

Equity Research Report March 29, 2023

**CONSUMER: Lodging** 

#### C. Patrick Scholes

212-319-3915 Patrick.Scholes@truist.com

#### **Gregory J. Miller**

212-303-4198 Gregory.J.Miller@truist.com

#### **Barry Jonas**

212-590-0998 Barry.Jonas@truist.com

11 Page Document

## Reasons for this report

✓ Our analysis of the most recent weekly US lodging results

# Lodging: US RevPAR +4.1% y/y last week, +12.0% vs. 2019. Group solely driving overall y/y growth.

Overall U.S. RevPAR was +4.1% y/y for the week ending 3/25/2023, per STR, down from the prior week's result of +10.4%, and below the trailing 10-week average of +16.7%. Versus 2019, RevPAR was +12.0%, down from the prior week's result of +20.8%, and above the trailing 10-week average of +10.8%. Last week was a clean comp. We are starting to see harder y/y post-Omicron transient comps (Transient RevPAR for Lux. and Upper Up. was -3.1% y/y last week vs. the trailing 10-wk avg. of 13.1%). As noted in our RevPAR monitor, the resulting growth is then solely derived from strong Group performance (Group Occ. and ADR y/y were +11.7% and +7.2% respectively); benefitting names like RHP (Buy) and Hyatt (H, Buy).

#### Major RevPAR statistics presented below:

- Luxury RevPAR: -3.8% y/y and +13.6% versus 2019;
- Upper Upscale RevPAR: +10.1% y/y and +6.7% versus 2019;
- Upscale RevPAR: +10.0% y/y and +6.4% versus 2019;
- Upper Midscale RevPAR: +6.4% y/y and +11.3% versus 2019;
- Midscale RevPAR: +0.9% y/y and +11.1% versus 2019;
- Economy RevPAR: -3.6% y/y and +10.1% versus 2019;
- Independent hotels (~ 1/3rd of the data set) RevPAR: -2.3% y/y and +15.5% versus 2019; and
- · Within Upper Upscale & Luxury class hotels:
  - o Group: +19.8% y/y vs. +36.1% prior week; versus 2019: +6.3% vs +3.7% prior week
  - Transient: -3.1% y/y vs. +5.5% prior week; versus 2019: +13.8% vs +31.3% prior week
- Las Vegas RevPAR: -2.4% y/y and +31.5% versus 2019.
  - 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 +4.1% y/y vs. the running 28-day average of +9.2% y/y.
- Occupancy: Absolute occupancy was 64.9% vs. 65.0% for the running 28-day average.
- Absolute Group occupancy: 21.3% last week vs. 21.8% for the running 28 days.

We see a mixed bag for demand/pricing/supply trends for the lodging companies at the moment. Similar to the past year in lodging (and many other) stocks, we see "macro over micro" at the moment. We see the main driver/wildcard coming from the economic impact from interest rates and inflation (and perhaps more importantly investor sentiment around these). While the risks from COVID are not zero (e.g. China reopening impact to the worldwide economy and outbound Chinese travel), we believe COVID issues are now secondary to macroeconomic considerations for most investors and for public company executives. We see Hyatt (Buy) as the relative outperformer in our lodging coverage universe for a host of reasons, including continued Caribbean/ leisure outperformance and upcoming accretive asset sales. Leisure travel demand and pricing continues to show significant strength in 2023, a positive read-through for all-inclusive resorts (Buy-rated PLYA, H) and Vacation Ownership (Buy-rated BVH, HGV, TNL, VAC), and Wellness (OSW, Buy, Miller). While we have three Buy-rated Lodging REITS, (PK, RLJ [Miller], RHP), we have a neutral to cautious view on our broader Lodging REIT sector coverage, with Hold-rated DRH, HST, PEB (Miller), and SHO, a

view driven by potential downside pressures on revenues and particularly on operating profit margins.



