

# Q3 2020 RESULTS

**WYNDHAM**  
HOTELS & RESORTS

## WYNDHAM HOTELS & RESORTS IS THE LARGEST HOTEL FRANCHISING COMPANY IN THE WORLD\*

Global Comparable  
RevPAR<sup>(a)</sup>

↓ **35%**

Sequential  
Pipeline Growth

↑ **3%**

Sequential  
Net Rooms Growth

↓ **1%**

Net Rooms Growth  
vs. 9/30/19

↓ **2%**

Adjusted EBITDA<sup>(b)</sup>

**\$101MM**

Adjusted Diluted EPS<sup>(c)</sup>

**\$0.36**

Pipeline

Approx.

**185,000**  
rooms

**76%** New Construction

**64%** International

## Highlights

- ➕ Generated \$92 million of free cash flow<sup>(d)</sup> and increased liquidity to over \$1.2 billion
- ➕ Collected over 70% of the fees we had previously deferred in support of our franchisees<sup>(e)</sup>
- ➕ Increased domestic conversion signings by 23% vs. Q3 2019
- ➕ Launched a best-in-class mobile app featuring streamlined booking, Wyndham Rewards account management, and an in-stay mode which prioritizes lower contact experiences

(a) Represents quarter-over-quarter RevPAR comparison in constant currency and excluding hotels temporarily closed due to COVID-19 for the period closed and the comparable prior-year period; Reported Global RevPAR declined 38% year-over-year.

(b) Reported net income was \$27MM for Q3 2020

(c) Reported diluted earnings per share was \$0.29 for Q3 2020

(d) Net cash provided by operating activities was \$97 million for the quarter ended September 30, 2020.

(e) Through October 23, 2020

For full financial data and non-GAAP reconciliations, please see the Company's Third Quarter 2020 earnings release at [investor.wyndhamhotels.com](http://investor.wyndhamhotels.com).

\*Based on the number of properties.