

Lodging

Lodging: US RevPAR -48.4% Y/Y Last Week; Halloween shift helps a tad on the margin

Rising COVID cases not a clear-cut impact to last week's results

What's Incremental To Our View

Overall U.S. RevPAR was -48.4% Y/Y for the week ending 10/31/2020, per STR, softer than the prior week's result of -51.8%. (2-year stacked RevPAR was -48.3% vs. -51.9% in the prior week). Independent hotels (~ 1/3rd of the data set) were -41.0% y/y. Economy (-12.8%) was the relatively strongest chain scale for branded hotels; Luxury was the weakest at -73.0%. Upscale (-52.5%) underperformed the industry average; Upper Midscale (-37.1%) outperformed. Within Upper Upscale & Luxury class hotels, Group (-86.5% vs. -88.5% prior week) was softer than Transient (-58.8% vs. -58.1% prior week).

Last week's results were impacted by the shift of Halloween from Thursday last year to Saturday for 2020. In a normal year, a mid-week Halloween holiday negatively impacts business travel; similarly in 2020 we think the holiday negatively impacted weekend demand. We can support our views with Saturday RevPAR underperformance (-50.2%) and Thursday outperformance (-37.2%) combined with the slightly worse Transient results last week y/y vs. the Running 28 days (-58.8% vs. -56.7%). Group was flat vs. the Running 28 days -- we view some group demand less impacted by Halloween.

• We cannot determine if or to what extent rising COVID cases have impacted recent lodging results.

For the month of October, we estimate that full-service branded domestic hotels (the typical Hilton [HLT, Hold], Hyatt [H, Sell], or Marriott [MAR, Hold] hotel) will finish approximately -70% to -73% for Luxury/Upper Upscale full-service and -54% to -55% for Upscale full-service (our prior estimates were -67% to -73% for Luxury/Upper Upscale and -52% to -57% for Upscale full-service). We estimate that the overall industry will finish approximately -49% (our prior estimate was -48% to -52%). Please note that reported monthly results include hotels that are not in the weekly data set.

Compared to the prior week (ended 10/24), sequential RevPAR trends were sequentially mixed vs. last week's results.

- Headline RevPAR was -48.4% vs. the running 28 day average of -49.6%.
- RevPAR for the weeks ended March 14 through October 24, 2020 were -32.5/-69.5/-80.3/-81.6/-83.6/-79.4/-78.4/-76.8/-74.4/-73.6/

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What's Inside

Weekly STR results and analysis



- -69.9/-62.1/-65.0/-62.6/-60.3/-56.5/-44.8/-54.6/-56.0/-54.8/
- -51.1/-49.4/-46.1/-46.1/-44.5/-32.8/-48.1/-51.6/-51.7/-48.1/ -47.5/-50.3/-51.8%, respectively.
- Occupancy: absolute occupancy of 44.4% was sequentially **softer** than the prior week of 48.0%. Occupancy y/y change of -29.0% is sequentially **stronger** than the prior week of -31.7%.
- ADR: ADR y/y change of -27.4% was sequentially **stronger** than the prior week of -29.4%. (We do not consider sequential changes in absolute ADR material.)
- "Location" RevPAR Y/Y change sequentially mixed vs. the prior week. We still do not see a material corporate demand rebound: Urban (-71.6% vs. -74.5% in the prior week), Suburban (-41.6% vs. -47.3%), Interstate (-18.4% vs. -20.7%), and Resort (-51.7 vs. -50.3%).
 - **Absolute occupancies softer vs. the prior week:** Urban: 35.6% vs. 38.0% in the prior week, Suburban: 48.2% vs. 50.8%, Interstate: 48.7% vs. 52.5%, and Resort: 36.4% vs. 42.1%.
- Open/closed hotels: Per STR 3.0% of the hotel supply is closed (vs. 3.6% in the prior week.).
- Please note there are many hotels that suspended operations/closed and they are not included in the comparisons. Implications are that the headline statistics likely overstate the actual performance of the overall industry.