# **Weekly RevPAR Summary**

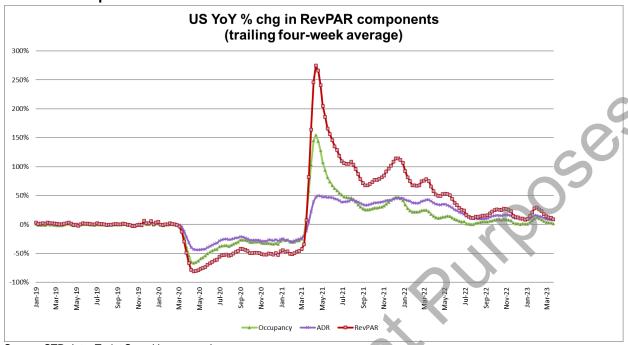
•				•									
	YoY % change in RevPAR												
			Upper		Upper			Inde-	New				
	U.S.	Luxury	Upscale	Upscale	Midscale	Midscale	Economy	pendent	York	Boston	LA	Chicago	DC
12/31/2022	4.2%	2.8%	5.5%	7.4%	5.3%	-0.1%	-1.9%	3.1%	65.3%	17.7%	-6.6%	12.2%	20.2%
1/7/2023	21.8%	42.8%	33.4%	16.2%	7.4%	0.7%	0.2%	33.0%	80.5%	31.4%	32.1%	24.3%	19.3%
1/14/2023	33.1%	68.5%	67.7%	33.3%	18.6%	8.1%	2.2%	27.4%	103.9%	48.7%	51.6%	45.3%	84.7%
1/21/2023	26.2%	34.2%	52.1%	30.5%	18.0%	9.2%	2.3%	21.4%	100.7%	57.4%	24.0%	37.0%	55.4%
1/28/2023	31.9%	44.4%	65.5%	36.4%	22.2%	10.2%	3.2%	23.6%	87.4%	64.4%	32.5%	43.3%	99.9%
2/4/2023	26.6%	35.3%	49.8%	27.9%	17.2%	6.8%	2.0%	25.2%	63.0%	42.6%	28.6%	32.4%	71.2%
2/11/2023	18.9%	16.9%	35.7%	23.3%	14.4%	5.3%	0.9%	14.1%	41.7%	36.1%	-28.4%	24.0%	73.4%
2/18/2023	13.5%	10.1%	24.1%	16.6%	11.4%	4.2%	1.4%	10.2%	49.5%	20.1%	-4.3%	22.4%	48.8%
2/25/2023	11.8%	6.2%	21.6%	15.9%	11.0%	4.5%	0.9%	7.5%	39.1%	21.9%	14.2%	28.8%	46.3%
3/4/2023	12.1%	7.7%	23.3%	15.9%	9.5%	3.0%	-0.6%	8.5%	30.3%	38.0%	18.2%	20.7%	52.2%
3/11/2023	11.1%	8.5%	19.0%	16.6%	10.1%	3.3%	-0.3%	6.3%	32.7%	39.0%	22.4%	22.2%	50.2%
3/18/2023	10.4%	2.1%	14.4%	13.2%	8.1%	2.3%	-1.6%	12.5%	36.4%	40.4%	8.2%	11.8%	47.3%
3/25/2023	4.1%	-3.8%	10.1%	10.0%	6.4%	0.9%	-3.6%	-2.3%	27.8%	14.9%	-8.3%	31.4%	33.4%
	Easy y/y O	micron comps to fade	continue		Upper Ups	scale and Up	scale led the	industry	[	DC and Chi	cago led the	e Top 5 mark	ets
1Q19	1.5%	-0.7%	1.2%	-0.5%	0.4%	-0.1%	1.9%	3.1%	-7.1%	-2.1%	-1.7%	-4.5%	-2.4%
2Q19	1.1%	1.1%	0.5%	-0.4%	0.0%	-0.7%	1.7%	2.4%	-1.8%	4.5%	1.6%	-0.1%	-1.5%
3Q19		1.3%	1.1%	-0.5%	-0.1%	-1.0%		1.6%	-2.2%	-0.4%	-0.2%	-2.2%	4.5%
4Q19		3.6%	1.0%	-0.6%	-1.0%	-2.7%		2.3%	-4.1%	-11.6%	1.1%	-0.7%	5.2%
1Q22		112.3%	127.2%	69.7%	51.0%	38.2%		58.3%	97.1%	137.1%	115.2%	85.1%	58.1%
2Q22		70.2%	82.9%	46.8%	26.2%	15.4%		27.7%	141.2%	172.1%	51.0%	109.5%	145.7%
3Q22		27.7%	36.6%	22.5%	10.8%	3.5%		11.3%	67.4%	59.9%	21.4%	48.1%	54.6%
4Q22	16.3%	19.7%	30.1%	20.5%	11.7%	5.1%	1.4%	12.3%	50.8%	35.8%	11.4%	37.3%	53.2%

