



SUMMIT

HOTEL PROPERTIES

Investor Presentation

DECEMBER 2023



Element - Miami Brickell

Hampton Inn & Suites - Austin Downtown

Forward looking statements

We make forward-looking statements in this presentation that are subject to risks and uncertainties. These forward-looking statements include information about possible or assumed future results of our business, financial condition, liquidity, results of operations, plans, and objectives. When we use the words “believe,” “expect,” “anticipate,” “estimate,” “plan,” “continue,” “intend,” “should,” “may,” or similar expressions, we intend to identify forward-looking statements. Statements regarding the following subjects, among others, may be forward-looking by their nature:

- our ability to increase our dividend per share of common stock;
- the state of the U.S. economy generally or in specific geographic regions in which we operate, and the effect of general economic conditions on the lodging industry and our business in particular;
- market trends in our industry, interest rates, real estate values and the capital markets;
- our business and investment strategy and, particularly, our ability to identify and complete hotel acquisitions and dispositions;
- our projected operating results;
- actions and initiatives of the U.S. government and changes to U.S. government policies and the execution and impact of such actions, initiatives and policies;
- our ability to manage our relationships with our management companies and franchisors;
- our ability to maintain our existing and future financing arrangements;
- changes in the value of our properties;
- the impact of and changes in governmental regulations, tax law and rates, accounting guidance and similar matters;
- our ability to satisfy the requirements for qualification as a REIT under the U.S. Tax Code;
- our ability to repay or refinance our indebtedness as it matures or becomes callable by lenders;
- the availability of qualified personnel;
- our ability to make distributions to our stockholders in the future;
- the general volatility of the market price of our securities; and
- the degree and nature of our competition.

Forward-looking statements are based on our beliefs, assumptions and expectations of our future performance, taking into account information currently available to us. You should not place undue reliance on these forward-looking statements. These beliefs, assumptions and expectations can change as a result of many possible events or factors, not all of which are known to us. These factors are discussed under “Item 1A. Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2022, and in other documents we have filed with the Securities and Exchange Commission. If a change occurs, our business, financial condition, liquidity and results of operations may vary materially from those expressed in our forward-looking statements. Any forward-looking statement is effective only as of the date on which it is made. New risks and uncertainties arise over time, and it is not possible for us to predict those events or how they may affect us. Except as required by law we are not obligated to, and do not intend to, publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Additionally, this presentation contains certain unaudited historical and pro forma information and metrics which are based or calculated from historical data that is maintained or produced by Summit or third parties. This presentation contain statistics and other data that may have been obtained from, or compiled from, information made available by third-parties.

Summit Hotel Properties (NYSE: **INN**) is a leading publicly-traded REIT focused on owning lodging assets with efficient operating models primarily in the upscale segment of the lodging industry

101

Lodging Assets ⁽¹⁾

15,035

Guestrooms ⁽¹⁾

43

Markets ⁽¹⁾

86%

Top 50 Markets ^(1,2)

\$1.0B

Recent Acquisitions

95%

Marriott, Hyatt Hilton ⁽²⁾

+6.25% - 7.75%

2023E RevPAR Growth ⁽³⁾

46%

GOP Margin ^(1,4)

113

Portfolio RevPAR Index ^(1,5)



AC Hotel / Element – Miami Brickell

1. Based on 101 lodging assets owned as of November 1, 2023.

2. Based on guestroom count for the 101 lodging assets owned as of November 1, 2023.

3. Based on full year 2023 guidance ranges published as of November 1, 2023.

4. Based on pro forma financials for the twelve months ended September 30, 2023.

5. Based on STR data for the twelve months ending September 30, 2023.



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Investment Thesis

Proven Investment Strategy

-
- 01 Efficient operating model & best-in-class platform drives profitability
 - 02 Premier portfolio with broad geographic diversification and concentration in high growth sun belt markets
 - 03 Targeted capital allocation strategy with proven track record of external growth and capital recycling
 - 04 Well-positioned balance sheet and liquidity profile
 - 05 Leading Environmental, Social, and Governance (ESG) program
-



Efficient operating model and best-in-class platform *drives profitability*

Summit's operating platform is built on its expertise and experience in revenue and asset management, design and construction, and capital allocation all underpinned by robust business intelligence and data analytics