Last week's RevPAR details:

- Economy was the relatively strongest chain scale: Upscale and Upper Midscale underperformed by 3,970 bps and 2,430 bps, respectively: Luxury RevPAR (-73.0%), Upper Upscale (-72.1%), Upscale (-52.5%), Upper Midscale (-37.1%), Midscale (-23.7%), and Economy (-12.8%). Independent hotels (-41.0%) outperformed the headline U.S. RevPAR.
- Within Upper Upscale & Luxury class hotels, Group underperformed Transient: Transient segment (individual business and leisure travelers) RevPAR was -58.8% (vs. -58.1% last week) and Group segment RevPAR was -86.5% (vs. -88.5% last week).
 - Absolute Group occupancy remains limited: 4.4% last week vs. 4.9% for the running 28 days.
- Los Angeles was the relatively strongest market of the top five markets: Boston (-76.8%), Chicago (-74.2%), Los Angeles (-56.5%), NYC (-78.9%), and Washington, D.C. (-68.9%).
- Other relevant markets:
 - o San Francisco: RevPAR was -76.7% vs. -78.6% last week.
 - Florida market RevPAR:
 - Miami: (-55.1% vs. -57.0% last week).
 - Orlando: (-69.0% vs. -71.4% last week).

The lodging stocks: We expect continued investor disappointment over the next several quarters. The primary driver of our negative stance is our belief in a slower than originally anticipated US RevPAR recovery, with urban business and group-centric hotels unfortunately being in the cross-hairs of the worst of the pain.

• The good news is that leisure travel, especially drive-to leisure, has shown some green shoots over the past four months. For the public companies, we reiterate the companies best relatively positioned here in our coverage universe for drive-to leisure are CHH (Hold) and WH (Buy) (we prefer WH over CHH due to a more attractive comparable valuation) and for the timeshare companies (Hold-rated BXG and Buy-rated HGV, VAC, and WYND). To be clear, like for the business and group-centric hotels, we think the next year will still be very challenging for these companies. That said, in our view, they are relatively better positioned as to not be in the direct cross-hairs of the industry's greatest areas of pain.

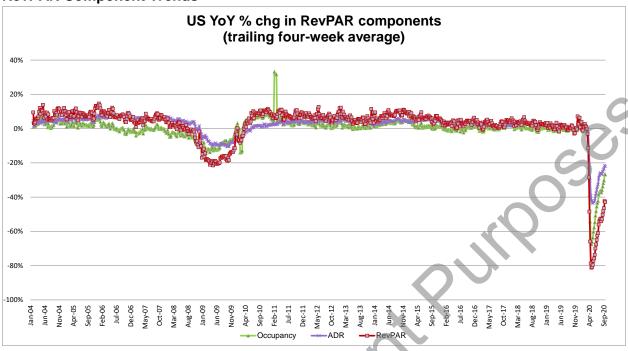
(Our ratings and price targets generally represent our recommendations and forecasts based on a 12 to 18 month outlook. We acknowledge that near term uncertainty and volatility could affect financial inputs to our targets, and the likely multiples the market may pay for those metrics.)

