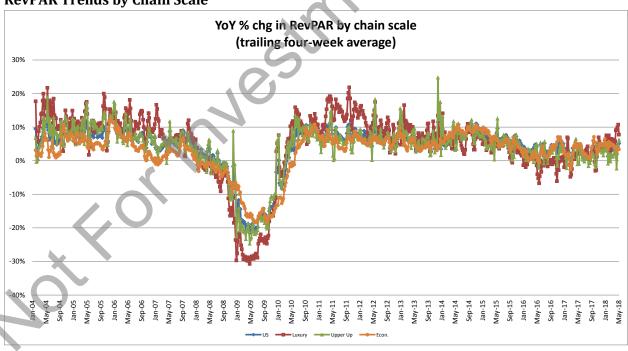
Source: STR data, STRH research

# **RevPAR Component Trends**



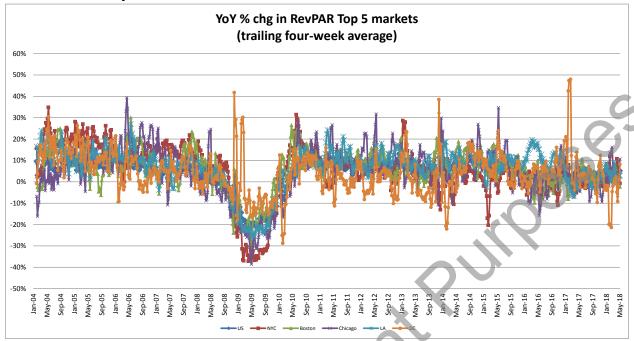
Source: STR data, STRH research

## **RevPAR Trends by Chain Scale**



Source: STR data, STRH research

## **RevPAR Trends by Market**



Source: STR data, STRH research



**Price Target/Risks Summary** 

Ladrica	TVD	Price 6/12/18	Doting	PT*	% upside down- side	2019E EBITDA (\$M)	Target EV/EBITDA	Risks
Lodging	TKR	6/12/18	Rating	PI*	side	(\$IVI)	Multiple	RISKS
								Upside risk: improvement in NY and Chicago markets
								Downside risk: softening of RevPAR trends in Boston or SF. Slowdown
Chesapeake Lodging Trust	CHSP	\$32.03	Hold	\$27	-16%	\$192	12.0X	real estate lending.
								Upside risk: conservative guidance.
Choice Hotels	CHH	\$81.55	Hold	\$85	4%	\$359	15.0X	Downside risk: slowdown in development opportunities.
								Upside risk: specific markets (esp. NYC) perform better than expected
DiamondRock Hospitality	DRH	\$12.26	Hold	\$11	-10%	\$267	11.5X	Downside risk: company unable to locate properties to buy.
								Upside risk: the company increases dividends by more than expected
								NYC outperforms or is sold down at attractive multiples.
								Downside risk: Group underperforms. NYC hotels underperform and
Host Hotels & Resorts	HST	\$21.46	Hold	\$21	-2%	\$1,557	12.5X	asset sales do not happen.
								Upside risk: Transient and group trends outperform expectations
Hyatt Hotels	Н	\$82.92	Hold	\$86	4%	\$802	14.1X	Downside risk: ongoing misexecution and volatility.
								Downside risk: 3rd party induced defaults worsen. Middle market
Bluegreen Vacations Corporation	BXG	\$21.85	Buy	\$24	10%	\$184	9.2X	customers underperform.
								Downside risk: Disruption in a major market (HGV more concentrate
			_					than peers), issues with Japanese customer (HGV more exposed that
Hilton Grand Vacations	HGV	\$39.79	Buy	\$50	26%	\$470	12.0X	peers), difficulty sourcing additional fee-for-service inventory deals
			_					Downside risk: overhang from remaining big sponsor ownership, slowi
Hilton	HLT	\$83.81	Buy	\$95	13%	\$2,279	15.8X	pipeline
		00400	_	00.4	00/	0.400	44.437	Downside risk: membership base erosion as churn outstrips new
LG	ILG	\$34.62	Buy	\$34	-2%	\$436	11.1X	timeshare sales
1 - O - II - I I - I - I - I - I - I - I	1110	<b>COT TO</b>	11-1-1	<b>€</b> 00	400/	<b>@000</b>	40 EV	Upside risk: ability to increase dividend.
LaSalle Hotel Properties	LHO	\$35.50	Hold	\$32	-10%	\$320	12.5X	Downside risk: heavy D.C. exposure.  Upside Risk: Significant U.S macroeconomic improvement results in
								large recovery in transient corporate demand (and consequential >40
								bps RevPAR improvement). Owned assets sell for
								premium prices relative to MAR expectations.
								Downside Risk: 2018 is a recession year in the US. Geopolitical and
Marriott International	MAR	\$139.86	Hold	\$135	-3%	\$0	15.8X	policy risks negatively impact lodging demand.
warrott international	IVIAIX	ψ133.00	Tiolu	ψ100	-570	ΨΟ	13.07	
								Upside risk: continued share repurchases, continued strong execution
								and M&A drive continued outperformance.
Marriott Vacations	VAC	\$122.22	Buy	\$143	17%	\$372	11.2X	Downside risk: M&A story fades and multiples revert to historical leve
viamott vacations	V/10	Ψ122.22	Duy	ψ140	17 70	ψοτΣ	11.27	Downside risk: Significant supply growth and macroeconomic
Park Hotels & Resorts	PK	\$30.69	Buy	\$32	4%	\$753	12.5X	challenges/shocks.
		*******		•	.,,,	V. 11		Upside risk: RevPAR reaccelerates due to macroeconomic
								improvements, leading to estimate revisions and multiple expansion
						10.4		Downside risk: Significant supply growth, struggle to source deals/lov
RLJ Lodging Trust	RLJ	\$22.59	Hold	\$21	-7%	\$550	11.5X	leverage, macroeconomic challenges/demand shocks.
		,				-		Upside risk:recovering group demand better than expected, better mar
						<b>7</b>	,	recovery.
Ryman Hospitality Properties	RHP	\$83.45	Hold	\$70	-16%	\$440	12.3X	Downside risk: booking issues stickier than expected.
· · · ·								Upside risk: Recovery of corporate demand in SHO's markets. Abov
								average group bookings in Orlando and Boston Park Plaza post-meet
				4 6				space expansions.
								Downside risk: Weaker than expected demand trends following capit
Sunstone Hotel Investors	SHO	\$16.64	Hold	\$15	-10%	\$333	12.0X	investment projects.