					,	YoY % ch	ange in A	ADR					
_			Upper		Upper			Inde-	New	_			
	U.S.	Luxury	Upscale	Upscale	Midscale	Midscale	Economy	pendent	York	Boston	LA	Chicago	DC
12/31/2022	4.4%	0.1%	1.9%	7.0%	4.2%	3.4%	2.1%	3.8%	26.5%	11.0%	-1.8%	5.0%	10.4%
1/7/2023	17.2%	8.9%	12.2%	11.5%	7.0%	5.8%	4.3%	25.2%	22.7%	17.0%	21.6%	11.8%	16.1%
1/14/2023	17.9%	8.3%	17.1%	12.2%	8.1%	6.6%	4.1%	18.1%	23.1%	18.9%	29.9%	15.7%	26.8%
1/21/2023	13.1%	-2.8%	11.2%	11.7%	7.7%	6.2%	4.0%	13.1%	22.7%	20.3%	11.4%	13.1%	22.2%
1/28/2023	15.9%	-1.0%	14.9%	14.3%	9.8%	7.2%	4.6%	14.3%	18.2%	25.3%	12.7%	15.6%	30.7%
2/4/2023	15.1%	-1.4%	12.7%	13.0%	9.0%	5.7%	4.7%	16.7%	12.6%	18.8%	14.0%	13.0%	27.1%
2/11/2023	11.9%	-3.4%	9.6%	13.0%	9.6%	5.9%	4.3%	10.7%	8.5%	15.3%	-28.2%	10.9%	28.3%
2/18/2023	10.0%	-2.4%	9.2%	12.1%	9.3%	5.3%	4.3%	8.3%	14.1%	10.7%	-7.0%	10.3%	22.7%
2/25/2023	7.9%	-2.1%	7.4%	10.1%	7.5%	4.1%	3.4%	6.3%	10.3%	12.2%	7.3%	10.8%	19.1%
3/4/2023	8.9%	0.0%	7.6%	9.9%	7.1%	3.9%	3.7%	8.3%	10.5%	15.9%	8.1%	10.7%	23.2%
3/11/2023	8.1%	0.4%	7.3%	10.5%	7.1%	3.5%	3.6%	6.2%	14.2%	18.6%	13.4%	11.2%	23.4%
3/18/2023	8.9%	-2.6%	7.2%	9.4%	6.4%	3.3%	3.1%	12.8%	20.0%	19.2%	5.2%	7.5%	25.5%
3/25/2023	4.7%	-3.3%	4.8%	7.6%	5.9%	2.7%	2.1%	1.9%	15.3%	6.3%	-2.2%	17.1%	20.9%
1Q19	1.1%	2.2%	2.5%	1.0%	0.8%	-0.2%	-0.3%	1.0%	-3.8%	0.7%	-1.0%	-2.4%	1.5%
2Q19	1.2%	2.5%	1.4%	0.6%	0.7%	-0.2%		1.7%	-1.0%	3.2%	0.8%	-1.7%	0.2%
3Q19	0.8%	1.5%	1.3%	0.2%	-0.1%	-0.5%		1.6%	-1.9%	0.9%	-0.2%	-2.8%	4.0%
4Q19	0.7%	2.4%	0.6%	-0.4%	-0.3%	-1.0%	-1.0%	1.9%	-3.7%	-5.5%	0.3%	-2.2%	3.9%
1Q22	37.5%	21.0%	39.7%	34.1%	27.3%	20.8%	17.3%	34.0%	52.2%	50.5%	61.8%	41.1%	31.7%
2Q22	26.2%	14.3%	29.0%	27.1%	18.9%	14.8%	11.8%	20.5%	69.0%	73.6%	32.9%	53.6%	60.6%
3Q22	11.6%	6.7%	12.6%	13.3%	7.6%	5.9%	4.2%	8.9%	32.6%	30.0%	14.6%	25.4%	25.5%
4Q22	12.0%	6.5%	12.6%	13.7%	8.7%	6.2%	4.5%	10.2%	28.0%	20.5%	8.4%	20.2%	27.9%