Weekly RevPAR Summary

| _ | | | Upper | | Upper | YoY % | change in | RevPAR Inde- | | | | | |
|----------------------|-------------------------|------------------|----------|------------------|------------------|----------|---------------------------|------------------|-----------------|------------------------------|--------------------------|------------------------------|---------------------------|
| | U.S. | Luxury | Upscale | Upscale | Midscale | Midscale | Economy | | New York | Boston | LA | Chicago | DC |
| 9/12/2020 | -48.1% | -68.9% | -72.0% | -55.9% | -41.3% | -25.7% | -12.6% | -36.5% | -80.7% | -80.9% | -47.0% | -78.9% | -76.79 |
| 9/19/2020 | -51.6% | -73.9% | -75.2% | -57.3% | -41.9% | -28.0% | -15.7% | -43.1% | -83.2% | -82.7% | -54.1% | -78.6% | -75.79 |
| 9/26/2020 | -51.7% | -74.9% | -74.6% | -57.4% | -41.3% | -27.6% | -15.9% | -43.4% | -85.5% | -80.3% | -52.2% | -77.2% | -71.89 |
| 10/3/2020 | -48.1% | -69.4% | -72.4% | -53.7% | -38.5% | -26.1% | -15.6% | -39.5% | -79.1% | -77.1% | -49.8% | -72.4% | -68.89 |
| 10/10/2020 | -47.5% | -68.6% | -70.8% | -53.2% | -38.7% | -26.2% | -17.4% | -38.4% | -78.7% | -75.4% | -52.0% | -76.0% | -70.19 |
| 10/17/2020 | -50.3% | -72.3% | -72.7% | -55.6% | -39.8% | -27.0% | -17.8% | -41.8% | • | -78.1% | -56.9% | -78.5% | -78.19 |
| 10/24/2020 | -51.8% | -73.8% | -74.1% | -56.6% | -41.2% | -26.9% | -15.4% | -43.5% | | -80.5% | -60.4% | -79.0% | -77.29 |
| 10/31/2020 | -48.4% | -73.0% | -72.1% | -52.5% | -37.1% | -23.7% | -12.8% | -41.0% | | -76.8% | -56.5% | -74.2% | -68.99 |
| | | | | | | | | | | | | ,, | _ |
| | Hallow | een calend | ar shift | | Econor | | ale led the in ive basis) | dustry (on a | LA | and DC led t basis; all m | | arkets (on a remely negative | |
| 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% | -11.09 |
| 2Q18 | 4.0% | 4.9% | 3.4% | 2.8% | 3.0% | 4.1% | 3.1% | 4.6% | | -1.2% | 0.6% | 4.0% | 3.19 |
| 3Q18 | 1.7% | 3.3% | 1.9% | 0.8% | -0.5% | 0.1% | 1.8% | 2.2% | | 2.8% | 1.3% | 7.5% | -3.49 |
| 4Q18 | 2.4% | 3.0% | 1.1% | 0.0% | 0.5% | 1.3% | 2.9% | 4.9% | 3.5% | 12.2% | 3.0% | 2.8% | -3.49 |
| 1Q19 | 1.5% | -0.7% | 1.2% | -0.5% | 0.4% | -0.1% | 1.9% | 3.1% | | -2.1% | -1.7% | -4.5% | -2.49 |
| 2Q19 | 1.1% | 1.1% | 0.5% | -0.4% | 0.0% | -0.7% | 1.7% | 2.4% | | 4.5% | 1.6% | -0.1% | -1.59 |
| 3Q19 | 0.7% | 1.3% | 1.1% | -0.5% | -0.1% | -1.0% | -0.9% | 1.6% | | -0.4% | -0.2% | -2.2% | 4.59 |
| 4Q19 | 0.7% | 3.6% | 1.0% | -0.6% | -1.0% | -2.7% | -1.5% | 2.3% | -4.1% | -11.6% | 1.1% | -0.7% | 5.29 |