In-house Revenue Management

- Consistent on-site presence and collaboration with local management
- Industry benchmarking and data analysis
- Analyzing forward-looking data to proactively manage demand patterns

Acquisitions & Development

- Deep network of industry relationships facilitates off market transactions
- Leverage in-house asset management and design & construction to optimize market positioning and capital investment
- Partnership with GIC facilitates expanded acquisition opportunities and enhanced underwriting rigor
- Selective mezzanine financing program with purchase options expands our shadow pipeline

In-house Asset Management

- Intensive asset management process provides better oversight and accountability of management companies
- Exhaustive due diligence approach facilitates value creation

In-house Design & Construction

- Continuous renovation planning and oversight to ensure minimum revenue displacement
- Cost savings driven by fewer outsourcing needs for renovation activity
- In-house design leads to more customized renovations which drives higher ROIs on capital investments

Independent Management Companies

- Flexible and favorable management terms across ten different management companies
- High degree of engagement with key management company personnel
- Use of independent platforms eliminates conflicts of interest

Investment & Business Intelligence

- Business intelligence tools facilitate real-time data analytics
- Data analytics used to implement revenue and asset management strategies designed to maximize hotel profitability

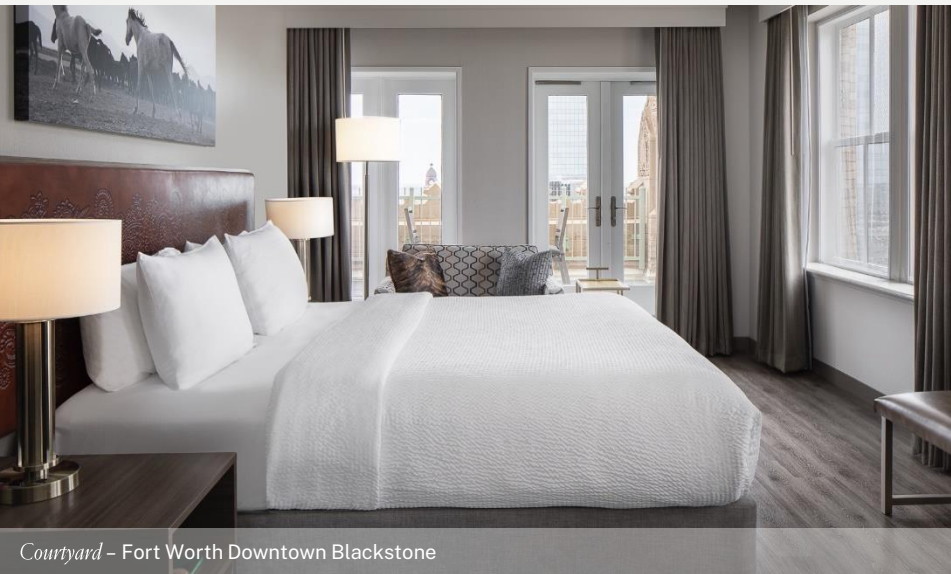
Efficient operating model and best-in-class platform *drives profitability*

- Rooms revenue driven model enhances GOP and EBITDA margins
- Restructuring of the operating model during the pandemic leads to lower FTE run rate going forward
- Proprietary, in-house revenue management platform partners with management companies to more effectively yield manage the portfolio and drive profitability
- Complexing of management and sales teams across the portfolio, particularly with the addition of the NewcrestImage portfolio, creates both revenue and expense synergies
- Utilization of best practices from multiple hotel management partners drives operational efficiencies
- Strong connectivity, representation and influence with all major brand partners through leadership roles on owner advisory councils

