

Investor Presentation

July 24, 2024

ECHOSUITES

ECHO Suites Extended Stay by Wyndham
Spartanburg, South Carolina, USA
Opened June 2024

WYNDHAM
HOTELS & RESORTS

Introduction to Wyndham Hotels & Resorts

Largest
hotel franchisor
worldwide^(a)

Leading brands
in the resilient
select-service
segment

Asset-light
business model
generating
significant free cash
flow

Primarily
leisure-focused,
“drive to” portfolio
of hotels

~9,200
Hotels

~885,000
Current Rooms

~245,000
Rooms in the
Pipeline

95+
Countries

25
Brands

~110M
Loyalty Members

~90%
Drive to Destinations

~70%
Leisure Guest Mix

WH Investment Thesis

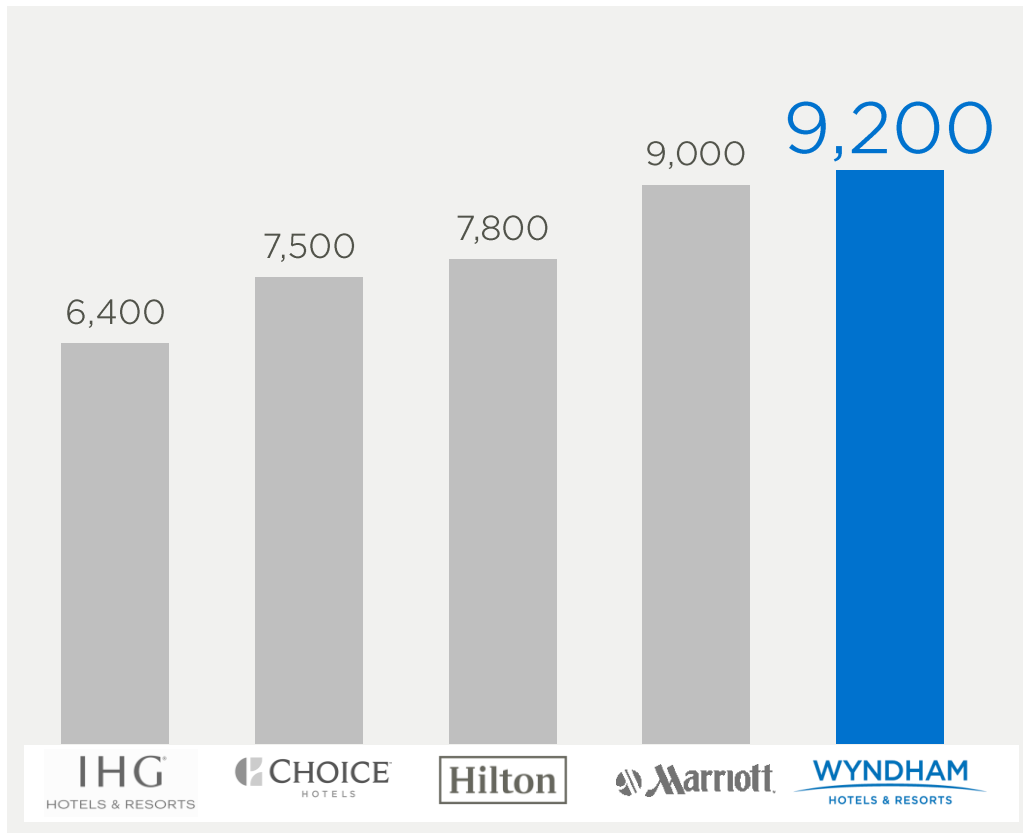
ASSET-LIGHT, HIGHLY-RESILIENT, FEE-BASED
FRANCHISE BUSINESS MODEL GENERATING HIGH MARGINS
AND PRODIGIOUS FREE CASH FLOW

La Quinta Inn & Suites by Wyndham Chattanooga Downtown/South
Chattanooga, Tennessee
3 Opened April 2024

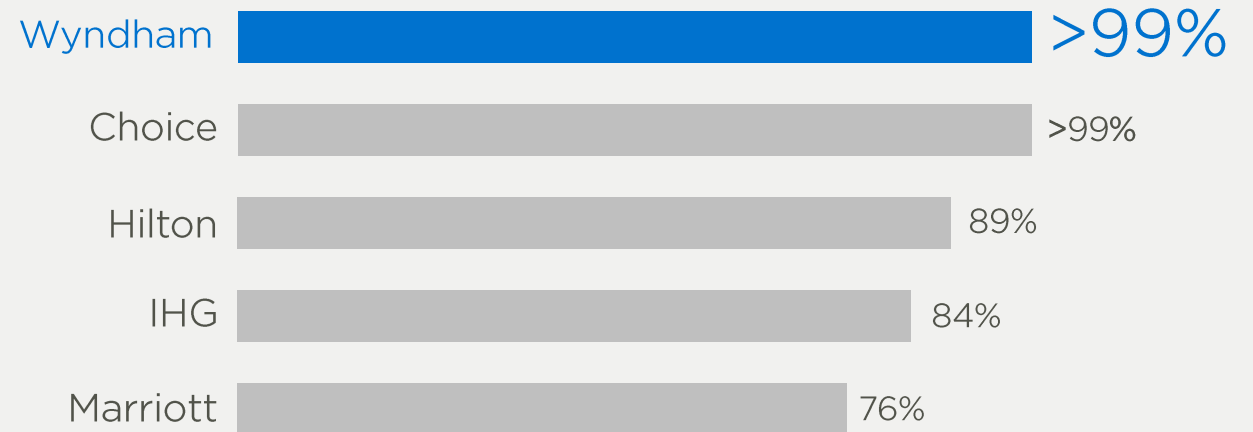
WYNDHAM
HOTELS & RESORTS

World's Largest Hotel Franchisor with Minimal Exposure to Asset Risk

NUMBER OF HOTELS WORLDWIDE



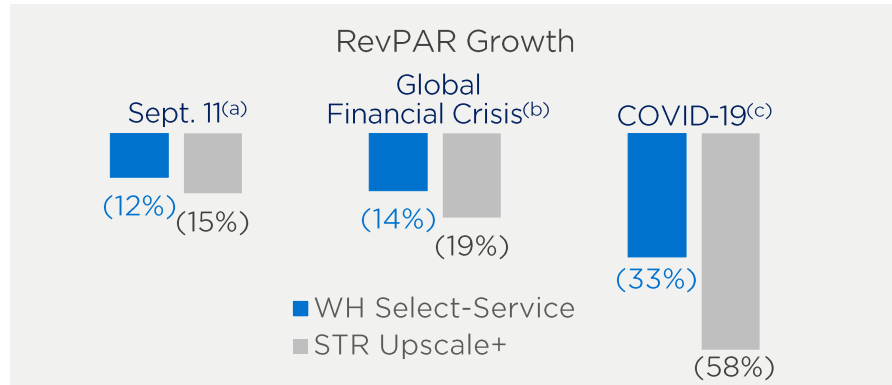
PERCENT OF FRANCHISED HOTELS



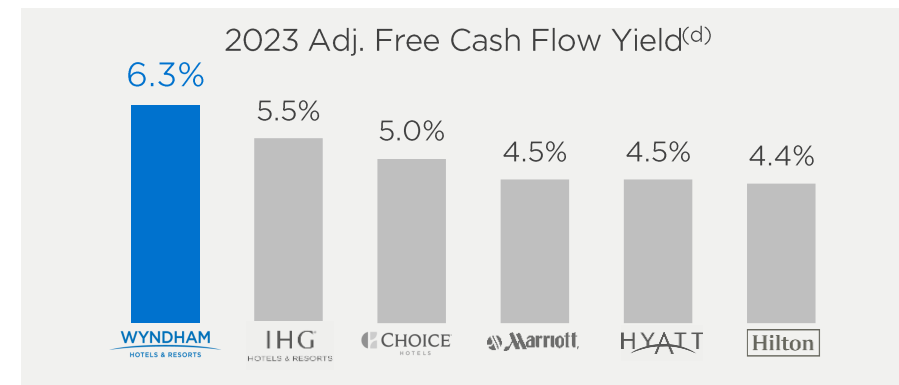
Asset-light requiring average
capital expenditure spend of less than
5% of fee-related and other revenues

Highly-Resilient Business Model Outperforming Peers and Delivering Significant Shareholder Return

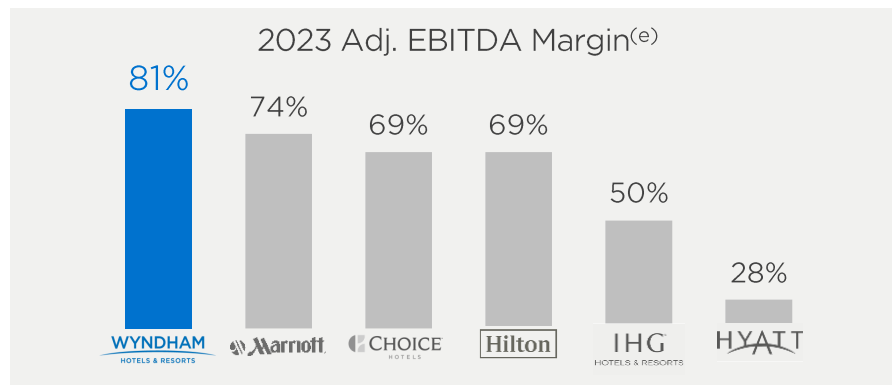
History of WH outperformance in economic downturns



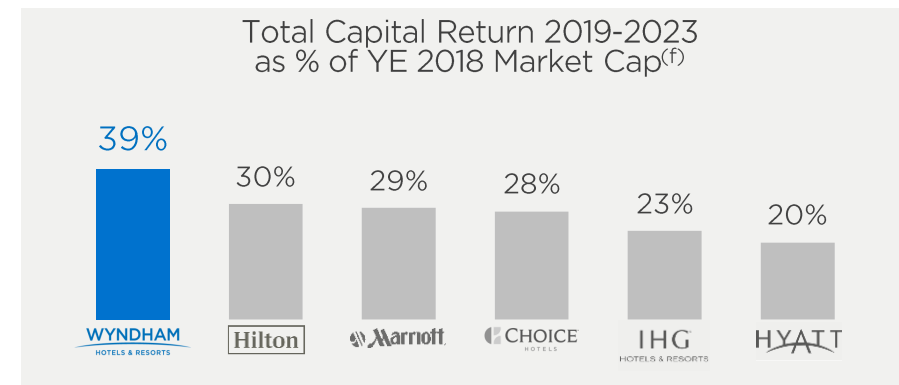
WH Free Cash Flow yield exceeds peers



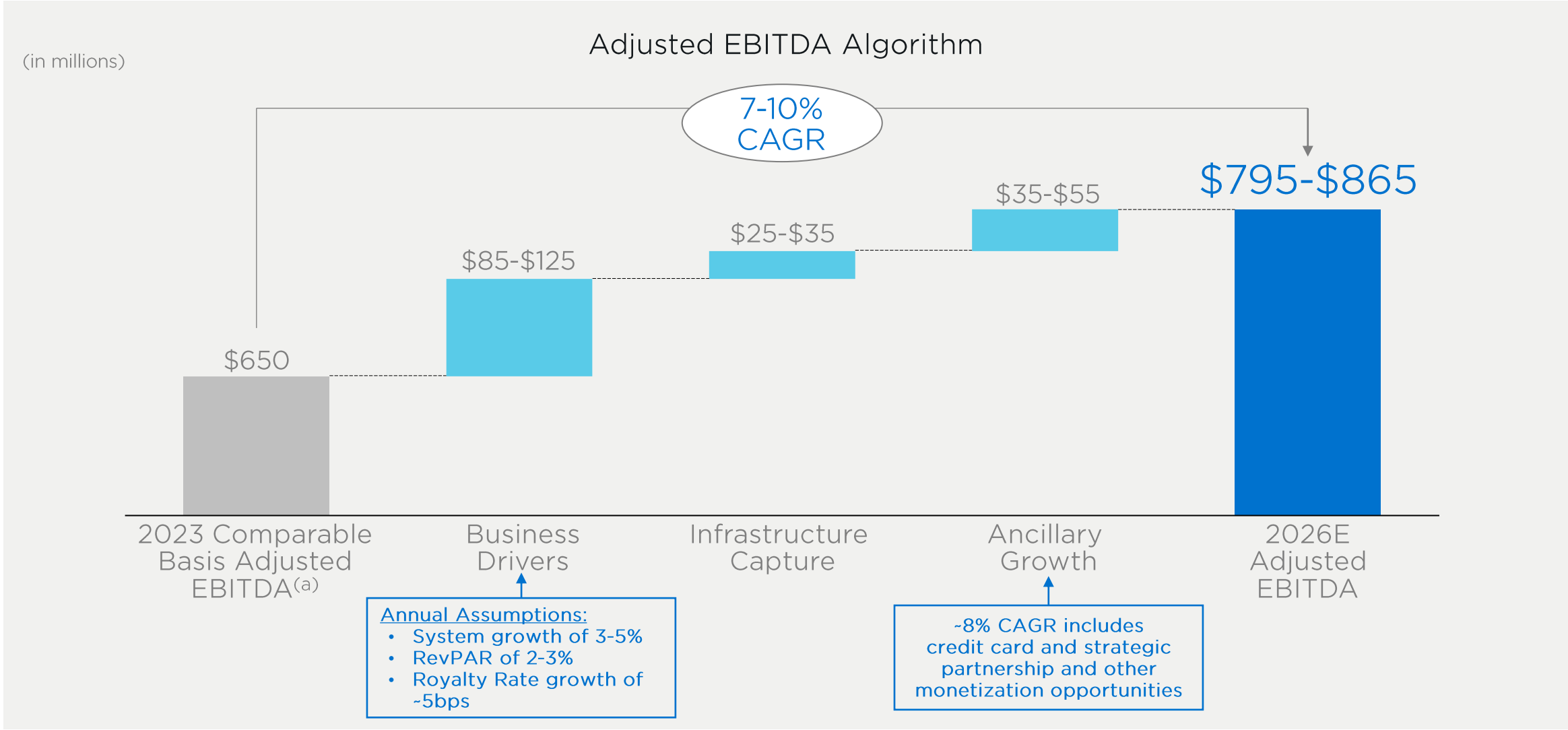
WH business operates at best-in-industry margins