| 1Q20 | -19.3% | -21.4% | -23.1% | -20.8% | -19.1% | -16.8% | -11.2% | -16.7% | | -24.5% | -19.3% | -21.0% | -23.29 |
| 2Q20 | -69.9% | -86.8% | -86.7% | -74.8% | -65.4% | -51.3% | -35.0% | -65.2% | | -88.2% | -74.5% | -83.7% | -83.79 |
| 3Q20 | -48.5% | -72.0% | -71.8% | -55.2% | -41.7% | -29.7% | -19.0% | -39.0% | | -79.1% | -58.4% | -73.4% | -68.09 |
| | | | | | | | · - b | - ADD | | | | | |
| _ | | 1 | Upper | 111- | Upper | | % change | Inde- | NVI | Destan | | 01.1 | |
| 0/40/0000 | U.S. | Luxury | Upscale | Upscale | Midscale | Midscale | | | New York | Boston | LA | Chicago | DC |
| 9/12/2020 | -25.5% | -16.4% | -30.8% | -27.2% | -17.2% | -8.8% | -5.2% | -17.3% | | -52.0% | -24.1% | -51.2% | -46.59 |
| 9/19/2020 | -28.9% | -21.5% | -33.7% | -28.9% | -18.8% | -10.4% | -7.1% | -22.6% | | -54.7% | -27.9% | -49.4% | -45.99 |
| 9/26/2020 | -29.6% | -26.1% | -34.2% | -29.5% | -19.0% | -10.4% | -7.1% | -23.2% | -64.0% | -52.4% | -25.4% | -48.7% | -43.89 |
| 10/3/2020 | -26.3% | -14.6% | -30.8% | -26.6% | -17.7% | -10.2% | -6.2% | -19.5% | -52.6% | -48.6% | -23.9% | -43.0% | -40.29 |
| 10/10/2020 | -25.9% | -16.9% | -29.8% | -26.8% | -18.0% | -10.6% | -7.3% | -18.9% | -51.0% | -48.1% | -24.2% | -46.7% | -39.59 |
| 10/17/2020 | -28.3% | -22.2% | -33.1% | -28.8% | -18.7% | -10.3% | -7.2% | -21.1% | -57.2% | -51.6% | -28.1% | -50.7% | -52.19 |
| 10/24/2020 | -29.4% | -21.4% | -33.9% | -29.3% | -19.1% | -10.1% | | | | -54.7% | -31.6% | -50.7% | -49.59 |
| 10/31/2020 | -27.4% | -20.4% | -31.7% | -26.3% | -17.1% | -9.6% | -5.5% | -21.2% | • | -48.7% | -30.2% | -44.5% | -39.19 |
| . 0,0 1,2020 | | | 0170 | 20.070 | , | 0.010 | 0.070 | 2270 | 02.070 | 10.1.70 | 00.270 | 11.070 | 00 |
| 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% | -9.49 |
| 2Q18 | 2.9% | 3.5% | 2.9% | 2.4% | 2.1% | 2.6% | 2.7% | 3.1% | | -0.1% | 2.1% | 3.3% | 2.49 |
| 3Q18 | 2.1% | 3.3% | 2.4% | 1.8% | 1.2% | 1.3% | 1.2% | 1.9% | 1.2% | 1.9% | 1.1% | 6.7% | -0.89 |
| 4Q18 | 2.0% | 3.7% | 2.2% | 1.6% | 1.1% | 0.9% | 0.6% | 2.9% | 3.4% | 5.6% | 1.4% | 2.2% | -2.19 |
| 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% | 1.59 |
| 2Q19 | 1.2% | 2.5% | 1.4% | 0.6% | 0.7% | -0.2% | 0.6% | 1.7% | -1.0% | 3.2% | 0.8% | -1.7% | 0.29 |
| 3Q19 | 0.8% | 1.5% | 1.3% | 0.2% | -0.1% | -0.5% | -0.5% | 1.6% | -1.9% | 0.9% | -0.2% | -2.8% | 4.09 |
| 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% | 3.99 |
| 1Q20 | -4.0% | 1.6% | -1.4% | -2.9% | -3.1% | -3.8% | -3.8% | -2.3% | -8.6% | -6.2% | -2.7% | -2.6% | -6.89 |
