## Q3 2024 RESULTS



## HIGHLY RESILIENT BUSINESS MODEL GENERATES HIGH MARGINS AND SIGNIFICANT FREE CASH FLOW

## Highlights

- Reaffirmed 3-year adjusted EBITDA CAGR (a) outlook of 7 10% with \$2B cash available for enhancing shareholder value to generate an adjusted EPS CAGR in the mid-teens
- On track to deliver 6-8% Adjusted EBITDA growth (a) in full-year 2024 and raised full-year 2024 adjusted diluted EPS outlook to \$4.22 - \$4.34
- Year-over-year ancillary revenues growth of 8% and U.S. royalty rate growth of 12 basis points
- Opened second ECHO Suites Extended Stay by Wyndham and awarded another 10 ECHO contracts
- Generated YTD adjusted free cash flow of \$267MM (b)
- Returned \$126MM to shareholders through \$97MM of share repurchases and quarterly cash dividends of \$0.38 per share

| YoY NRG Global                             | Global RevPAR (c) YoY Growth 1%             |
|--|---|
| U.S. Pipeline YoY Growth 1 7%              | Global Pipeline YoY Growth 1 5%             |
| # U.S. Contracts Awarded 95 YoY Growth 10% | U.S. Room ~7K<br>Openings<br>YoY Growth 15% |

comparable YoY growth Adjusted Diluted EPS (d) \$1.39 \$1.096 comparable YoY growth 14%

Adjusted EBITDA (a)

\$208MM

Record Pipeline

~248,000

rooms

**79% New Construction** 

Midscale or Above Chainscale

International

**ECHO Suites** 

Reported net income was \$102MM for Q3 2024, which decreased YOY by 1%. Adjusted EBITDA CAGR and adjusted EBITDA growth on a comparable basis, which represents a comparison eliminating the variability in its marketing funds. (b) Excludes payments related to successful defense of a hostile takeover attempt. YTD 2024 net cash from operating, investing and financing activities was \$156 million, (\$40 million) and (\$100 million), respectively.

<sup>(</sup>c) Represents RevPAR comparisons in constant currency.