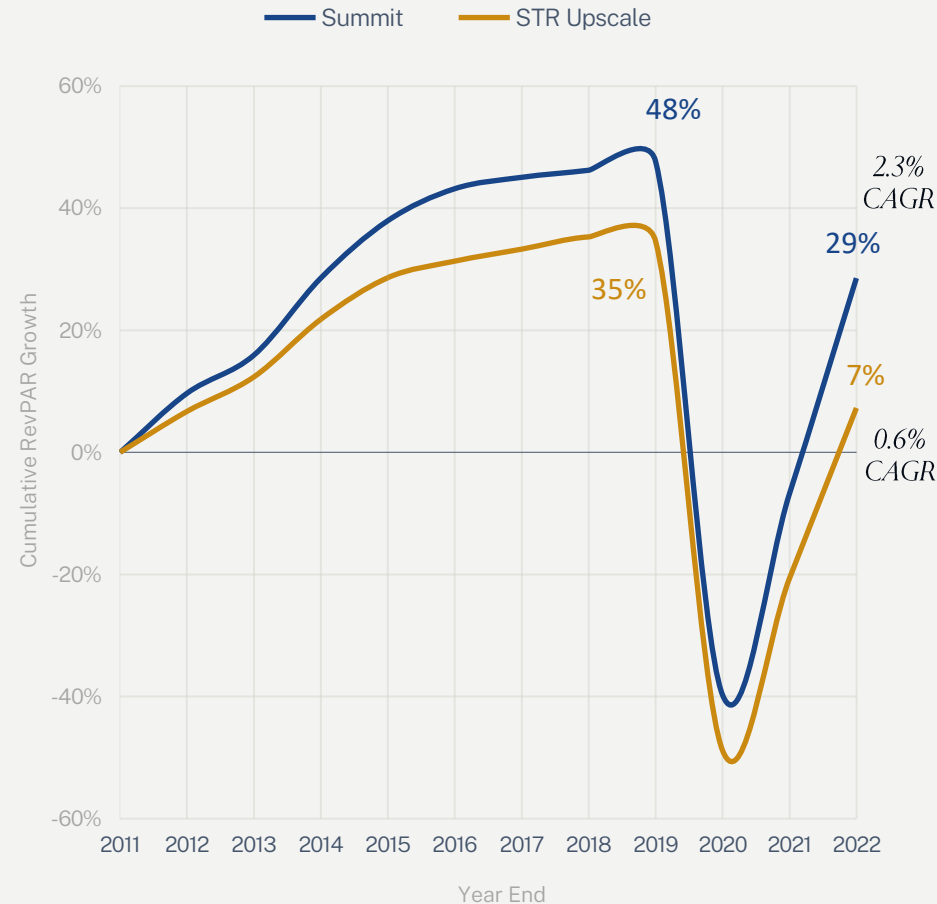


Efficient operating model and best-in-class platform *drives profitability*

Summit has a track record of outperformance with cumulative RevPAR growth, exceeding the STR Upscale chain scale benchmark by a **170-basis point** CAGR over the 11 years since the Company's IPO.