| 2Q20 | -37.1% | -22.0% | -34.0% | -30.0% | -23.1% | -17.1% | -14.6% | -34.8% | -52.3% | -56.9% | -40.5% | -53.7% | -48.89 |
| 3Q20 | -24.1% | -12.6% | -25.6% | -24.2% | -17.3% | -11.6% | -9.4% | -16.1% | -47.7% | -47.3% | -31.6% | -43.2% | -34.59 |
| | | | | | | YoY % cl | nange in C | Occupano | ;y | | | | |
| | | Long | Upper | Unacete | Upper | Mida I | F | Inde- | Naw V | Deat | | Chia | P.0 |
| 0/42/2020 | U.S. -30 <u>.2</u> % | Luxury | Upscale | Upscale | | | | | New York | | 20 20/ | Chicago | DC |
| 9/12/2020 | -30.2% -31.9% | -62.7% -66.8% | _ | -39.4% | -29.1% | -18.5% | -7.8% -0.3% | -23.3% -26.5% | | -60.3% -61.8% | -30.2% -36.4% | -56.8% -57.7% | -56.4° |
| 9/19/2020 | | -66.0% | -62.5% | -40.0% -30.6% | -28.4% -27.6% | -19.7% | -9.3% -0.5% | -26.5% | | | -36.4% | -57.7% -55.4% | -55.19 |
| 9/26/2020 | -31.5% | | | -39.6% | -27.6% | -19.2% | -9.5% | -26.3% | | -58.7% | -35.9% | -55.4% | -49.99 |
| 10/3/2020 | -29.6% | -64.2% | -60.2% | -36.9% | -25.3% | -17.7% | -10.0% | -24.8% | | -55.5% | -34.0% | -51.5% | -47.99 |
| 10/10/2020 | -29.2% | -62.2% | -58.4% | -36.1% | -25.3% | -17.5% | -11.0% | -24.0% | | -52.6% | -36.6% | -54.9% | -50.59 |
| 10/17/2020 | -30.7% | -64.4% | -59.2% | -37.6% | -26.0% | -18.6% | -11.5% | -26.2% | | -54.8% | -40.0% | -56.4% | -54.49 |
| 10/24/2020 | -31.7% | -66.7% | -60.9% | -38.6% | -27.3% | -18.6% | -9.9% | -26.9% | | -57.0% | -42.1% | -57.4% | -54.79 |
| 10/31/2020 | -29.0% | -66.1% | -59.1% | -35.6% | -24.1% | -15.5% | -7.7% | -25.1% | -55.6% | -54.8% | -37.8% | -53.5% | -49.09 |
| 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 |
| 2Q18 | 1.1% | 1.3% | 0.5% | 0.4% | 0.9% | 1.5% | 0.4% | 1.5% | | -1.1% | -1.4% | 0.7% | 0.79 |
| 3Q18 | -0.4% | 0.0% | -0.5% | -1.0% | -1.7% | -1.1% | 0.5% | 0.3% | | 0.9% | 0.2% | 0.7% | -2.69 |
| 4Q18 | 0.4% | -0.7% | -1.1% | -1.6% | -0.6% | 0.4% | 2.3% | 1.9% | 0.1% | 6.3% | 1.6% | 0.6% | -1.3 |
| 1Q19 | 0.4% | -2.8% | -1.3% | -1.4% | -0.5% | 0.0% | 2.3% | 2.1% | | -2.8% | -0.7% | -2.2% | -3.8 |
| | -0.1% | -1.4% | -0.9% | -1.0% | -0.7% | -0.6% | 1.1% | 0.7% | | 1.3% | 0.8% | 1.7% | -1.7 |
| | | -0.2% | -0.2% | -0.7% | 0.0% | -0.5% | -0.4% | 0.0% | | -1.4% | 0.1% | 0.6% | 0.49 |
| 2Q19 | -().1%1 | | | | | | | | | | | | |
| 2Q19 3Q19 | -0.1% -0.1% | | | | | | | | | | 0.8% | | |
| 2Q19 3Q19 4Q19 | -0.1% | 1.2% | 0.4% | -0.2% | -0.8% | -1.7% | -0.4% | 0.4% | -0.4% | -6.5% | 0.8% -17.1% | 1.5% | 1.39 |
| 2Q19 3Q19 | | | | | | | | | -0.4% -21.3% | | 0.8% -17.1% -57.1% | | -1.39 -17.69 -68.29 |