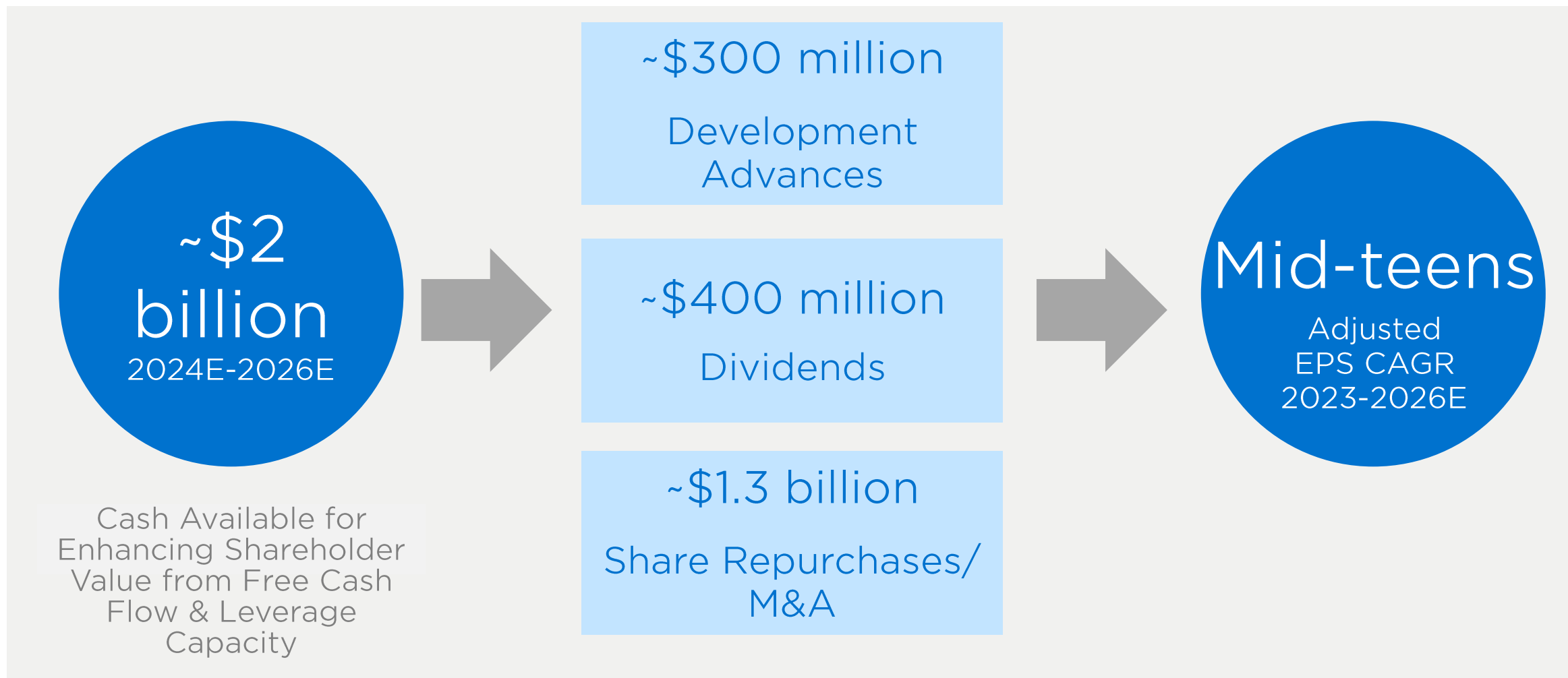
History of WH significant capital return to shareholders



Long-term Growth Opportunity

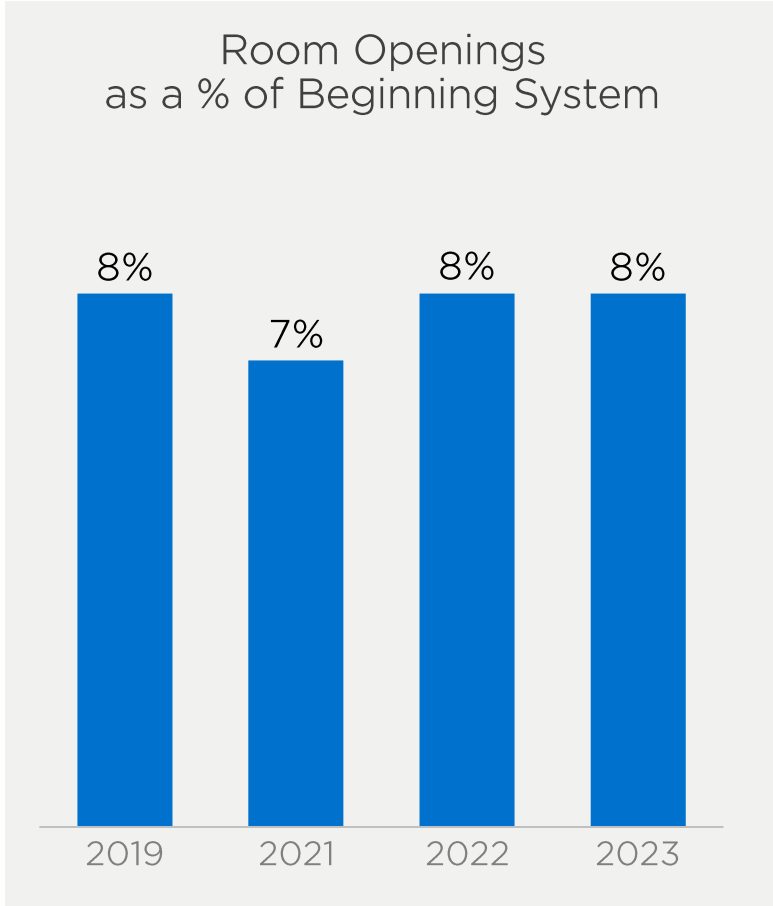


Capital Deployment Will Further Enhance Growth

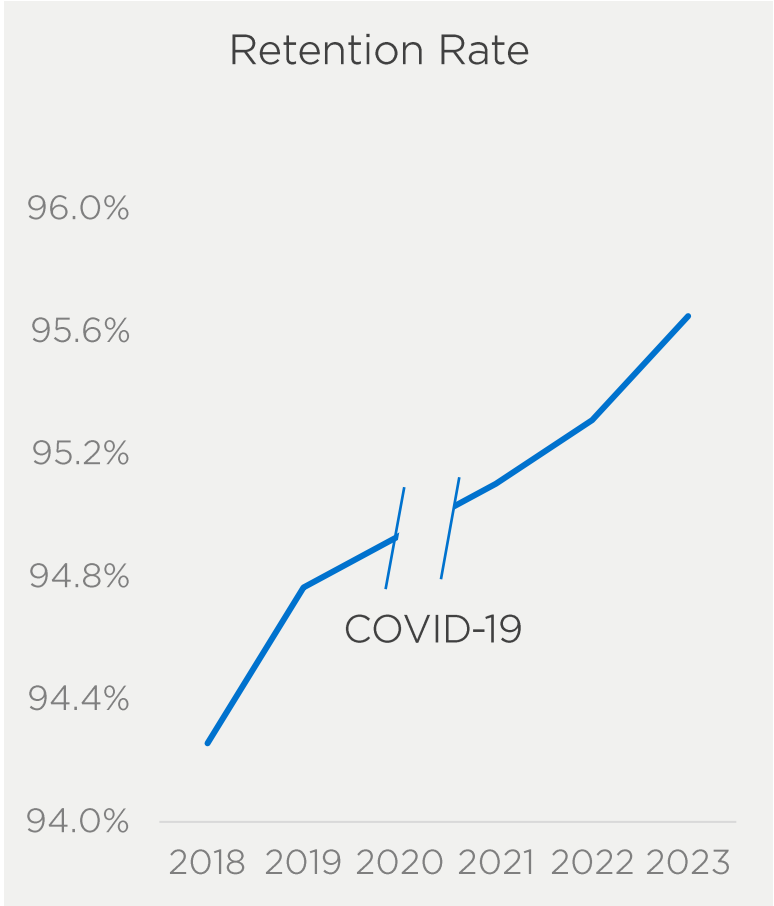


Long-term Growth Opportunity: System Growth Acceleration

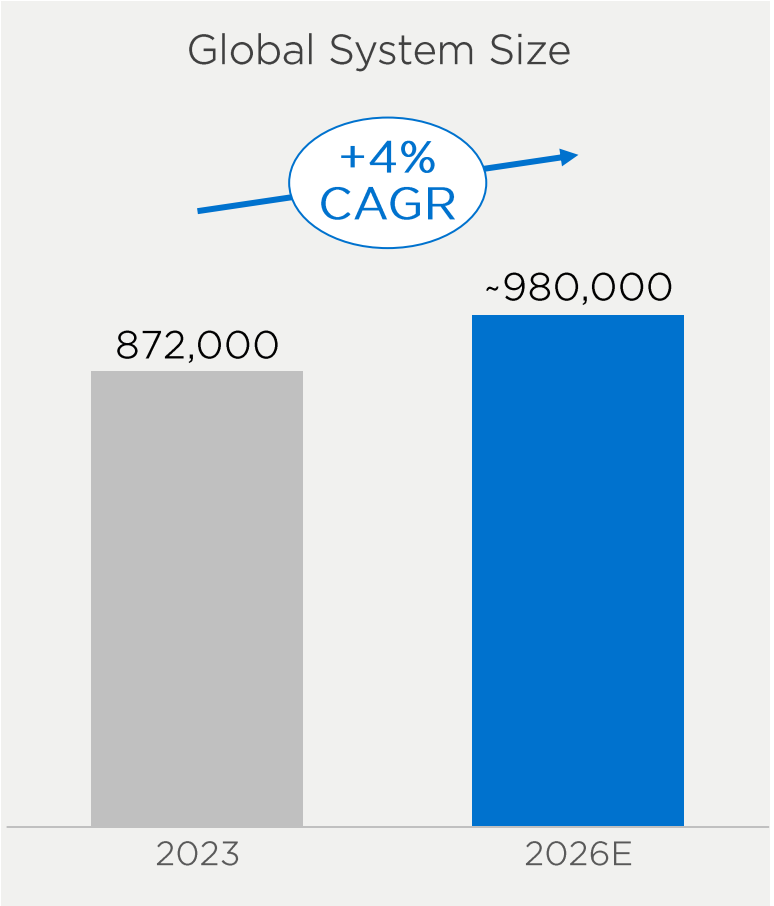
History
of strong
gross openings ...



... and continued steady
improvement in retention
rates ...