Source: FactSet, STRH research



#### H: Valuation and Risks

Our price target of \$86 for H is derived by applying a 14.1x target EV/EBITDA multiple (a blended average of the industry multiples for each business segment) to our estimate for 2019 EBITDA. Our valuation model for Hyatt assumes an owned-hotel 2019 EBITDA multiple of 13.0x and a franchise/management fee EBITDA multiple of 15.0x.

Upside risk: transient and group trends outperform expectations.

Downside risk: ongoing misexecution and volatility.

#### **HLT: Valuation and Risks**

We apply a blended multiple of 15.8x (10.5x for Owned/leased and 16.0x for Managed/franchised) to our 2019 adjusted EBITDA estimate to derive a 12-month price target of \$95. This multiple is towards the higher end of the historical range of 10x-16x.

#### Risks include:

**Growth trajectory could disappoint.** Pipeline growth could either slow down or projects scheduled for construction could be cancelled, which would diminish system growth for the firm and disappoint investors.

#### **MAR: Valuation and Risks**

Our price target of \$135 for MAR is derived by applying a 15.8x target EV/EBITDA multiple (a blended average of the industry average multiples for each business segment) to our estimate for 2019 EBITDA.

Upside Risk: Significant U.S macroeconomic improvement results in large recovery in transient corporate demand (and consequential >400 bps RevPAR improvement). Owned assets sell for premium prices relative to MAR expectations.

Downside Risk: 2018 is a recession year in the US. Geopolitical and policy risks negatively impact lodging demand.

## **Companies Mentioned in This Note**

Bluegreen Vacations Corporation (BXG, \$21.85, Buy, C. Patrick Scholes)

Choice Hotels International, Inc. (CHH, \$81.55, Hold, C. Patrick Scholes)

Chesapeake Lodging Trust (CHSP, \$32.03, Hold, C. Patrick Scholes)

DiamondRock Hospitality Company (DRH, \$12.26, Hold, C. Patrick Scholes)

Hyatt Hotels Corporation (H, \$82.92, Hold, C, Patrick Scholes)

Hilton Grand Vacations Inc. (HGV, \$39.79, Buy, C. Patrick Scholes)

Hilton Worldwide Holdings Inc. (HLT, \$83.81, Buy, C. Patrick Scholes)

Host Hotels & Resorts, Inc. (HST, \$21.46, Hold, C. Patrick Scholes)

ILG, Inc. (ILG, \$34.62, Buy, C. Patrick Scholes)

LaSalle Hotel Properties (LHO, \$35.50, Hold, C. Patrick Scholes)

Marriott International, Inc. (MAR, \$139.86, Hold, C. Patrick Scholes)

Park Hotels & Resorts Inc. (PK, \$30.69, Buy, C. Patrick Scholes)

Ryman Hospitality Properties, Inc. (RHP, \$83.45, Hold, C. Patrick Scholes)

RLJ Lodging Trust (RLJ, \$22.59, Hold, C. Patrick Scholes)

Sunstone Hotel Investors, Inc. (SHO, \$16.64, Hold, C. Patrick Scholes)

Marriott Vacations Worldwide Corporation (VAC, \$122.22, Buy, C. Patrick Scholes)



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I, C. Patrick Scholes, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject company(ies) and its (their) securities. I also certify that I have not been, am not, and will not be receiving direct or indirect compensation in exchange for expressing the specific recommendation(s) in this report.

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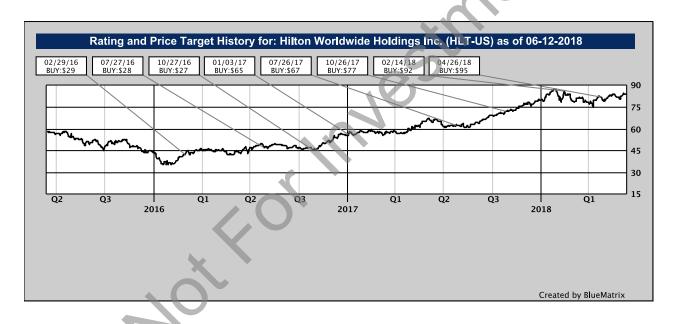
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S = Sell

D = Drop Coverage

CS = Coverage Suspended

NR = Not Rated

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3 designations based on total returns\* within a 12-month period\*\*

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- · Reduce total return ≤ negative 10% (5% for low Beta securities)
- · Neutral total return is within the bounds above
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- · CS Coverage Suspended
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Coverage Univers	е		Investment Banking C	lients Past 1	2 Months
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