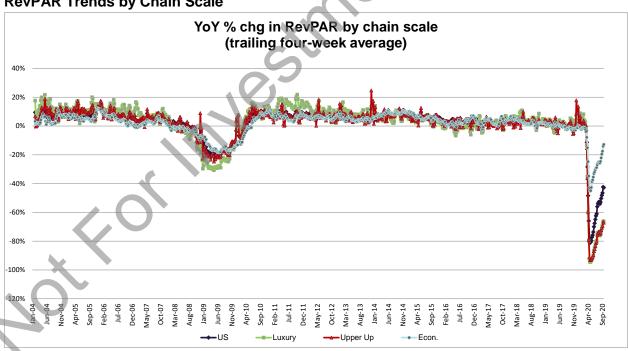
Source: STR data, Truist Securities research

RevPAR Component Trends



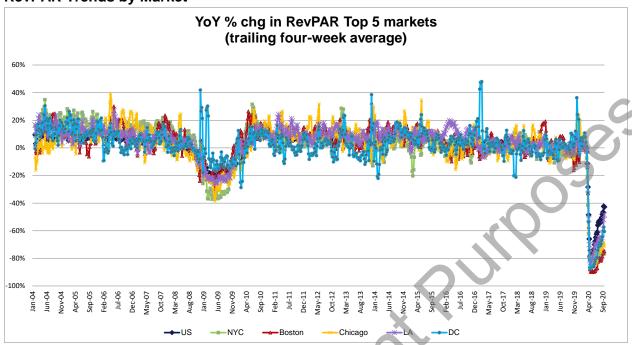
Source: STR data, Truist Securities research