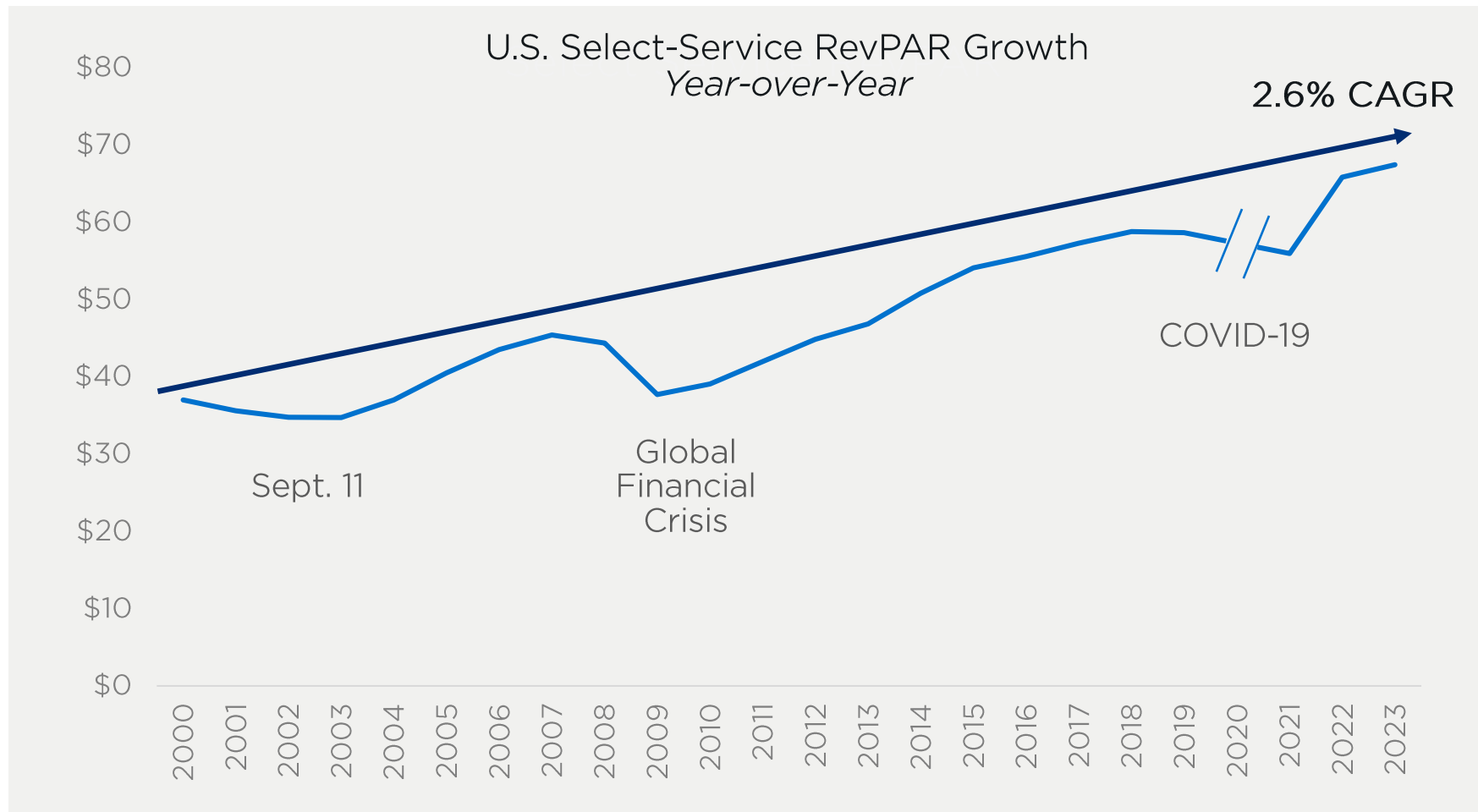


... propels
system to a
4% CAGR



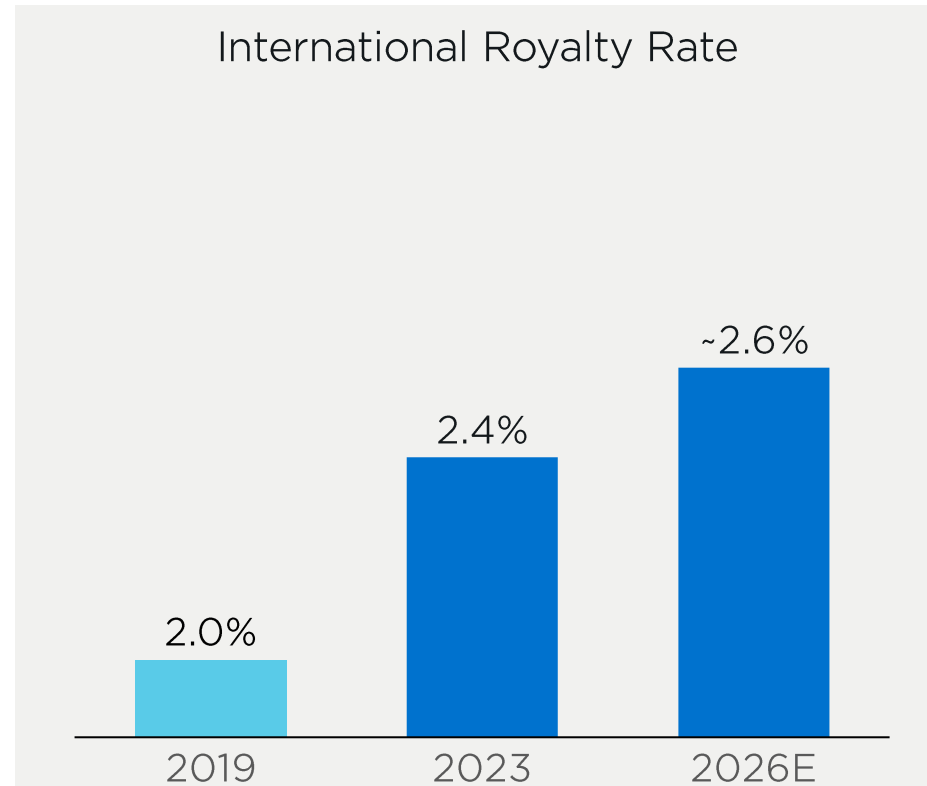
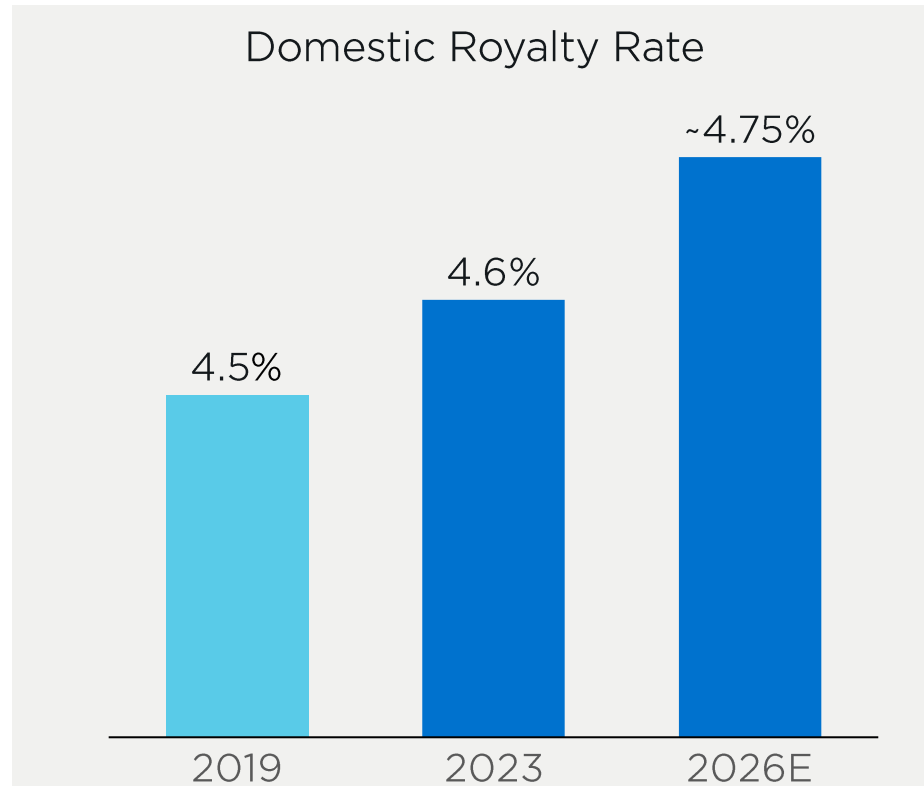
Long-term Growth: RevPAR Performance Over Time

Over multiple lodging cycles, U.S. select-service RevPAR grows 2–3%



Long-term Growth Opportunity: Growing our Royalty Rate

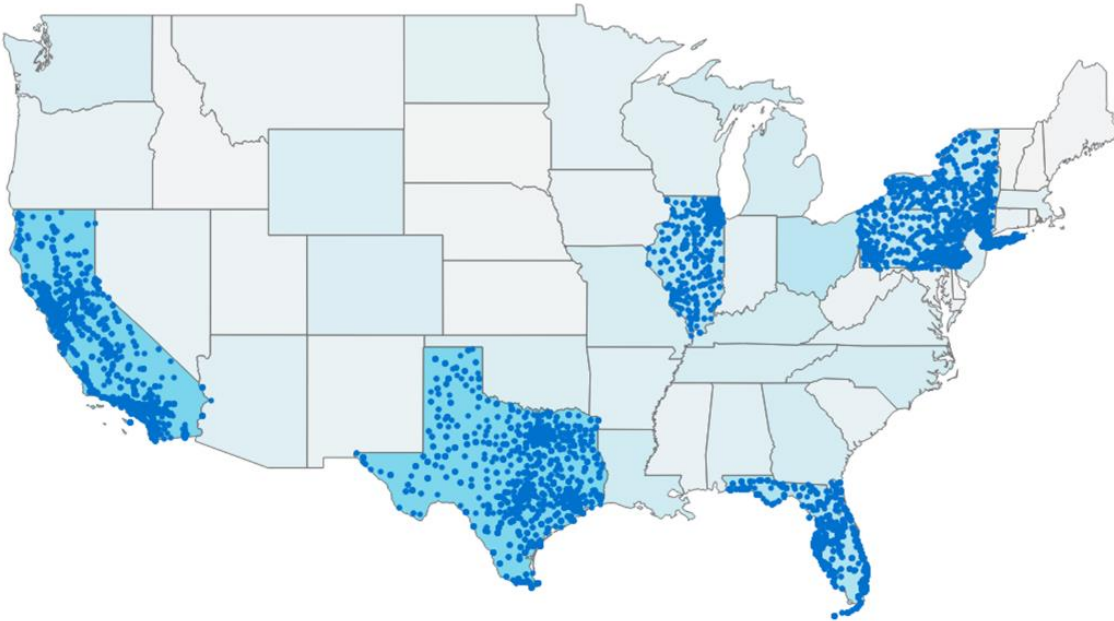
Proven track record of expanding royalty rates
with significant runway for continued improvement



Global rate increases ~5 bps, yielding incremental
~\$15 million adjusted EBITDA opportunity by 2026

Long-term Growth Opportunity: Infrastructure Bill

Strong overlap of WH footprint and infrastructure spend markets . . .

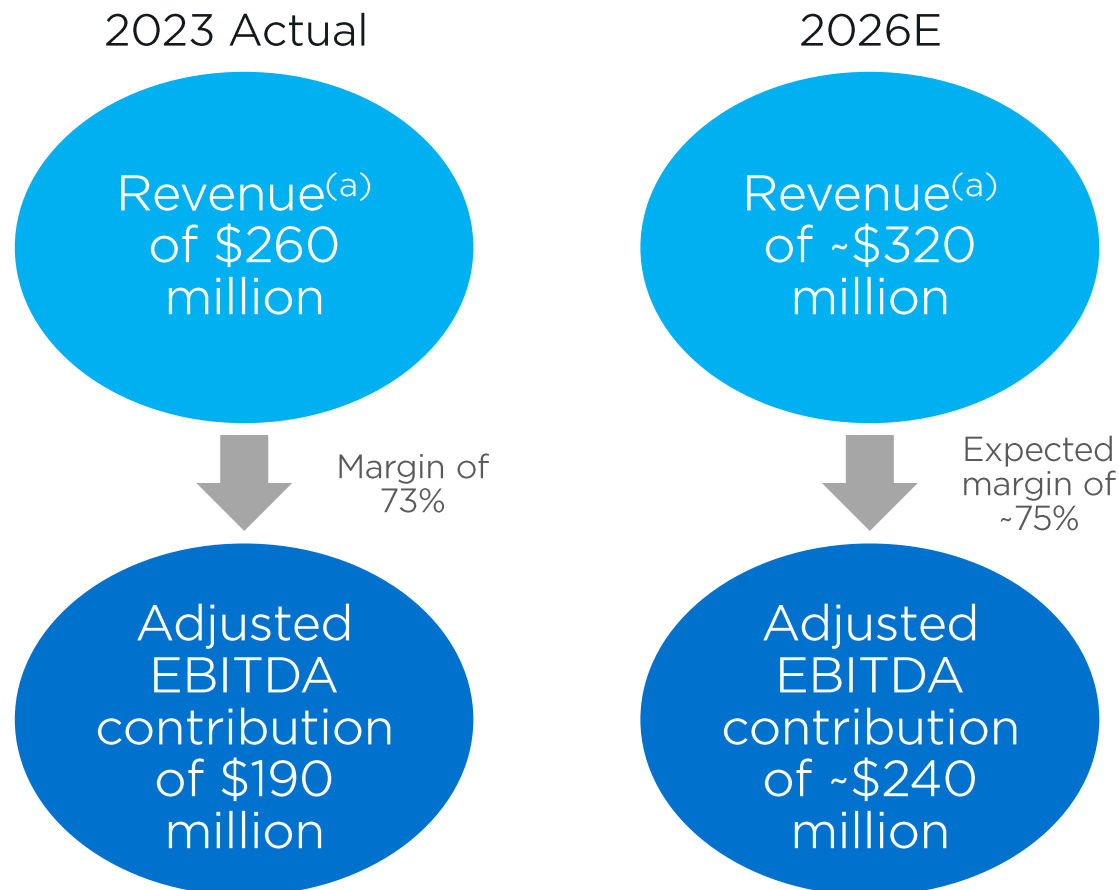


. . . WH well-positioned for future growth opportunity

- In 2019, the federal government spent \$71 billion on infrastructure; the 2021 Infrastructure Act & 2022 CHIPS Act provide a total of ~\$1.5 trillion in infrastructure spend over eight years
- WH is well-positioned to capture expected hotel demand in markets receiving the largest infrastructure dollars
- Represents ~\$3.3 billion opportunity to WH owners and \$150 million+ to WH over the spend period

Long-term Growth Opportunity: Ancillary Fee Streams

Multiple opportunities propel ancillary fee growth to an ~8% CAGR



NEAR-TERM GROWTH DRIVERS

- Wyndham Business
- Wyndham Connect
- Blue Thread with TNL (License Fees)
- New co-branded card products