		YoY % change in Occupancy												
	_		Upper Upper Inde- N											
		U.S.	Luxury	Upscale	Upscale	Midscale	Midscale	Economy	pendent	York	Boston	LA	Chicago	DC
12/	31/2022	-0.2%	2.7%	3.5%	0.4%	1.0%	-3.5%	-3.9%	-0.7%	30.6%	6.0%	-4.8%	6.8%	8.9%
	1/7/2023	3.9%	31.2%	18.9%	4.1%	0.4%	-4.8%	-4.0%	6.2%	47.1%	12.3%	8.6%	11.2%	2.7%
1/	14/2023	12.9%	55.5%	43.2%	18.8%	9.7%	1.5%	-1.9%	7.9%	65.7%	25.1%	16.7%	25.6%	45.6%
1/	21/2023	11.6%	38.1%	36.7%	16.9%	9.5%	2.8%	-1.6%	7.3%	63.5%	30.8%	11.3%	21.2%	27.2%
1/	28/2023	13.7%	45.8%	44.0%	19.3%	11.3%	2.7%	-1.3%	8.1%	58.6%	31.2%	17.6%	23.9%	52.9%
- 2	2/4/2023	10.0%	37.1%	32.9%	13.2%	7.5%	1.0%	-2.5%	7.2%	44.8%	20.0%	12.8%	17.1%	34.8%
2/	11/2023	6.2%	21.1%	23.9%	9.0%	4.4%	-0.6%	-3.3%	3.1%	30.5%	18.1%	-0.3%	11.8%	35.2%
2/	18/2023	3.2%	12.9%	13.6%	4.0%	1.9%	-1.0%	-2.8%	1.7%	31.0%	8.4%	2.9%	11.0%	21.3%
2/	25/2023	3.6%	8.4%	13.2%	5.3%	3.2%	0.3%	-2.4%	1.1%	26.1%	8.7%	6.4%	16.2%	22.9%
	3/4/2023	3.0%	7.7%	14.6%	5.5%	2.3%	-0.8%	-4.1%	0.2%	17.9%	19.0%	9.3%	9.0%	23.6%
3/	11/2023	2.8%	8.2%	11.0%	5.4%	2.8%	-0.1%	-3.8%	0.1%	16.2%	17.2%	7.9%	9.9%	21.8%
3/	18/2023	1.3%	4.8%	6.8%	3.4%	1.6%	-0.9%	-4.5%	-0.3%	13.6%	17.8%	2.8%	4.0%	17.3%
3/	25/2023	-0.6%	-0.5%	5.1%	2.2%	0.5%	-1.8%	-5.5%	-4.1%	10.8%	8.1%	-6.2%	12.2%	10.4%
	1Q19	0.4%	-2.8%	-1.3%	-1.4%	-0.5%	0.0%	2.3%	2.1%	-3.5%	-2.8%	-0.7%	-2.2%	-3.8%
	2Q19	-0.1%	-1.4%	-0.9%	-1.0%	-0.7%	-0.6%	1.1%	0.7%	-0.7%	1.3%	0.8%	1.7%	-1.7%
	3Q19	-0.1%	-0.2%	-0.2%	-0.7%	0.0%	-0.5%	-0.4%	0.0%	-0.3%	-1.4%	0.1%	0.6%	0.4%
	4Q19	-0.1%	1.2%	0.4%	-0.2%	-0.8%	-1.7%	-0.4%	0.4%	-0.4%	-6.5%	0.8%	1.5%	1.3%
	1Q22	56.2%	54.0%	53.2%	60.3%	59.4%	52.3%	55.5%	54.2%	29.5%	57.6%	33.0%	31.2%	20.1%
	2Q22	10.0%	48.8%	41.8%	15.5%	6.2%	0.5%	-2.6%	5.9%	42.7%	56.7%	13.7%	36.3%	53.0%
	3Q22	4.5%	19.7%	21.3%	8.1%	2.9%	-2.3%		2.2%	26.3%	23.0%	5.9%	18.1%	23.2%
	4Q22	3.8%	12.4%	15.5%	6.0%	2.7%	-1.1%	-2.9%	1.9%	17.8%	12.7%	7.6%	14.2%	19.8%

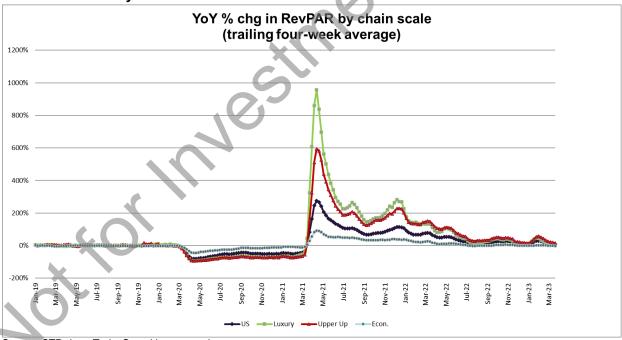
Source: STR data, Truist Securities research

# **RevPAR Component Trends**



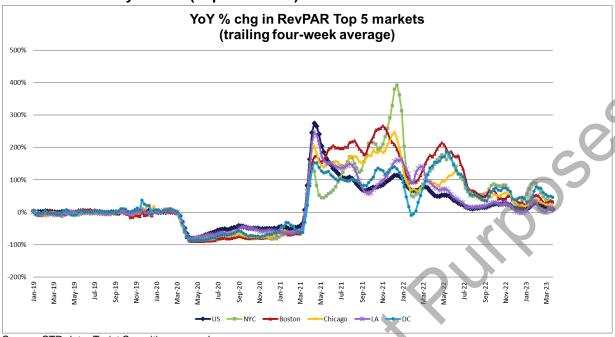
Source: STR data, Truist Securities research