RevPAR Trends by Chain Scale



Source: STR data, Truist Securities research

RevPAR Trends by Market



Source: STR data, Truist Securities research



Price Target/Risks Summary

| | | Price | | | % upside down- | 2021E Valuation EBITDA | 2022E Valuation EBITDA | 2021E As Reported EBITDA | 2022E As Reported EBITDA | Target EV/EBITDA | |
|---|--------------|-------------|------------|-------------|-------------------|------------------------------|------------------------------|--------------------------------|--------------------------------|---------------------|---|
| _odging | TKR | 11/3/20 | Rating | PT* | side | (\$M)* ** | (\$M)* ** | (\$M)* | (\$M)* | Multiple | especially related to the length/severity of the demand shock. |
| | | | | | | | | | | | Upside risk: Accelerating tour flow, FCF generation and decliining consume |
| | | | | | | | | | | | defaults. Downside risk: 3rd party induced defaults worsen. Middle marke |
| Bluegreen Vacations | BXG | \$4.92 | Hold | \$6 | 26% | \$95 | \$111 | \$95 | \$111 | 6.1X | customers underperform. |
| | | | | | | | | | | | Upside risk: conservative growth of new brands. |
| Choice Hotels | CHH | \$90.02 | Hold | \$84 | -7% | \$329 | \$376 | \$329 | \$376 | 14.0X | Downside risk: slowdown in development opportunities. |
| | | | | | | | | | | | Upside risk: faster demand improvement in corporate travel than expected |
| DiamondRock Hospitality | DRH | \$5.27 | Sell | \$4 | -24% | \$51 | \$161 | \$51 | \$162 | 11.5X | Brand changes (e.g. Vail) lead to material EBITDA improvement. Leisure ho hold/improve on RevPAR and margins despite the challenging macro. |
| namonarcock mospitality | DIXII | ψ0.Z1 | Jeil | 94 | -2470 | ΨΟΙ | ΨΙΟΙ | ΨΟΙ | \$102 | 11.57 | Told/improve on New Art and margins despite the challenging macro. |
| | | | | | | | | | | | Upside risk: Macro lodging trends improve beyond expectations. Faster the |
| Hilton | HLT | \$90.65 | Hold | \$79 | -13% | \$1,539 | \$1,980 | \$1,637 | \$2,062 | 14.9X | expected net unit growth. Downside risk: slowing pipeline. Deep 2022 recess |
| | | | | | | | | | | | Downside risk: Disruption in a major market (HGV more concentrated that |
| | | | | | | | | | | | peers), issues with Japanese customer (HGV more exposed than peers), |
| Hilton Grand Vacations | HGV | \$23.20 | Buy | \$25 | 6% | \$247 | \$342 | \$263 | \$377 | 9.4X | difficulty sourcing additional fee-for-service inventory deals |
| Host Hotels & Resorts | HST | \$11.38 | Sell | \$8 | -30% | \$242 | \$802 | \$242 | \$802 | 12.0X | Upside risk: faster demand improvement in corporate travel than expected Dispositions at higher multiple than expected (incl. NYC). |
| lost noteis & Resorts | пот | \$11.30 | Jeii | φο | *30 /6 | Φ24Z | \$00Z | φ242 | \$60Z | 12.07 | Upside risk: Transient and group trends outperform expectations, particularly |
| | | | | | | | | | | | owned hotels. Material disposition of owned hotels. Faster than expected |
| lyatt Hotels | н | \$58.33 | Sell | \$42 | -28% | \$119 | \$485 | \$145 | \$514 | 13.4X | improvement in net rooms growth. |
| , | | | | | | • | | • | | | Upside risk: Macro lodging trends improve beyond expectations. Faster th |
| | | | | | | | | | | | expected net unit growth. Disposition of owned hotels at attractive pricing |
| Marriott International | MAR | \$96.09 | Hold | \$94 | -2% | \$1,939 | \$2,604 | \$2,160 | \$2,831 | 14.8X | Downside risk: slowing pipeline. Deep 2022 recession. |
| Marriott Vacations | VAC | \$102.49 | Buy | \$120 | 17% | \$576 | \$687 | \$604 | \$715 | 9.5X | Downside risk: M&A story fades and multiples revert to historical levels |
| | | | | | | | | | | | Upside risk: faster demand improvement in corporate travel than expected. Dispositions at higher multiple than expected. CHSP revenue and asset |
| Park Hotels & Resorts | PK | \$10.79 | Sell | \$7 | -35% | \$174 | \$518 | \$186 | \$530 | 12.0X | management strategies lead to faster than expected EBITDA gains. |
| alk Hotels & Resolts | FK | \$10.79 | Jeii | φı | *33 /6 | \$174 | φ516 | \$100 | \$330 | 12.07 | Upside Risks: Material near-term incremental EBITDA from Legacy LHO as |
| | | | | | | | | | | | Downside Risks: Planned asset sales do not materialize as expected and/o |
| | | | | | | | | | | | lower-than-expected pricing. Incremental EBITDA from major CapEx investr |
| | | | | | | | | | | | take longer than anticipated, resulting in multiple contraction. Very slow reco |
| Pebblebrook Hotel Trust*** | PEB | \$12.93 | Hold | \$11 | -15% | \$59 | \$296 | \$59 | \$296 | 14.5X | in San Francisco. |
| | | | | | | | | | | | Upside risk: quicker recovery post-COVID, Cap Cana group strength/rate gr |
| | DI 1/4 | 04.40 | | *** | 500/ | 000 | 0440 | 0400 | 0450 | 0.51/ | in the D.R. Downside risk: demand shock, hurricanes, slow ramp up of C Cana, country-specific risks (emerging market portfolio) |
| Playa Hotels & Resorts | PLYA | \$4.19 | Hold | \$2 | -52% | \$92 | \$148 | \$103 | \$159 | 9.5X | Upside risk: RevPAR reaccelerates faster than expected, leading to estim |
| | | | | | | | | | | | revisions and multiple expansion. Wyndham hotels are repositioned earlier in |
| | | | | | | | | | | | 2022 valuation period and incremental EBITDA is more material than ou |
| | | | | | | | | | | | expectations. Downside risk: Lower customer demand/operational inefficie |
| LJ Lodging Trust*** | RLJ | \$8.95 | Hold | \$8 | -11% | \$105 | \$297 | \$117 | \$309 | 11.5X | for select-service hotels. |
| | | | | | | | | | | | Upside risk: recovering group and Entertainment demand faster than expen |
| tyman Hospitality Properties | RHP | \$40.86 | Sell | \$23 | -44% | \$108 | \$296 | \$135 | \$324 | 12.0X | better margin recovery. |
| | 0110 | 00.00 | 0 " | *** | 000/ | | 0404 | | 2121 | 44.50 | Upside risk: faster demand improvement in corporate travel than expecte |
| Sunstone Hotel Investors | SHO | \$8.09 | Sell | \$6 | -26% | \$111 | \$194 | \$111 | \$194 | 11.5X | Renovations lead to faster than expected EBITDA improvements. Downside risk: Economic conditions, competition for vacation and ski dolla |
| 'ail Resorts, Inc. | MTN | \$232.26 | Buv | \$243 | 5% | \$765 | \$765 | \$811 | \$811 | 14.5X | stagnant skier visitation, an aging customer, and climate change. |
| aii Nesorts, inc. | IVITIA | Ψ232.20 | Duy | ΨZ-13 | 370 | Ψ100 | Ψ/03 | 9011 | \$011 | ITOK | Downside risk: The timeshare business is especially vulnerable to econor |
| Vyndham Destinations | WYND | \$35.10 | Buy | \$41 | 16% | \$681 | \$738 | \$709 | \$766 | 7.3X | softness. There are potential execution risks post the spin off. |
| | | | | | | | | | | | Downside risk: Slowdown in development opportunities. La Quinta synerg |
| Vyndham Hotels & Resorts | WH | \$50.41 | Buy | \$51 | 1% | \$402 | \$529 | \$422 | \$551 | 13.0X | below expectations. |
| All of our Lodging price targets a | ro dorivad l | av oppleine | a target E | WEDITE | A multiple t | o our optimate f | 2020 ERITOA | | | | |
| All of our Lodging price targets at * Valuation EBITDA excludes sele | | | | | | | | | | | |
| * Covered by Gregory J. Miller - | | | | iriciaulity | SIUCH*Dase | u compensation | | | | | |