LONGER-TERM GROWTH DRIVERS

- Alternative payment solutions
- Additional loyalty partnerships
- Improved co-branded card economics
- International card and partners

Q2 2024 Performance Recap

Wyndham Datça Perili Bay
Datça, Turkey
13 *Opened June 2024*

WYNDHAM
HOTELS & RESORTS

Second Quarter 2024 Performance Recap

+2%

Global RevPAR
vs. 2023^(a)

+4%

Net room
growth YOY

+33%

New U.S.
deals signed YOY

+7%

Global pipeline
growth YOY

\$178M

Adjusted
EBITDA^(b)

\$69M

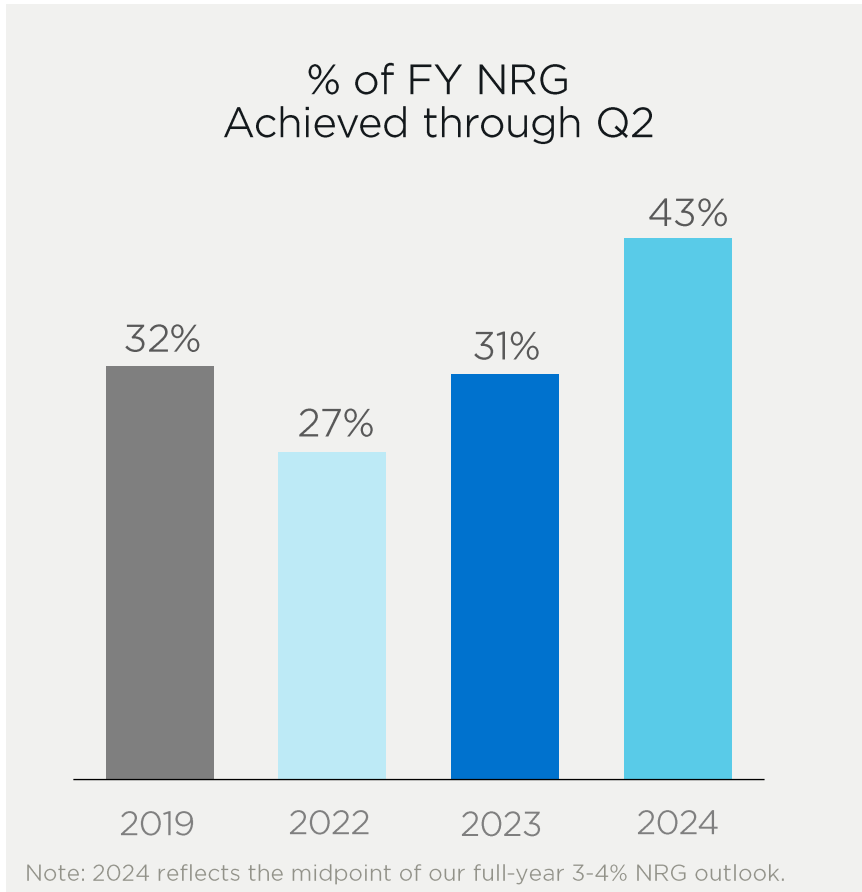
Adjusted
free cash flow^(c)

\$162M

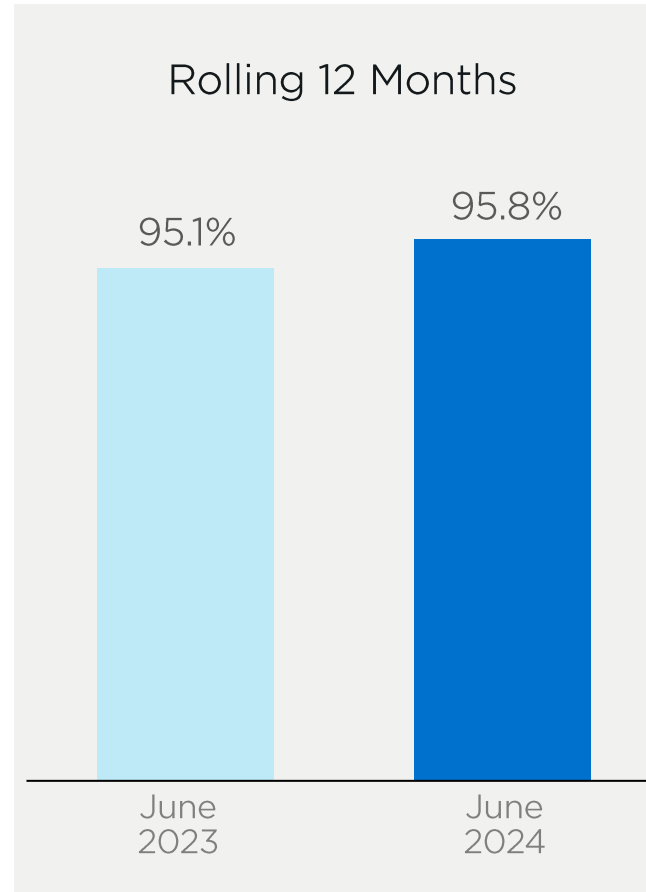
Capital returned to
shareholders

System Growth In Line with Expectations

Net room growth pacing ahead of historical performance . . .



. . . while retention rate continues to improve



DOMESTIC
MIDSCALE+ SYSTEM
YOY GROWTH

+3%

INTERNATIONAL
DIRECT SYSTEM
YOY GROWTH

+9%

Pipeline Expanded to Another All-Time High

TOTAL PIPELINE @ 6/30/2024

~245K
Global rooms

~2,000
Global hotels

16th consecutive quarter of sequential growth



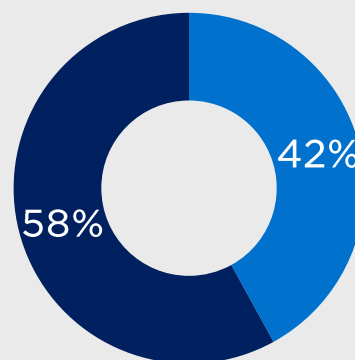
YOY Growth
Global **+7%** U.S. **+5%**

Sequential Growth
Global **+80 bps** U.S. **+50 bps**



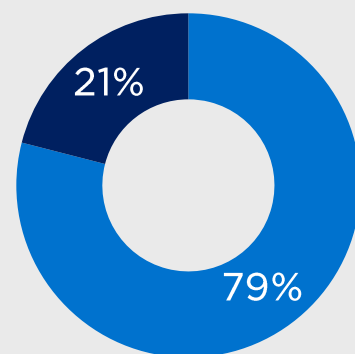
Covers ~60 countries, including 8 without pre-existing WH presence

GLOBAL COMPOSITION



Pipeline as a % of current portfolio:
28%

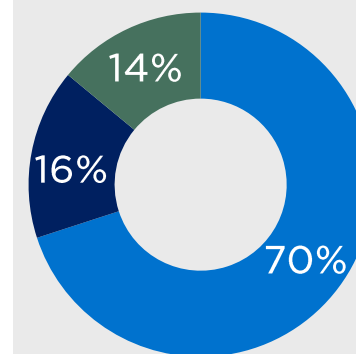
■ International
■ U.S.



■ Conversion
■ New Construction

35% in the ground

SEGMENT MIX



+380 bps
YoY midscale+ growth

■ Economy Brands
■ Midscale+ Brands
■ ECHO Suites

ECHOSUITES
EXTENDED STAY BY WYNDHAM

273
Contracts Awarded

~75
Expected by 2026 ^(a)

First Opened in
Spartanburg
(June 2024)

~300
Expected by 2032

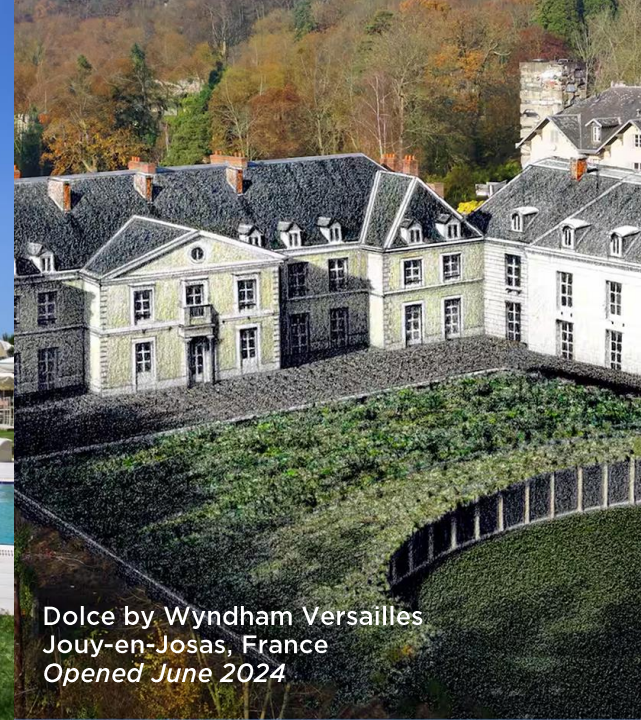




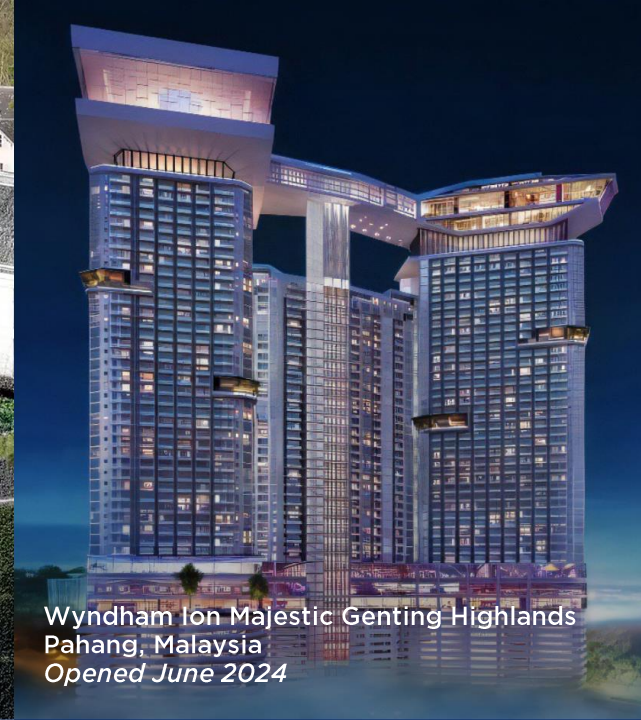
Americinn & Suites By Wyndham, Baraboo
Baraboo, Wisconsin
Opened June 2024



La Quinta by Wyndham Cesme
Cesme, Turkey
Opened June 2024



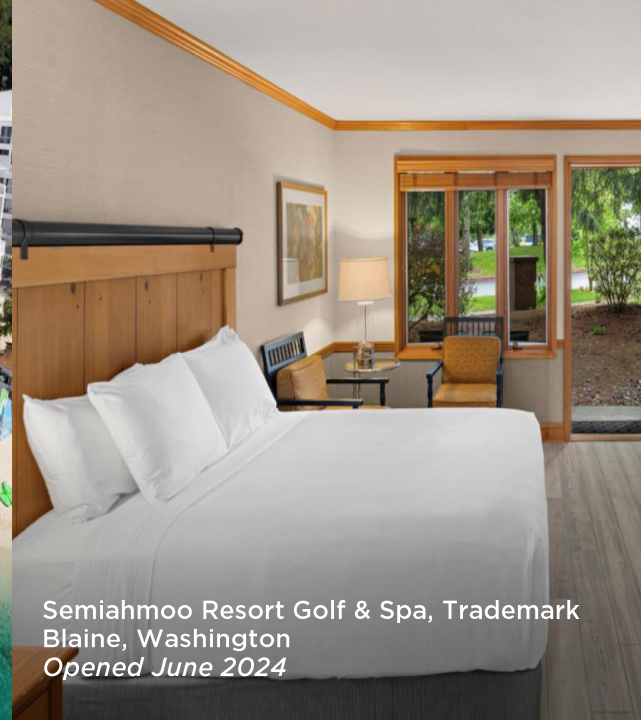
Dolce by Wyndham Versailles
Jouy-en-Josas, France
Opened June 2024