# **RevPAR Trends by Chain Scale**



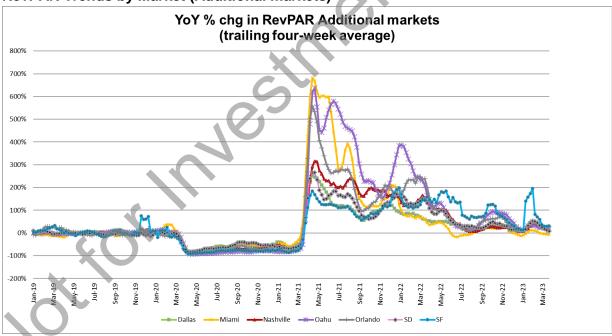
Source: STR data, Truist Securities research

# **RevPAR Trends by Market (Top 5 markets)**



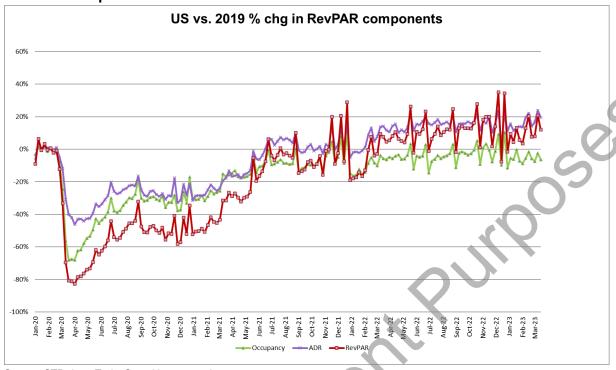
Source: STR data, Truist Securities research

# **RevPAR Trends by Market (Additional markets)**



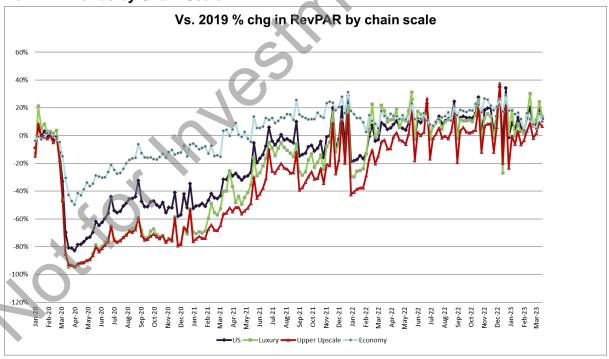
Source: STR data, Truist Securities research

# **RevPAR Component Trends**



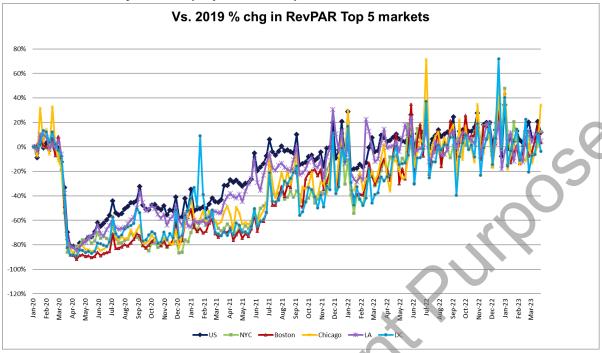
Source: STR data, Truist Securities research

# **RevPAR Trends by Chain Scale**



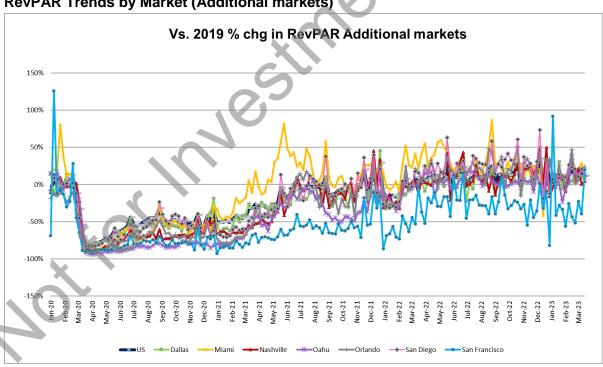
Source: STR data, Truist Securities research