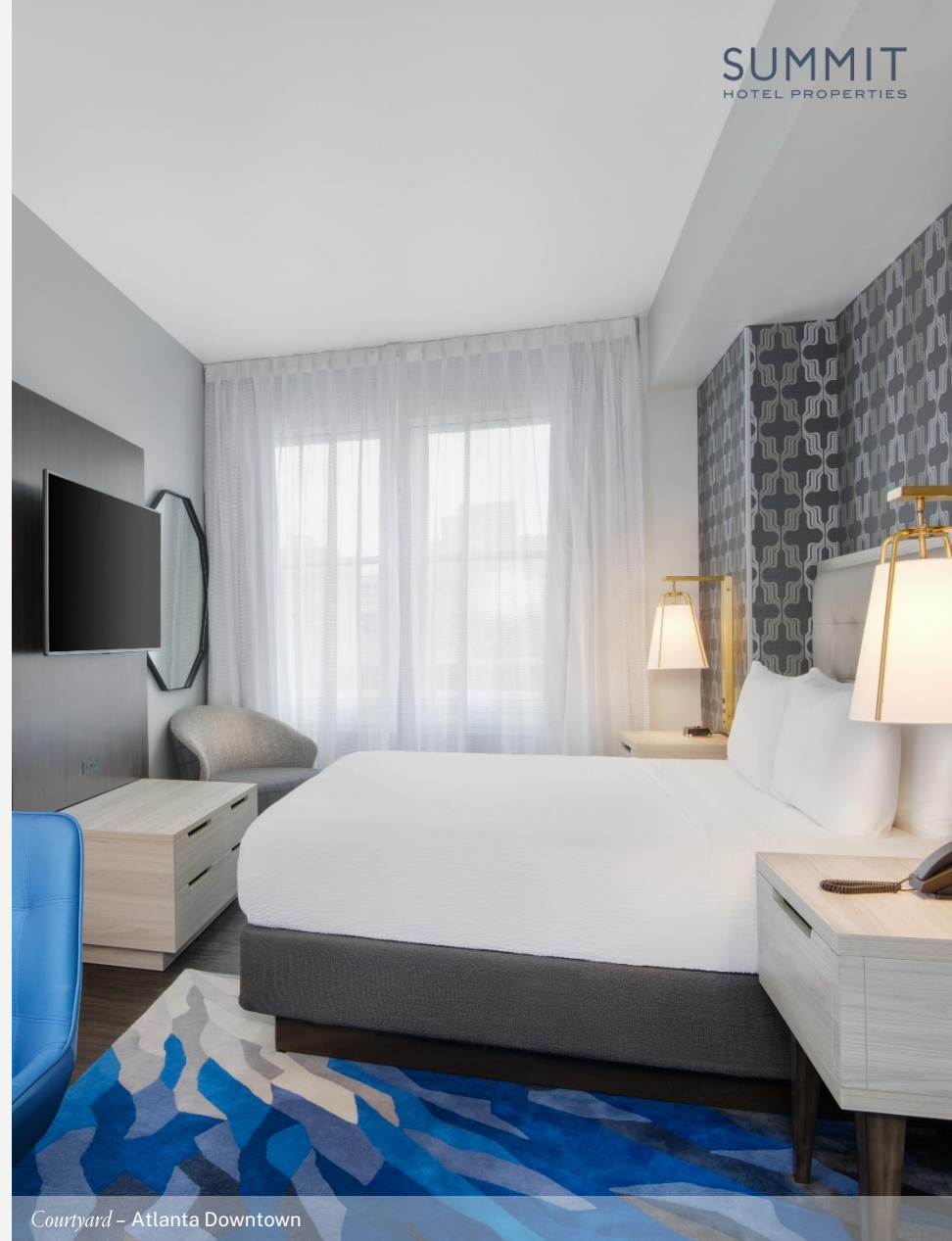
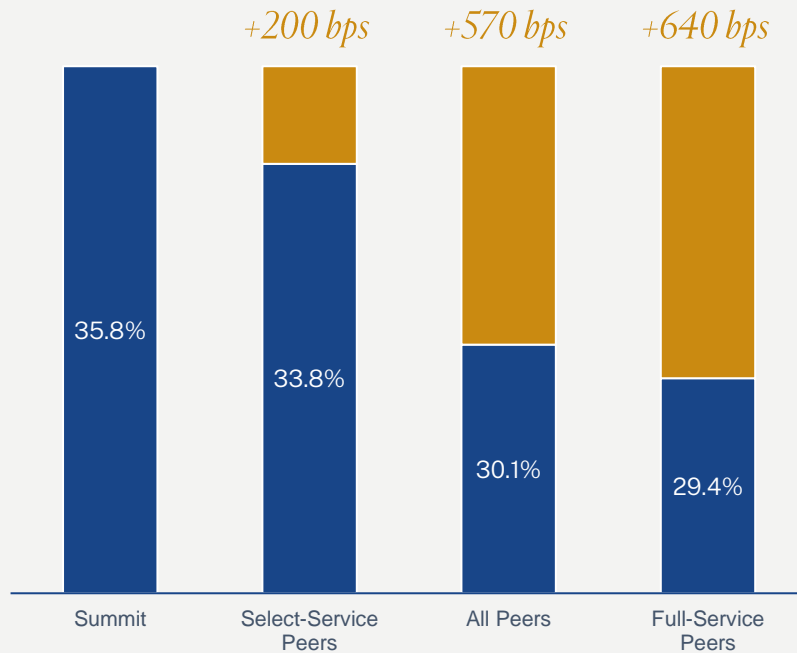
Cumulative RevPAR Growth: Summit Pro Forma Portfolio vs. STR Upscale ⁽¹⁾



1. Based on the Smith Travel Research Lodging Review and Summit's full year reported pro forma RevPAR growth for the applicable years.