Source: FactSet, Truist Securities research



Companies Mentioned in This Note

Bluegreen Vacations Corporation (BXG, \$4.92, Hold, C. Patrick Scholes)

Choice Hotels International, Inc. (CHH, \$90.02, Hold, C. Patrick Scholes)

DiamondRock Hospitality Company (DRH, \$5.27, Sell, C. Patrick Scholes)

Hyatt Hotels Corporation (H, \$58.33, Sell, C. Patrick Scholes)

Hilton Grand Vacations Inc. (HGV, \$23.20, Buy, C. Patrick Scholes)

Hilton Worldwide Holdings Inc. (HLT, \$90.65, Hold, C. Patrick Scholes)

Host Hotels & Resorts, Inc. (HST, \$11.38, Sell, C. Patrick Scholes)

Marriott International, Inc. (MAR, \$92.90, Hold, C. Patrick Scholes)

Vail Resorts, Inc. (MTN, \$230.29, Buy, C. Patrick Scholes)

Pebblebrook Hotel Trust (PEB, \$12.39, Hold, Gregory Miller)

Park Hotels & Resorts Inc. (PK, \$10.17, Sell, C. Patrick Scholes)

Playa Hotels & Resorts N.V. (PLYA, \$3.96, Hold, C. Patrick Scholes)

Ryman Hospitality Properties, Inc. (RHP, \$40.86, Sell, C. Patrick Scholes)

RLJ Lodging Trust (RLJ, \$8.49, Hold, Gregory Miller)

Sunstone Hotel Investors, Inc. (SHO, \$7.66, Sell, C. Patrick Scholes)

Marriott Vacations Worldwide Corporation (VAC, \$98.62, Buy, C. Patrick Scholes)

Wyndham Hotels & Resorts, Inc. (WH, \$48.19, Buy, C. Patrick Scholes)

Wyndham Destinations, Inc. (WYND, \$33.33, 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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|------------------|-------|---------|---|-------|---------|--|--|--|
| Rating | Count | Percent | Rating | Count | Percent | | | |
| Buy | 467 | 66.81% | Buy | 161 | 34.48% | | | |
| Hold | 219 | 31.33% | Hold | 60 | 27.40% | | | |
| Sell | 13 | 1.86% | Sell | 3 | 23.08% | | | |

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