# **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

# **Price Target/Risks Summary**

							es Valuation EB k Based Comp/		As Reported	d/Consensus/Dat 'Headline" EBIT[	ta Aggregator DA		Pills
Lodging	TKR	Price 3/28/23	Rating	PT*	% upside/ down- side	2022A EBITDA (\$M)* **	2023E EBITDA (\$M)* **	2024E EBITDA (\$M)* **	2022A EBITDA (\$M)*	2023E EBITDA (\$M)*	2024E EBITDA (\$M)* **	Target EV/EBITDA Multiple	Risks Note: COVID-19 represents a material risk to our entire coverage especially related to the length/severity of the demand shock.
Bluegreen Vacations	BVH	\$25.56	Buy	\$51	101%	\$136	\$141	\$146	\$140	\$145	\$150	7.2X	Downside risk: controlled company issues, limited cap/float, loan defau and macroeconomic risk.
adogreen vacations	D	Q20.00	Duy	•0.	10170	<b>\$100</b>	V141	Ų140	<b>Q140</b>	<b>\$140</b>	<b>\$100</b>	7.2.0	Upside risk: conservative growth of new brands; market share gains Downside risk: slowdown in development opportunities; market share
Choice Hotels	CHH	\$112.69	Hold	\$132	17%	\$459	\$522	\$533	\$478	\$540	\$552	15.0X	losses.  Upside risk: faster demand improvement in corporate travel than expel Brand changes (e.g. Vail) lead to material EBITDA improvement. Last hotels hold/improve on RevPAR and margins despite the challengin macro. Downside risk: lodging recovery takes longer than expedite.
DiamondRock Hospitality	DRH	\$7.48	Hold	\$11	47%	\$281	\$294	\$297	\$281	\$294	\$297	12.0X	weaker results from ROI projects than forecasted, poor performance recently acquired assets.
lilton	нт	\$132.51	Hold	\$160	21%	\$2,479	\$2,755	\$3,005	\$2,599	\$2,869	\$3,124	16.6X	Upside risk: Macro lodging trends improve beyond expectations. Fa than expected net unit growth. Downside risk: slowing pipeline. De recession.
litton Grand Vacations	HGV	\$42.08	Buy	\$75	78%	\$1,003	\$1,037	\$1,105	\$1,049	\$1,103	\$1,155	9.1X	Downside risk: Disruption in a major market (HGV more concentrated peers), issues with Japanese customer (HGV more exposed than pedifficulty sourcing additional fee-fo-service inventory deals Upside risk: faster demand improvement in corporate/convention travel.
Host Hotels & Resorts	HST	\$15.25	Hold	\$20	31%	\$1,498	\$1,482	\$1,473	\$1,498	\$1,482	\$1,473	12.0X	expected. Dispositions at higher multiple than expected, stronger the expected performance by fusion, lessure sectors or both top-line and downturn with particular impact to large big but hotels, weak recover international travel during the valuation period, macro demand shock acquired resort assets, albor issues. Downside risk; folding recovery takes longer than expected. Planne
													dispositions take longer than expected. Material labor issues to own hotels. Pipeline growth slower than expected. Apple Leisure Grou
lyatt Hotels	Н	\$104.69	Buy	\$145	39%	\$1,004	\$1,136	\$1,236	\$1,065	\$1,206	\$1,310	13.8X	underperforms.  Upside risk: Macro lodging trends improve beyond expectations. Fa
Marriott International	MAR	\$158.98	Hold	\$205	29%	\$3,546	\$3,939	\$4,236	\$3,853	\$4,253	\$4,563	16.7X	than expected net unit growth. Downside risk: slowing pipeline. Deep recession.
Marriott Vacations	VAC	\$127.85	Buy	\$223	75%	\$927	\$935	\$1,006	\$966	\$975	\$1,048	10.4X	Downside risk: M&A story fades and multiples revert to historical let Downside risk: extended industry downturn with particular impact to big box hotels, weak recovery of international travel during the value period especially Oahu, macro demand shock impact to major res
Park Hotels & Resorts	PK	\$11.49	Buy	\$19	65%	\$589	\$636	\$694	\$606	\$653	\$718	12.0X	assets, labor issues.  Upside Risks: Material near-term incremental EBITDA from Legacy assets. Faster than expected San Francisco recovery. Downside Ri Incremental EBITDA from major CapEx investments take longer the
Pebblebrook Hotel Trust***	PEB	\$13.09	Hold	\$18	38%	\$345	\$337	\$394	\$357	\$349	\$405	13.5X	anticipated, contributing to multiple contraction. Very slow recovery in Francisco.
laya Hotels & Resorts	PLYA	\$8.99	Buy	\$13	45%	\$231	\$262	\$271	\$243	\$273	\$282	10.5X	Downside risk: demand shocks, hurricanes, reduced airlift, new sup country-specific risks (emerging market portfolio) Downside risk: Slower than expected recovery of corporate business
RLJ Lodging Trust***	RLJ	\$9.78	Buy	\$15	53%	\$315	\$349	\$371	\$337	\$372	\$395	12.0X	post-COVID; scope/timing and/or upside from repositionings underwh investor expectations
yman Hospitality Properties	RHP	\$82.40	Buy	\$115	40%	\$536	\$611	\$647	\$556	\$641	\$677	13.0X	Downside risk: Group demand slower than expected. Property-spe risks given a small portfolio. Upside risk: faster demand improvement in corporate travel than exp
											>		Opsium risk, laster derination improvement in corporate active risk english. Renovations lead to faster than expected EBITDA improvements. S buys hotels at accretive terms and quickly adds incremental EBITDA A the valuation period. Downside risk: Lodging recovery takes longer expected, labor issues, weak recovery of international travel to gate markets, natural disaster risk. Montage EBITDA stabilizes well lower
unstone Hotel Investors	SHO	\$9.09	Hold	\$11	21%	\$223	\$242	\$248	\$234	\$254	\$260	13.5X	expected.  Downside risks: MTN is subject to prolonged weakness in gener economic conditions, including adverse effects on the overall travel leisure related industries.  Upside risks include a faster economic recovery and investors continu
/ail Resorts, Inc.	MTN	\$219.35	Hold	\$262	20%	\$833	\$848	\$974	\$833	\$848	\$974	13.0X	apply higher target valuation multiples.
ravel + Leisure Co.	TNL	\$36.44	Buy	\$67	83%	\$817	\$887	\$943	\$859	\$931	\$990	8.4X	Downside risk: The timeshare business is especially vulnerable to ecc softness. There are potential execution risks post the spin off. Downside risk: Slowdown in development opportunities. Weaker the
Vyndham Hotels & Resorts	WH	\$64.88	Buy	\$96	48%	\$618	\$616	\$662	\$651	\$655	\$703	15.0X	expected transient trends.