Wyndham Ion Majestic Genting Highlands
Pahang, Malaysia
Opened June 2024



Grand Decameron Cornwall Beach, Trademark
Montego, Jamaica
Opened June 2024



Semiahmoo Resort Golf & Spa, Trademark
Blaine, Washington
Opened June 2024



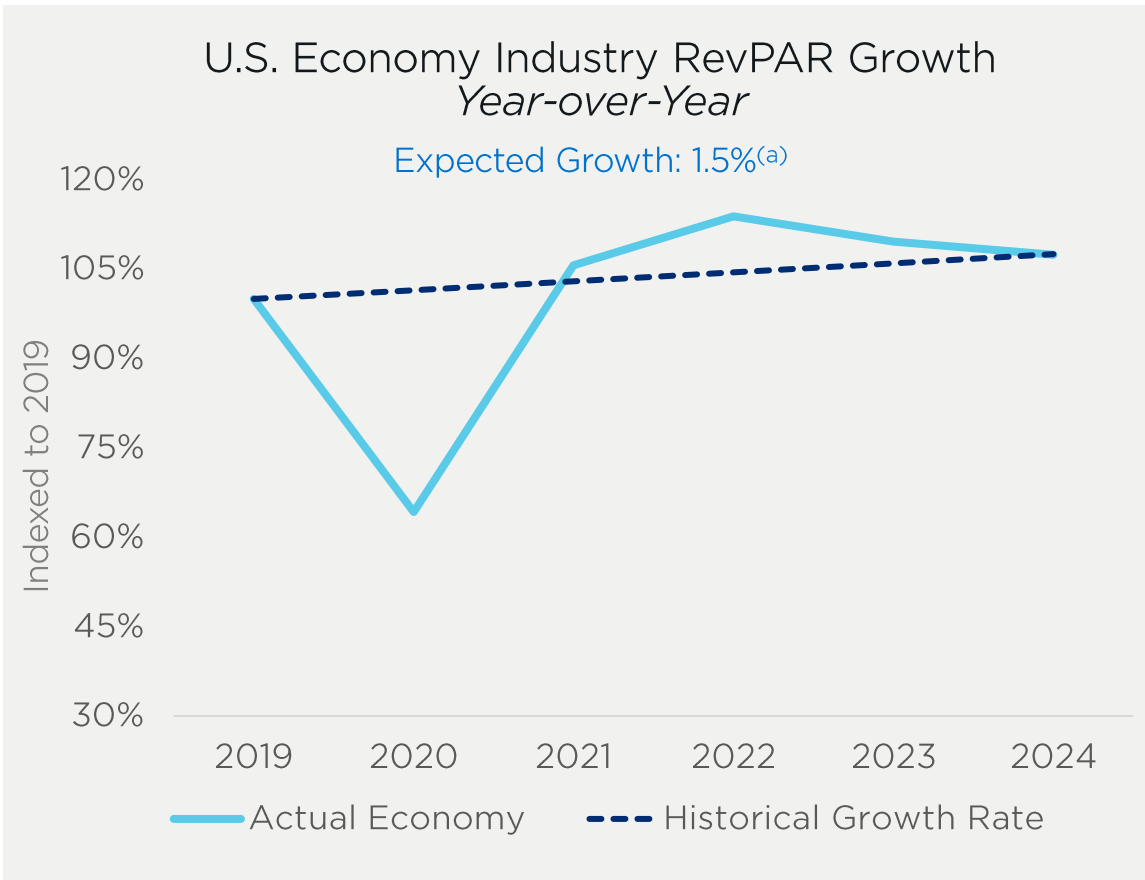
Days Hotel by Wyndham Chengdu Wenjiang
Chengdu, China
Opened April 2024

Expanding Globally
in Key Markets

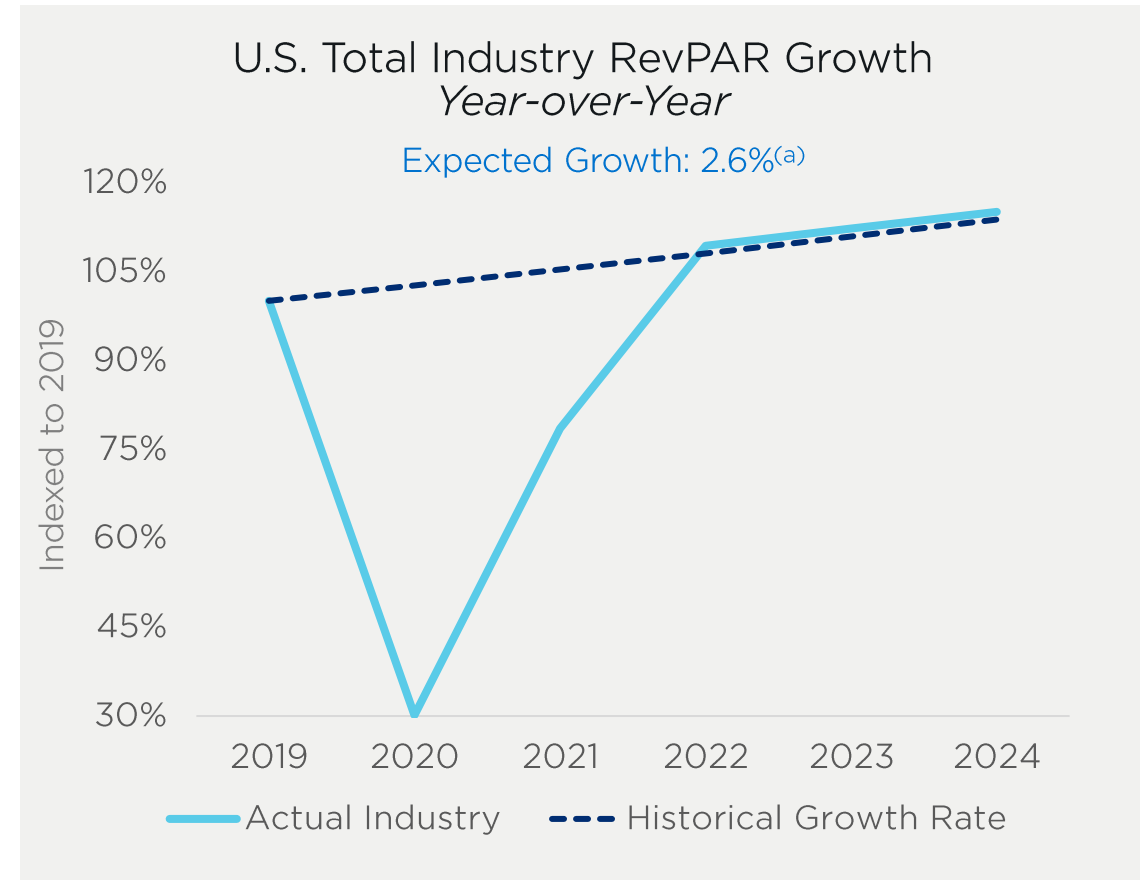
WYNDHAM
HOTELS & RESORTS

U.S. Q2 RevPAR Trends Normalizing

Economy RevPAR exceeded historical growth rates during COVID recovery period and is now returning to normal levels

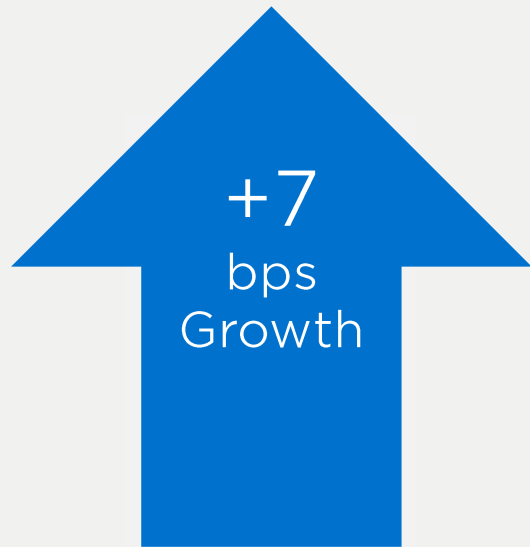


Total industry RevPAR remained within expected trends and continues to grow at a historical rate



Executing on Royalty Rate Growth Strategy

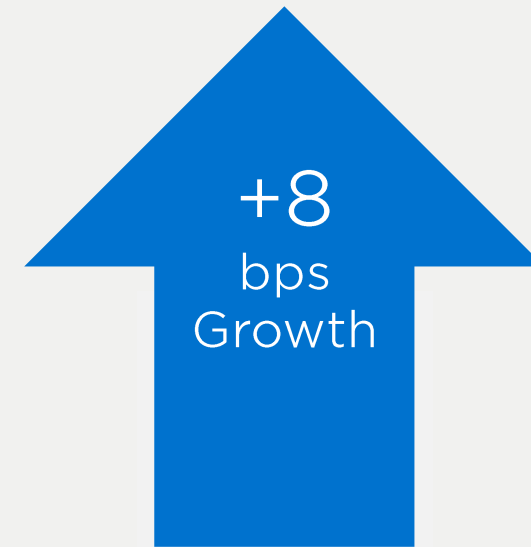
U.S. RATE GROWTH



1H '24 v. 1H '23

Annual Adjusted EBITDA sensitivity:
1 bps = \$0.7M

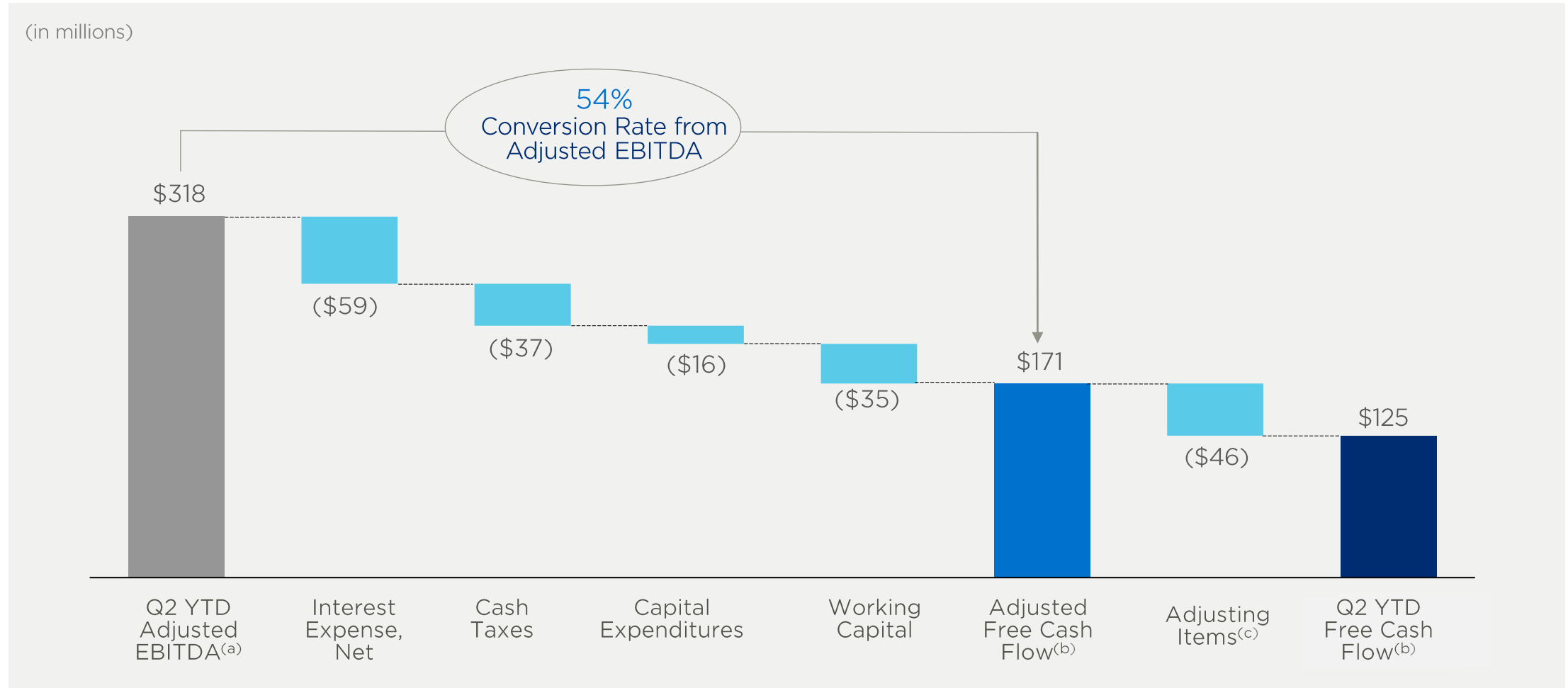
INTERNATIONAL RATE GROWTH



1H '24 v. 1H '23

Annual Adjusted EBITDA sensitivity:
1 bps = \$0.3M

Asset-Light, Franchised Model Generates Strong Free Cash Flow



2024 Key Priorities

Grow direct franchise system 3-4% in 2024, including continued improvement of retention rate and investment in our brands

Continue momentum of ECHO Suites brand by successfully opening newly constructed hotels and supporting developers to progress pipeline projects

Target new development efforts in high FeePAR (RevPAR + royalty rate) brands and regions

Expand portfolio reach across adjacent segments and geographies

Disciplined approach to capital allocation: investment in business, M&A and capital return

Optimize franchisees' top-line and market share through continued digital innovation and best practices

Capitalize on growing government spend tied to the Infrastructure & CHIPS Acts

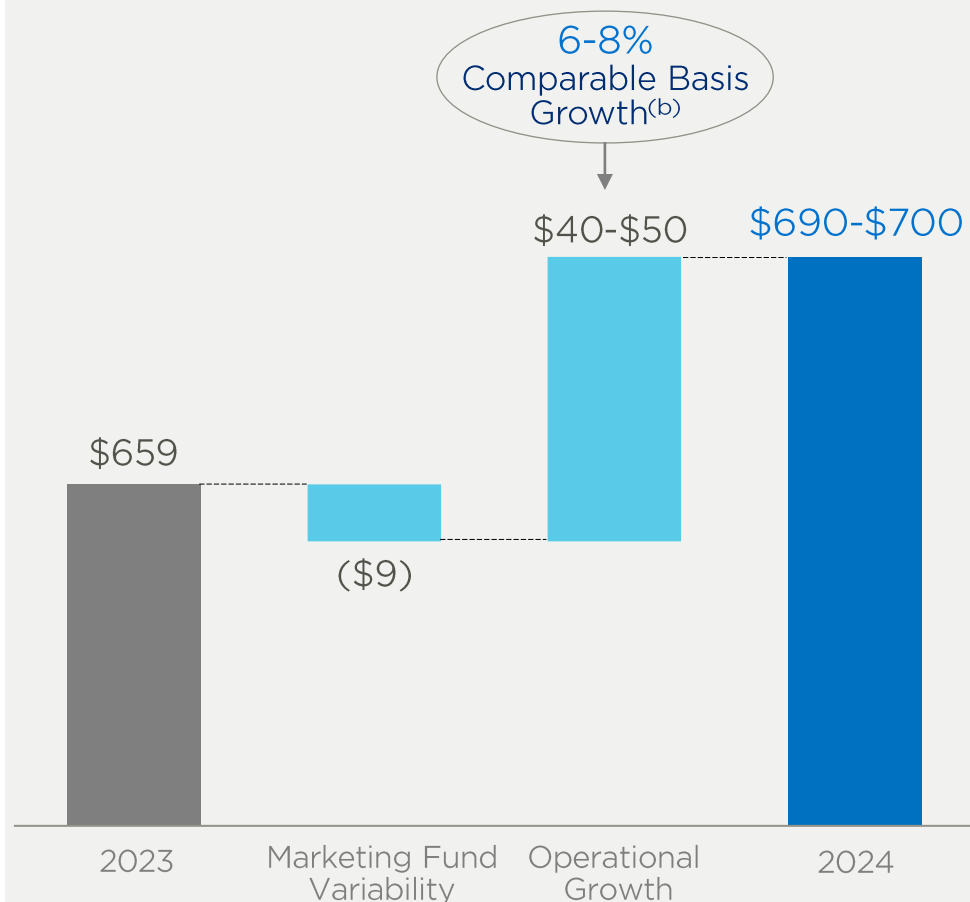
Reduce on-property labor and operating costs through state-of-the-art, owner-first technology solutions that streamline franchisee operations and elevate the guest experience

Capture ancillary revenue growth opportunities, including credit card products and strategic marketing partnerships

Wyndham on Track for 7% Growth in 2024 . . .

2024 Adjusted EBITDA Outlook^(a)

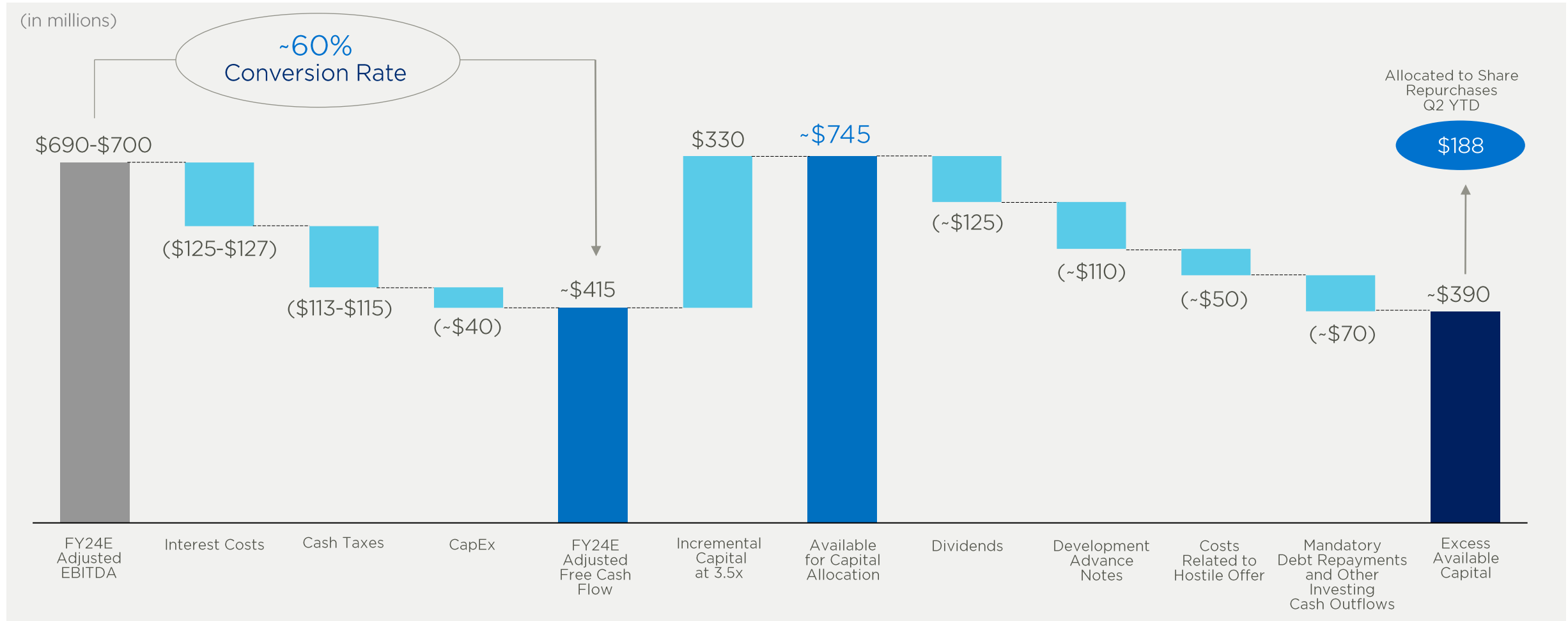
(in millions)



2024 Building Blocks

- 3-4% Net Room Growth
 - ~8% gross openings, including higher FeePAR room openings from pipeline
 - ~96% retention, reflecting 20-30 bps retention rate improvement
- Flat RevPAR growth
 - U.S. and China deceleration in early part of the year due to tough comps
- ~7% growth in ancillary fee streams
 - Wyndham Business
 - Wyndham Connect
 - Blue Thread with TNL
 - New co-branded card products
- Margin Optimization
 - Higher flow through of non-royalty revenue streams
 - Cost discipline
 - Insurance recovery

... Capital Deployment Will Further Enhance Growth



Maximizing Capital Allocation For All Stakeholders

MAINTAIN STRONG BALANCE SHEET

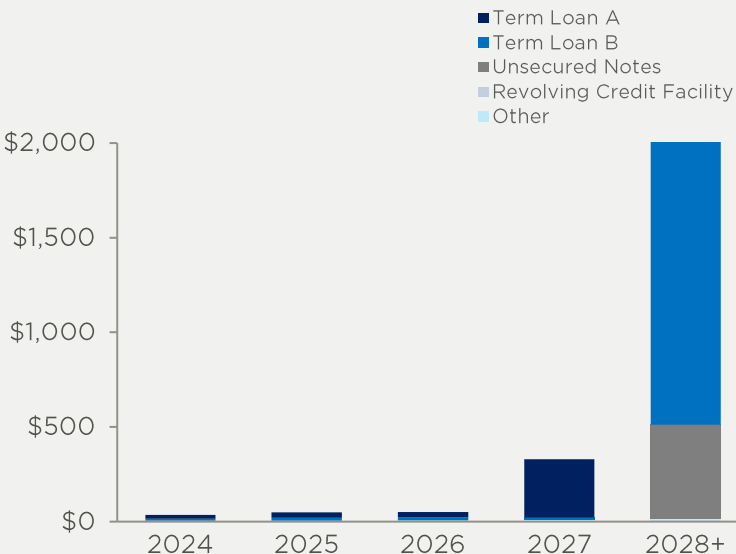
\$820 million of liquidity

Total leverage at 3.5x,
midpoint of 3-4x range

Weighted average maturity of 6 years

~30% of debt is variable-rate

Significant room under all debt covenants



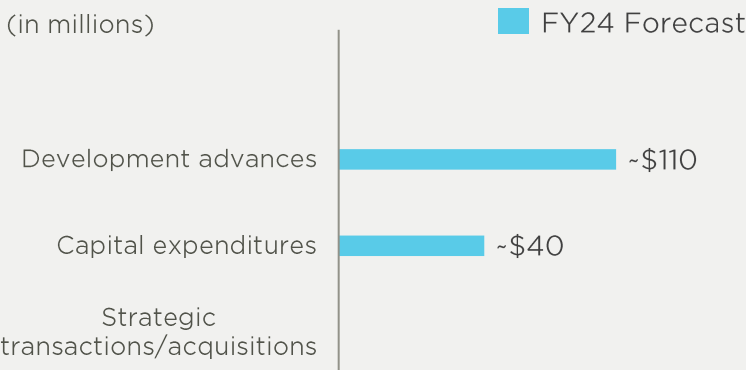
INVEST IN BUSINESS

Strategic deployment of capital to accelerate growth in higher RevPAR, midscale+ hotels

Continued investment in profitable and brand-enhancing prototypes and system refresh programs

Continued digital innovation to drive franchisees' top and bottom lines

Disciplined approach to strong ROI strategic transactions/acquisitions



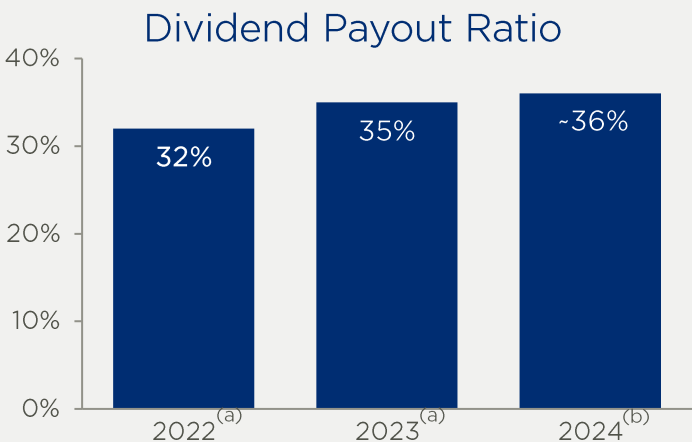
RETURN EXCESS CAPITAL TO SHAREHOLDERS

Targeting mid-30s dividend payout ratio

Targeting ~\$400 million for share repurchases

~\$660 million of remaining share repurchase authorization

~\$2.2 billion of capital returned to shareholders since spin-off (~37% of market cap at spin-off) including \$162 million during Q2 2024







Appendix



La Quinta by Wyndham Abu Dhabi Al Wahda
Abu Dhabi, United Arab Emirates
26 Opened June 2024

2024 Planning – Revenue Sensitivities

Adjusted EBITDA Sensitivities (in millions)			
<i>Driver Based vs. 2023</i>	<i>1 Point (RevPAR & NRG)</i>	<i>1 Basis Point (Royalty Rate)</i>	
U.S. royalties and franchise fees	~\$3.4	~\$0.7	 <div>Margin of ~85% on gross revenues</div>
International royalties and franchise fees	~\$0.8	~\$0.3	
Marketing, reservation and loyalty fees	--	--	 <div>Funds expected to break-even until RevPAR declines in excess of ~10% (likely ~\$2.4 million per point)</div>
<i>Ancillary Areas vs. 2023</i>			
1 point change in license fees	~\$1.0		 <div>Not RevPAR-based but is sensitive to overall travel demand; subject to a \$70 million floor</div>
1 point change in other revenue	~\$1.0		 <div>Ancillary revenue streams not tied directly to RevPAR</div>

Compelling Value Proposition for Franchisees . . .

Wyndham's industry-leading central reservation systems deliver nearly \$8 out of every \$10 to U.S. franchisees

Industry's #1 hotel loyalty program with approximately 110 million enrolled members

On-property technology tools drive operating efficiencies and reduce hotel labor costs

Continuous guest-facing digital innovation enhances guest experience

Trusted brands with segment-leading consumer awareness and market share

Global marketing funds in excess of \$575 million

World's largest hotel franchisor leverages pricing power to deliver on-property savings for franchisees

Efficient prototypes designed to maximize owner ROI

2nd most brands among hotel franchisors included in the 2024 Franchise 500 ranking in Entrepreneur Magazine

Owner-first, customer-centric approach with ~450 field support team members dedicated to our franchisees' success