Source: FactSet, Truist Securities research

#### **Companies Mentioned in This Note**

Bluegreen Vacations Holding Corporation (BVH, \$25.56, Buy, C. Patrick Scholes)

The Walt Disney Company (DIS, \$94.82, Buy, Matthew Thornton)

DiamondRock Hospitality Company (DRH, \$7.48, Hold, C. Patrick Scholes)

Hyatt Hotels Corporation (H, \$104.69, Buy, C. Patrick Scholes)

Hilton Grand Vacations Inc. (HGV, \$42.08, Buy, C. Patrick Scholes)

Host Hotels & Resorts, Inc. (HST, \$15.25, Hold, C. Patrick Scholes)

OneSpaWorld Holdings Limited (OSW, \$11.48, Buy, Gregory Miller)

Pebblebrook Hotel Trust (PEB, \$13.09, Hold, Gregory Miller)

Park Hotels & Resorts Inc. (PK, \$11.49, Buy, C. Patrick Scholes)

Playa Hotels & Resorts N.V. (PLYA, \$8.99, Buy, C. Patrick Scholes)

Ryman Hospitality Properties, Inc. (RHP, \$82.40, Buy, C. Patrick Scholes)

RLJ Lodging Trust (RLJ, \$9.78, Buy, Gregory Miller)

Sunstone Hotel Investors, Inc. (SHO, \$9.09, Hold, C. Patrick Scholes)

Travel + Leisure Co. (TNL, \$36.44, Buy, C. Patrick Scholes)

Marriott Vacations Worldwide Corporation (VAC, \$127.85, Buy, C. Patrick Scholes)

### **Analyst Certification**

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.

I, Gregory J. Miller, 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.

### **Required Disclosures**

Analyst compensation is based upon stock price performance, quality of analysis, communication skills, and the overall revenue and profitability of the firm, including investment banking revenue.

As a matter of policy and practice, the firm prohibits the offering of favorable research, a specific research rating or a specific target price as consideration or inducement for the receipt of business or compensation. In addition, associated persons preparing research reports are prohibited from owning securities in the subject companies.

Charts indicating changes in ratings can be found in recent notes and/or reports at our website or by contacting Truist Securities. Please see our disclosures page for more complete information at https://truist.bluematrix.com/sellside/Disclosures.action

#### Truist Securities Ratings System for Equity Securities

#### **Dissemination of Research**

Truist Securities, Inc. ("Truist Securities") seeks to make all reasonable efforts to provide research reports simultaneously to all eligible clients. Reports are available as published in the restricted access area of our website to all eligible clients who have requested a password. Institutional investors, corporates, and members of the Press may also receive our research via third party vendors including: Thomson Reuters, Bloomberg, FactSet, and S&P Capital IQ. Additional distribution may be done by sales personnel via email, fax, or other electronic means, or regular mail.

For access to third party vendors or our Research website: https://truistresearch.bluematrix.com/client/library.jsp

Please email the Research Department at EquityResearchDepartment@truist.com or contact your Truist Securities sales representative.

#### **Truist Securities Rating System for Equity Securities**

Truist Securities, Inc. ("Truist Securities") rates individual equities using a three-tiered system. Each stock is rated relative to the broader market (generally the S&P 500) over the next 12-18 months (unless otherwise indicated).