... That Continues to Deliver Strong Returns

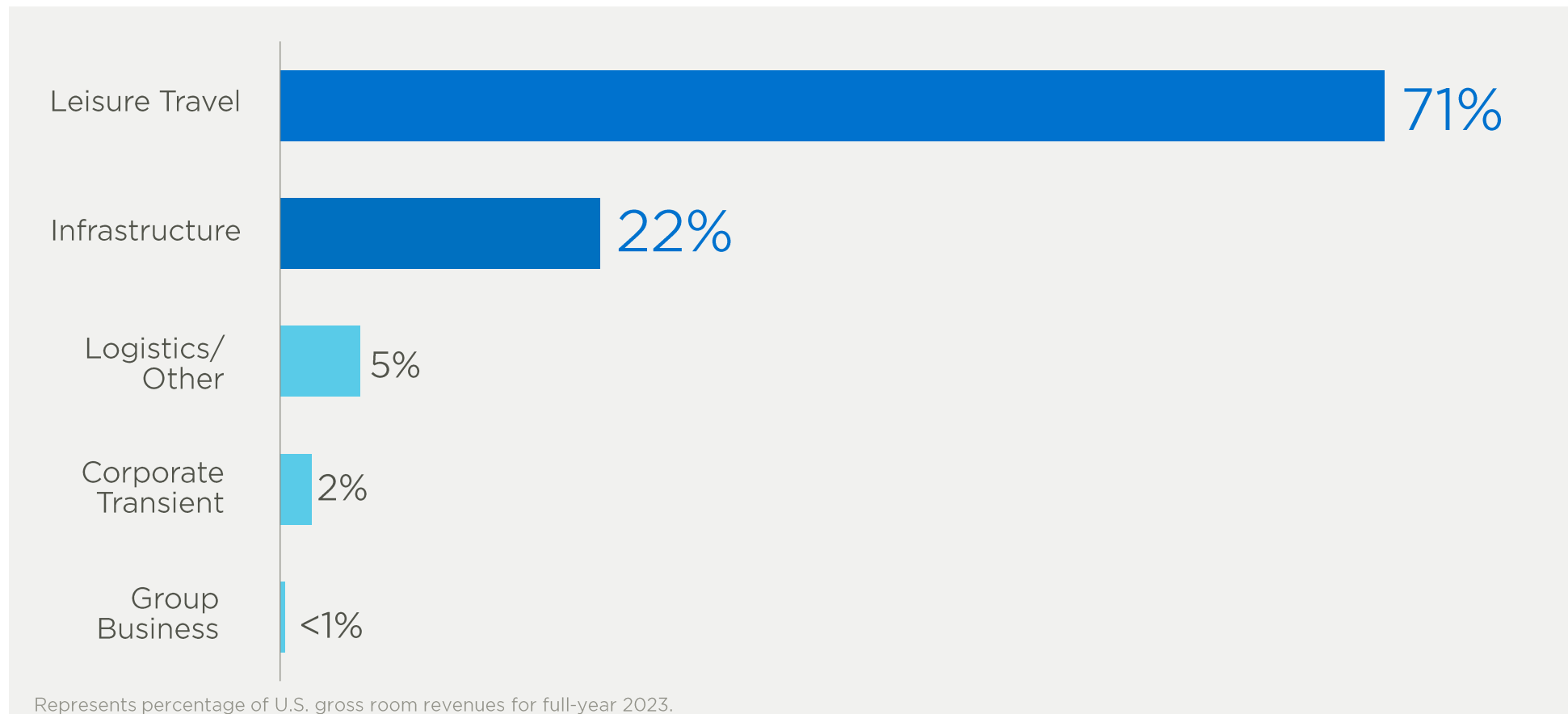


Cost per room	~\$93,000
Loan-to-value	~70%
Franchisee Investment	\$3,500,000
RevPAR	\$60.00
Revenues	\$2,716,000
Operating expenses	\$815,000
Brand fees	\$231,000
Interest expense @ 7.25%	\$585,000
Hotel EBTDA	~\$1,100,000

Cash-on-Cash Return up to 31%

Leisure Guests Power Our Business, Infrastructure-Related Spend Further Supports Growth

~70% LEISURE FOCUS; ~20% INFRASTRUCTURE



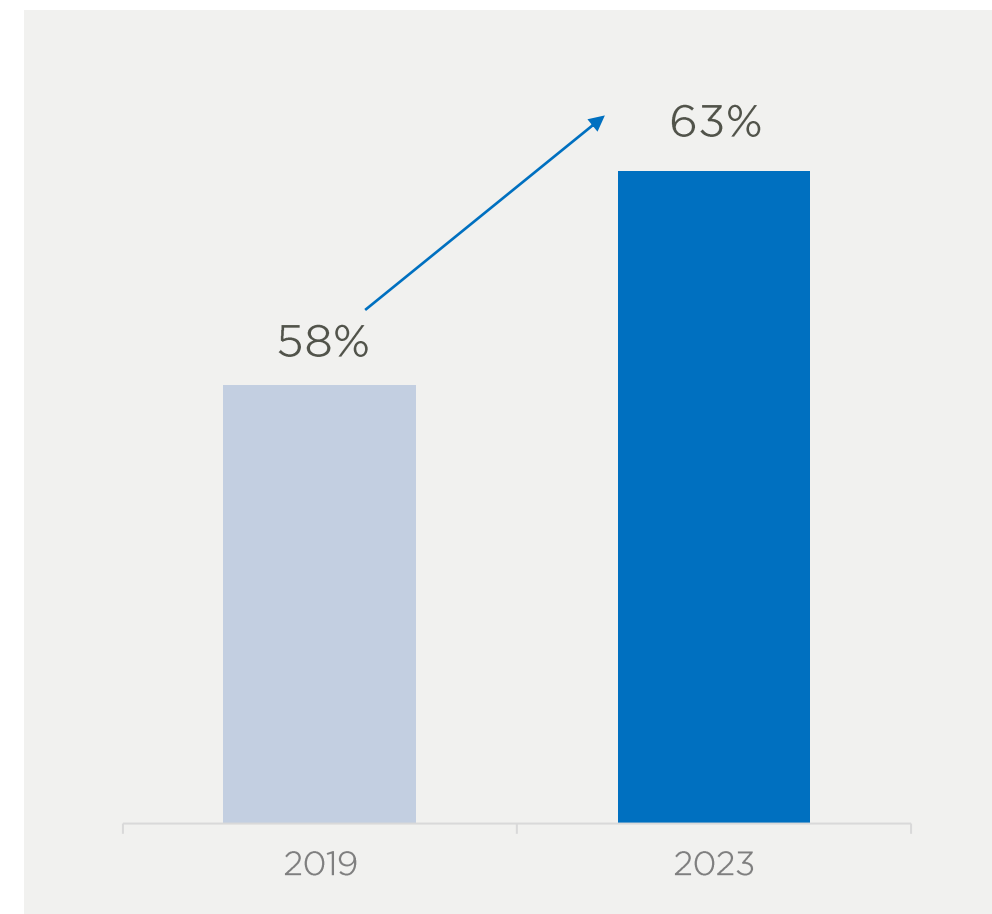
Our Domestic Guests are Middle-Class and Getting Younger

U.S. Household Income				
First Quintile	Second Quintile	Third Quintile	Fourth Quintile	Fifth Quintile
<\$30,000	\$30,000 - 58,000	\$58,000 - 94,000	\$94,000 - 153,000	>\$153,000

WH guest
average
household
income of
\$104K



GEN X/Y/Z GUESTS
AS % OF TOTAL



Sustained Commitment & Prioritization of ESG Initiatives

ESG Highlights

- Published 2024 ESG Report in alignment with GRI, TCFD and SASB frameworks to better demonstrate our commitment to transparency and to operating in a socially, ethically and environmentally responsible manner
- Recognized by Ethisphere as one of the World's Most Ethical Companies for the 4th time.
- Awarded a Top 50 Companies for Workplace Fairness' distinction by Fair360 (Formerly DiversityInc's Top 50 Companies for Diversity)
- Continued promoting diverse hotel ownership with over 60 Women Own the Room and over 20 BOLD (Black Owners & Lodging Developers) contracts awarded and over 20 open hotels
- Maintained partnerships with BEST, PACT, Polaris and the World Sustainable Hospitality Alliance, which provide resources to increase human trafficking awareness for our team members and franchisees
- Wyndham Rewards and its members donated over 185 million points to charitable organizations lifetime
- Supported the wellness of our team members on Be Well Day with both in-person and virtual activities by providing health screenings, fitness and financial wellness activities



Strong and Experienced Leadership Team



GEOFF BALLOTTI
CHIEF EXECUTIVE OFFICER
35 Years of Industry Experience

- Served as President and Chief Executive Officer of Wyndham Hotel Group (2014 – 2018)
- Served as Chief Executive Officer of Wyndham Destination Network (2008 – 2014)
- Held leadership positions of increasing responsibility at Starwood Hotels & Resorts Worldwide including President of Starwood North America; Executive Vice President, Operations; Senior Vice President, Southern Europe; and Managing Director, Ciga Spa, Italy (1989 – 2008)
- Served as Banking Officer in the Commercial Real Estate Group at the Bank of New England



MICHELE ALLEN
**CHIEF FINANCIAL OFFICER &
HEAD OF STRATEGY**
24 Years of Industry Experience

- Served as Executive Vice President and Treasurer of Wyndham Hotels & Resorts (2018 – 2019)
- Served as Senior Vice President of Finance for Wyndham Worldwide responsible for budgeting, capital allocation, financial analysis and strategy (2015 – 2018)
- Held varied financial leadership positions of increasing responsibility within Wyndham Hotel Group and Wyndham Worldwide's predecessor (1999 – 2015)
- Began her career as an independent auditor at Deloitte and she earned a CPA



SHILPAN PATEL
**EXECUTIVE VICE PRESIDENT,
NORTH AMERICA FRANCHISE OPERATIONS**
21 Years of Industry Experience



MONICA MELANCON
CHIEF HUMAN RESOURCE OFFICER
26 Years of Human Resource Experience



JOON AUN OOI
PRESIDENT, APAC
22 Years of Industry Experience



SCOTT STRICKLAND
CHIEF COMMERCIAL OFFICER
32 Years of IT/Digital Experience



GUSTAVO VIESCAS
PRESIDENT, LATAMC
25 Years of Industry Experience



AMIT SRIPATHI
CHIEF DEVELOPMENT OFFICER
15 Years of Industry Experience



DIMITRIS MANIKIS
PRESIDENT, EMEA
33 Years of Industry Experience



PAUL CASH
GENERAL COUNSEL
19 Years of Industry Experience



KRISHNA PALIWAL
**PRESIDENT, LA QUINTA
HEAD OF DESIGN & CONSTRUCTION**
21 Years of Industry Experience

Wyndham Family of Brands

Wherever people go, Wyndham will be there to welcome them.

EXTENDED STAY

ECHOSUITES
EXTENDED STAY BY WYNDHAM

Hawthorn
EXTENDED STAY
BY WYNDHAM

waterwalk
EXTENDED STAY BY WYNDHAM

ECONOMY

MICROTEL
BY WYNDHAM

Days Inn
BY WYNDHAM

Super 8
BY WYNDHAM

Howard Johnson
BY WYNDHAM

Travelodge
BY WYNDHAM

MIDSCALE

RAMADA
BY WYNDHAM

**RAMADA
encore**
BY WYNDHAM

WINGATE
BY WYNDHAM

AmericInn
BY WYNDHAM

BAYMONT
BY WYNDHAM

UPPER MIDSCALE

LA QUINTA
BY WYNDHAM

**TM
TRADEMARK**
COLLECTION BY WYNDHAM

TRYP
BY WYNDHAM

**WYNDHAM
GARDEN**

**Wyndham
Alltra**
ALL-INCLUSIVE

UPSCALE

WYNDHAM

DAZZLER
BY WYNDHAM

esplendor.
BY WYNDHAM

VIENNA HOUSE
BY WYNDHAM

UPPER UPSCALE

WYNDHAM GRAND

DOLCE
HOTELS AND RESORTS
BY WYNDHAM

LUXURY

REGISTRY
COLLECTION HOTELS

APPENDIX

Footnotes

Page 2

Data is approximated as of June 30, 2024.

- (a) Largest hotel franchisor by number of hotels.

Page 4

All data as of June 30, 2024.

Page 5

Reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix.

WH Select-Service includes all WH economy, midscale and upper midscale brands; STR Upscale+ includes STR upscale, upper upscale and luxury segments.

- (a) STR 2002 vs 2000
- (b) STR 2009 vs 2008
- (c) STR 2020 vs 2019
- (d) For IHG, adjusted free cash flow as defined in their 2023 Annual Report. For WH and other peers, calculated as FY 2023 net cash from operating activities excluding development advances (or otherwise referred to as “contract acquisition costs” or “franchise agreement acquisition costs”), less capital expenditures divided by FactSet market capitalization as of 12/31/23. FY 2023 development advances (or otherwise referred to as “contract acquisition costs” or “franchise agreement acquisition costs”) for Choice, Marriott and Hilton was \$98 million, \$221 million and \$233 million, respectively. Hyatt does not disclose development advances (or otherwise referred to as “contract acquisition costs” or “franchise agreement acquisition costs”) and therefore there was no exclusion of such for their calculation. FY 2023 net cash from operating activities for Choice, Marriott, Hyatt and Hilton was \$297 million, \$3.2 billion, \$800 million and \$1.9 billion, respectively.
- (e) Represents adjusted EBITDA margin. Calculation excludes the impact of cost reimbursement and marketing, reservation and loyalty fees (or otherwise referred to as “other revenues from managed and franchised properties”, “revenues for reimbursed costs”, “system fund and reimbursable revenues” or “other revenues from franchised and managed properties”). FY 2023 impact of cost reimbursement and marketing, reservation and loyalty fees (or otherwise referred to as “other revenues from managed and franchised properties”, “revenues for reimbursed costs”, “system fund and reimbursable revenues” or “other revenues from franchised and managed properties”) for Marriott, Choice, Hilton, IHG and Hyatt was \$17.4 billion, \$765 million, \$5.8 billion, \$2.5 billion and \$3.0 billion, respectively – amount estimated for Choice using disclosed net reimbursable deficit/other revenues/other expenses from franchise and managed properties.
- (f) Calculated as the sum of share repurchases plus dividends paid from FY 2019 to FY 2023 divided by FactSet market capitalization as of 12/31/18 (IHG market capitalization adjusted to negate the impact of January 2019 share consolidation).

Page 6

Reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix.

- (a) Net income for 2023 was \$289 million. Comparable basis excludes marketing fund variability.

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Select-service is defined as STR economy, midscale and upper midscale.

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- (a) Represents ancillary revenues, which is the summation of the license and other fees line item and other revenues line item per the income statement.

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Data as of June 30, 2024. Reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix.

- (a) In constant currency.
- (b) Net income for second quarter 2024 was \$86 million.
- (c) Net cash from operating, investing and financing activities for the three months ended June 30, 2024 was \$1 million, (\$7 million) and \$35 million, respectively.

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- (a) Expected to be open or under construction by 12/31/26.

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- (a) Expected growth based upon industry historical growth rates for the period 2000-2019, as reported by STR.

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Reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix.

- (a) YTD 2024 net income was \$102 million.
- (b) Net cash from operating, investing and financing activities for YTD 2024 was \$77 million, (\$31 million) and (\$32 million), respectively.
- (c) Represents costs related to the Company's successful defense of a hostile takeover attempt.

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Reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix.

- (a) Net income for full year 2023 was \$289 million.
- (b) Represents a comparison eliminating the year-over-year variability of the Company's marketing funds.

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- (a) Based on 2022 and 2023 actual adjusted net income and annualized \$0.32 for 2022 and \$0.35 for 2023 per share quarterly dividend.
- (b) Based on 2024 estimated adjusted net income and annualized \$0.38 per share quarterly dividend, consistent with current quarterly cash dividend policy.

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Note: Does not include potential bad debt impacts from uncollectible accounts, if any, in the event of a distressed environment, which cannot be predicted.

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Wyndham Rewards member enrollment as of June 30, 2024, all data as of December 31, 2023. World's largest hotel franchisor based on number of hotels; chainscale market share as per most recent Franchise Disclosure Documents.

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Data is not brand specific. RevPAR and revenue results are indicative for a 124-room new construction Wyndham-branded extended stay hotel in the United States on a full-year current post-COVID basis. Cost per room excludes land costs. Operating expenses are based on current post-COVID STR HOST select-service industry data, adjusted for wage inflation, and are not based on individual hotel performance. Return on invested capital assumes a loan interest rate of 7.25%.

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Note: Represents average WH U.S. guest demographic data in Q2 2024.

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- (a) As of August 1, 2024.

APPENDIX

Non-GAAP Reconciliations

The following tables reconcile certain non-GAAP financial measures. The presentation of these adjustments is intended to permit the comparison of particular adjustments as they appear in the income statement in order to assist investors' understanding of the overall impact of such adjustments. We believe that adjusted EBITDA provides useful information to investors about us and our financial condition and results of operations because adjusted EBITDA is among the measures used by our management team to evaluate our operating performance and make day-to-day operating decisions and because adjusted EBITDA is frequently used by securities analysts, investors and other interested parties as a common performance measure to compare results or estimate valuations across companies in our industry. Explanations for adjustments within the reconciliations can be found in our second quarter 2024 Earnings Release at investor.wyndhamhotels.com.

	Three Months Ended June 30, 2024	Six Months Ended June 30, 2024	Year Ended December 31, 2023
Net income	\$ 86	\$ 102	\$ 289
Provision for income taxes	26	31	109
Depreciation and amortization	17	37	76
Interest expense, net	30	59	102
Early extinguishment of debt	3	3	3
Stock-based compensation	10	19	39
Development advance notes amortization	6	11	15
Restructuring costs	7	9	-
Transaction-related	5	46	11
Separation-related	(12)	(11)	1
Impairment	-	12	-
Foreign currency impact of highly inflationary countries	-	-	14
Adjusted EBITDA	\$ 178	\$ 318	\$ 659

	FY 2023		
	Fee-Related and Other Revenues	Margin	Adjusted EBITDA Contribution
Royalties and franchise fees	\$ 532	85%	\$ 452
License fees	97	100%	97
Other revenues	177	57%	101
Total ex. Marketing, reservation & loyalty fees	806	81%	650
Marketing, reservation & loyalty fees	578	n/a	9
Total	\$ 1,384	48%	\$ 659

	Year Ended December 31, 2023	Year Ended December 31, 2022
Net income	\$ 289	\$ 355
Adjustments:		
Acquisition-related amortization expense	27	31
Transaction-related	11	-
Early extinguishment of debt	3	2
Separation-related expenses	1	1
Gain on asset sale, net	-	(35)
Foreign currency impact of highly inflationary countries	14	4
Total adjustments before tax	56	3
Income tax provision	4	(2)
Total adjustments after tax	52	5
Adjusted net income	\$ 341	\$ 360

	Year Ended December 31, 2023
Operating income margin	36%
Depreciation and amortization	5%
Adjusted EBITDA adjustments per above	7%
Marketing fund impact	33%
Adjusted EBITDA margin	81%

APPENDIX

Non-GAAP Reconciliations

The following table reconciles certain non-GAAP financial measures. We define free cash flow to be net cash provided by operating activities excluding development advances, less capital expenditures. We believe free cash flow to be a useful operating performance measure to us and investors. This measure helps us and investors evaluate our ability to generate cash beyond what is needed to fund capital expenditures, debt service and other obligations. Notwithstanding cash on hand and incremental borrowing capacity, free cash flow reflects our ability to grow our business through investments and acquisitions, as well as our ability to return cash to shareholders through dividends and share repurchases or even to delever. Free cash flow is not a representation of how we will use excess cash. A limitation of using free cash flow versus the GAAP measure of net cash provided by operating activities as a means for evaluating Wyndham Hotels is that free cash flow does not represent the total cash movement for the period as detailed in the condensed consolidated statement of cash flows. Adjusted free cash flow is defined to be free cash flow excluding payments related to our defense of an unsuccessful hostile takeover attempt. Adjusted Free Cash Flow Yield is defined as adjusted free cash flow as a percentage of market capitalization.

	Three Months Ended June 30, 2024	Six Months Ended June 30, 2024	Year Ended December 31, 2023
Cash Flow:			
Net cash provided by operating activities	\$ 1	\$ 77	\$ 376
Net cash used in investing activities	(7)	(31)	(66)
Net cash used in financing activities	35	(32)	(402)
Effect of changes in exchange rates on cash, cash equivalents and restricted cash	-	(1)	(3)
Net decrease in cash, cash equivalents and restricted cash	\$ 29	\$ 13	\$ (95)

	Three Months Ended June 30, 2024	Six Months Ended June 30, 2024	Year Ended December 31, 2023
Net cash provided by operating activities	\$ 1	\$ 77	\$ 376
Less: Property and equipment additions	(7)	(16)	(37)
Plus: Payments of development advance notes, net	33	64	72
Free cash flow	27	125	411
Plus: Payments related to hostile takeover defense	42	46	-
Adjusted free cash flow	\$ 69	\$ 171	\$ 411

	Year Ended December 31, 2023
Adjusted free cash flow	\$ 411
Divided: Market capitalization at December 31, 2023	\$ 6,545
Adjusted free cash flow yield	6.3%

	Year Ended December 31, 2023
Total share repurchases and dividends paid, 2019-2023	\$ 1,721
Divided: Market capitalization at December 31, 2018	\$ 4,450
Total capital return as a % of market capitalization	39%

APPENDIX

Definitions & Disclaimer

Adjusted EBITDA: Represents net income excluding net interest expense, depreciation and amortization, early extinguishment of debt charges, impairment charges, restructuring and related charges, contract termination costs, separation-related items, transaction-related items (acquisition-, disposition-, or debt-related), foreign currency impacts of highly inflationary countries, gain/(loss) on asset sales, stock-based compensation expense, income taxes and development advance notes amortization. “Comparable Basis Adjusted EBITDA” is defined as adjusted EBITDA excluding the quarterly timing variances from our marketing funds. Adjusted EBITDA and Comparable Basis Adjusted EBITDA are financial measures that are not recognized under U.S. GAAP and should not be considered as alternatives to net income or other measures of financial performance or liquidity derived in accordance with U.S. GAAP. In addition, our definitions of Adjusted EBITDA and Comparable Basis Adjusted EBITDA may not be comparable to similarly titled measures of other companies. Adjusted EBITDA also assists our investors in evaluating our ongoing operating performance by adjusting for certain items which may be recurring or non-recurring and which in our view do not necessarily reflect ongoing performance. We also internally use these measures to assess our operating performance, both absolutely and in comparison to other companies, and in evaluating or making selected compensation decisions. Additionally, we believe that Comparable Basis Adjusted EBITDA enhances transparency and provides a better understanding of the results of Wyndham’s ongoing operations for the periods for which it is presented. The supplemental disclosures included in this presentation are in addition to GAAP reported measures. The non-GAAP reconciliation tables included in this presentation should not be considered a substitute for, nor superior to, financial results and measures determined or calculated in accordance with GAAP.

Adjusted EBITDA Margin: Calculated as adjusted EBITDA divided by revenues excluding the impact of cost reimbursement and marketing, reservation and loyalty fees.

Adjusted Net Income: Represents net income excluding acquisition-related amortization, impairment charges, restructuring and related charges, contract termination costs, separation-related items, transaction-related items (acquisition-, disposition-, or debt-related), (gain)/loss on asset sales and foreign currency impacts of highly inflationary countries. The Company calculates the income tax effect of the adjustments using an estimated effective tax rate applicable to each adjustment.

Ancillary Revenues: Represents the summation of the license and other fees line item and other revenues line item per the income statement.

Free Cash Flow: Reflects net cash provided by operating activities excluding development advances, less capital expenditures. We believe free cash flow to be a useful operating performance measure to us and investors. This measure helps us and investors evaluate our ability to generate cash beyond what is needed to fund capital expenditures, debt service and other obligations. Notwithstanding cash on hand and incremental borrowing capacity, free cash flow reflects our ability to grow our business through investments and acquisitions, as well as our ability to return cash to shareholders through dividends and share repurchases or even to delever. Free cash flow is not a representation of how we will use excess cash. A limitation of using free cash flow versus the GAAP measure of net cash provided by operating activities as a means for evaluating Wyndham Hotels is that free cash flow does not represent the total cash movement for the period as detailed in the condensed consolidated statement of cash flows.

Adjusted Free Cash Flow: Represents free cash flow excluding payments related to the Company’s defense of an unsuccessful hostile takeover attempt.

Adjusted Free Cash Flow Conversion Rate: Represents the percentage of adjusted EBITDA that is converted to adjusted free cash flow and provides insights into how efficiently we are able to turn profits into cash available for use, such as for investments (including development advance notes), debt reduction, dividends or share repurchases.

Adjusted Free Cash Flow Yield: Represents adjusted free cash flow as a percentage of market capitalization.

Marketing Fund Variability: Relates to the quarterly timing variances from our marketing funds. Our franchise agreements require the payment of marketing and reservation fees, and in accordance with our franchise agreements, we are generally contractually obligated to expend such marketing and reservation fees for expenses associated with operating an international, centralized reservation system, e-commerce channels such as Wyndham’s brand.com websites, as well as access to third-party distribution channels, such as online travel agents, advertising and marketing programs, global sales efforts, operations support, training and other related services. Marketing and reservation fees are recognized as revenue when the underlying sales occur. Although we are generally contractually obligated to spend the marketing and reservation fees we collect from franchisees, the marketing and reservations costs are expensed as incurred. The marketing and reservation fees earned are generally highest during the summer season when the franchised hotels have the highest occupancy and daily rates. However, the marketing and reservation expenses are generally highest during the first half of the year, in order to drive the higher occupancy in the summer months. Accordingly, the seasonality of the marketing and reservation revenue and expenses result in variability of the marketing fund net surplus or deficit during the quarters throughout the year.

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The information in this presentation should be read in conjunction with the consolidated financial statements and accompanying notes and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” section in Wyndham Hotels & Resorts’ Form 10-K, filed with the SEC on February 15, 2024 and subsequent reports filed with the SEC.

Forward-Looking Statements

This presentation contains “forward-looking statements” within the meaning of the federal securities laws, including projections, which were not prepared in accordance with public guidelines of the American Institute of Certified Public Accountants regarding projections and forecasts, nor have they been reviewed or audited or otherwise reviewed by the independent auditors of Wyndham Hotels & Resorts. All statements other than historical facts are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation.

The forward-looking statements are inherently uncertain and are subject to a wide variety of risks and uncertainties that could cause actual results to differ materially from those contained therein, including those specified in the section “Risk Factors” of Wyndham Hotels & Resorts’ Form 10-K filed with the SEC on February 15, 2024 and any subsequent reports filed with the SEC. These risks and uncertainties are not the only ones Wyndham Hotels & Resorts may face and additional risks may arise or become material in the future. Wyndham Hotels & Resorts undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, subsequent events or otherwise, except as required by law.

Non-GAAP Financial Measures

Financial information contained in this presentation includes certain financial measures that are calculated and presented on the basis of methodologies other than in accordance with U.S. generally accepted accounting principles (GAAP), such as adjusted EBITDA, free cash flow and adjusted free cash flow, which include or exclude certain items from the most directly comparable GAAP financial measure. Any non-GAAP financial measures presented are not, and should not be viewed as, substitutes for financial measures required by GAAP, have no standardized meaning prescribed by GAAP and may not be comparable to the calculation of similar measures of other companies. Reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in this Appendix. In some instances, we have provided certain financial metrics only on a non-GAAP basis because, without unreasonable efforts, we are unable to predict with reasonable certainty the occurrence or amount of potential adjustments that may arise in the future during the forward-looking period, which can be dependent on future events that may not be reliably predicted. Based on past reported results, where one or more of these items have been applicable, such excluded items could be material, individually or in the aggregate, to the reported results.