**Buy (B)** – the stock's total return is expected to outperform the S&P 500 or relevant benchmark over the next 12-18 months (unless otherwise indicated)

**Hold (H)** – the stock's total return is expected to perform in line with the S&P 500 or relevant benchmark over the next 12-18 months (unless otherwise indicated)

**Sell (S)** – the stock's total return is expected to underperform the S&P 500 or relevant benchmark over the next 12-18 months (unless otherwise indicated)

Not Rated (NR) - Truist Securities does not have an investment rating or opinion on the stock

**Coverage Suspended (CS)** – indicates that Truist Securities' rating and/or target price have been temporarily suspended due to applicable regulations and/or Truist Securities Management discretion. The previously published rating and target price should not be relied upon.

Truist Securities analysts have a price target on the stocks that they cover, unless otherwise indicated. The price target represents that analyst's expectation of where the stock will trade in the next 12-18 months (unless otherwise indicated). If an analyst believes that there are insufficient valuation drivers and/or investment catalysts to derive a positive or negative investment view, they may elect with the approval of Truist Securities Research Management not to assign a target price; likewise certain stocks that trade under \$5 may exhibit volatility whereby assigning a price target would be unhelpful to making an investment decision. As such, with Research Management's approval, an analyst may refrain from assigning a target to a sub-\$5 stock.

#### Legend for Rating and Price Target History Charts:

B = Buy

H = Hold

S = Sell

D = Drop Coverage

CS = Coverage Suspended

NR = Not Rated

I = Initiate Coverage

T = Transfer Coverage

Truist Securities ratings distribution (as of 03/29/2023):

Coverage Unive	rse		Investment Banking Clients Past 12 Mon					
Rating	Count	Percent	Rating	Count Percent				
Buy	461	65.11%	Buy	72 15.62%				
Hold	243	34.32%	Hold	33 13.58%				
Sell	4	0.56%	Sell	1 25.00%				

#### **Other Disclosures**

Information contained herein has been derived from sources believed to be reliable but is not guaranteed as to accuracy and does not purport to be a complete analysis of the security, company or industry involved. This report is not to be construed as an offer to sell or a solicitation of an offer to buy any security. Truist Securities, Inc. and/or its officers or employees may have positions in any securities, options, rights or warrants. The firm and/or associated persons may sell to or buy from customers on a principal basis. Investors may be prohibited in certain states from purchasing some over the-counter securities mentioned herein. Opinions expressed are subject to change without notice.

Truist Securities, Inc.'s research is primarily provided to and intended for use by Institutional Accounts as defined in FINRA Rule 4512(c). The term "Institutional Account" shall mean the account of: (1) a bank, savings and loan association, insurance company or registered investment company; (2) an investment adviser registered either with the SEC under Section 203 of the Investment Advisers Act or with a state securities commission (or any agency or office performing like functions); or (3) any other person (whether a natural person, corporation, partnership, trust or otherwise) with total assets of at least \$50 million. In addition, certain affiliates of Truist Securities, Inc., including Truist Investment Services, Inc. (an SEC registered broker-dealer and a member of FINRA, SIPC) and Truist Advisory Services, Inc. (an investment adviser registered with the SEC), may make Truist Securities, Inc. research available, upon request, to certain of their clients from time to time.

Truist Securities, Inc. is a registered broker-dealer and a member of FINRA and SIPC. It is a service mark of Truist Financial Corporation. Truist Securities, Inc. is owned by Truist Financial Corporation and affiliated with Truist Investment Services, Inc. Despite this affiliation, securities recommended, offered, sold by, or held at Truist Securities, Inc. or Truist Investment Services, Inc. (i) are not insured by the Federal Deposit Insurance Corporation; (ii) are not deposits or other obligations of any insured depository institution (including Truist Bank); and (iii) are subject to investment risks, including the possible loss of the principal amount invested. Truist Bank may have a lending relationship with companies mentioned herein.

Please see our Disclosure Database to search by ticker or company name for the current required disclosures, including valuation and risks. Link: https://truist.bluematrix.com/sellside/Disclosures.action

Please visit the Truist Securities equity research library for current reports and the analyst roster with contact information. Link: https://truistresearch.bluematrix.com/client/library.jsp

Truist Securities, Inc., member FINRA and SIPC. Truist, Truist Bank, Truist Securities, Truist Investment Services, and Truist Advisory Services are service marks of Truist Financial Corporation.

If you no longer wish to receive this type of communication, please request removal by sending an email to EquityResearchDepartment@truist.com

© Truist Securities, Inc. 2023. All rights reserved. Reproduction or quotation in whole or part without permission is forbidden.

ADDITIONAL INFORMATION IS AVAILABLE at our website, TruistSecurities.com, or by writing to: Truist Securities, Research Department, 3333 Peachtree Road N.E., Atlanta, GA 30326-1070