Efficient operating model and best-in-class platform *drives profitability*

T12 September 2023 Hotel EBITDA Margin

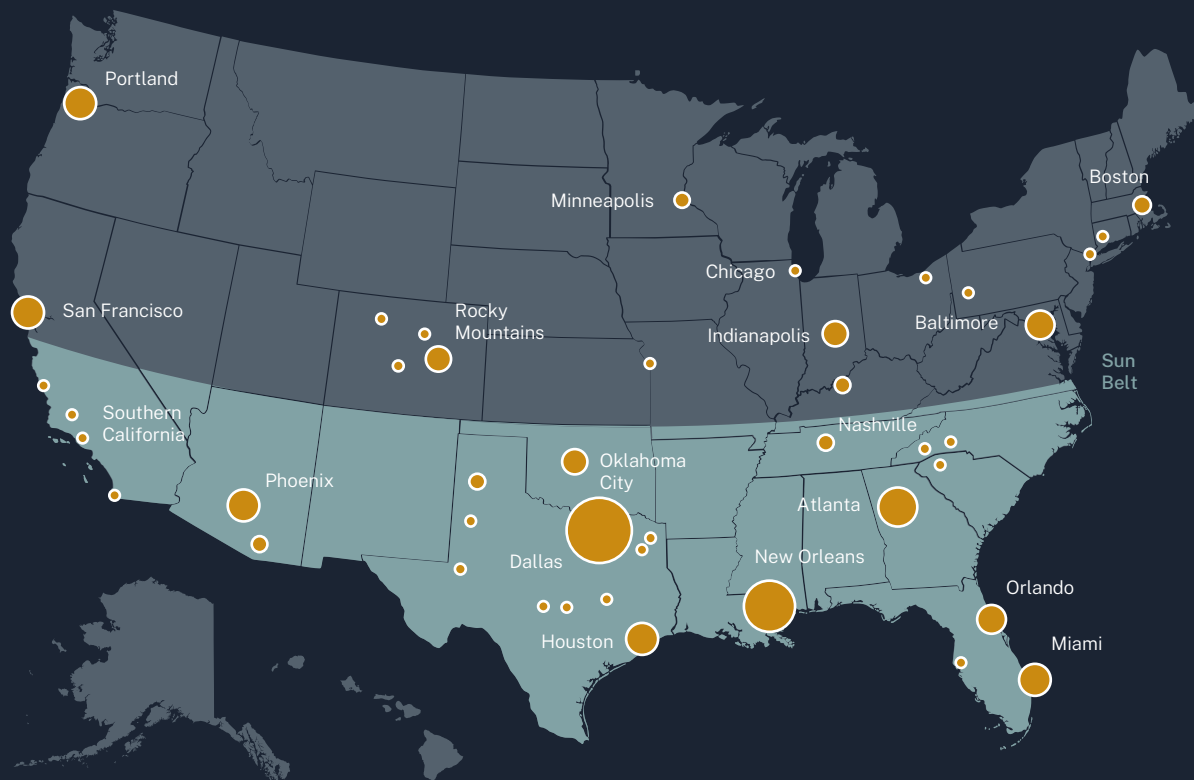


1. Summit based on the pro forma twelve-month financials ending September 30, 2023, for the 101 lodging assets owned as of November 1, 2023.
2. Select-service peer data based on the aggregate trailing twelve-month financials for comparable portfolio revenue and hotel EBITDA reported for the following peers: APLE, CLDT, and RLJ.
3. Full-service peer data based on the aggregate trailing twelve-month financials for comparable portfolio revenue and hotel EBITDA reported for the following peers: AHT, BHR, DRH, HST, PK, PEB, RHP, SHO, and XHR.

Premier portfolio with broad *geographic diversification* & *concentration* in high growth sun belt markets

No single asset contributes more than 4% to our portfolio, and Dallas is the only market that contributes >10%. Each individual Dallas submarket contributes <5%. ⁽¹⁾

U.S. Markets	# of Rooms	% of Portfolio ⁽²⁾
Top 25	9,353	62%
Top 50	12,877	86%
Sun Belt	9,553	64%
Urban	7,210	48%
Total	15,035	100%



● Current lodging assets

1. Based on September 30, 2023, trailing twelve-month EBITDA for 101 lodging assets owned as of November 1, 2023.

2. Based on guestroom count as a percent of the total MSA for 101 lodging assets owned as of November 1, 2023.

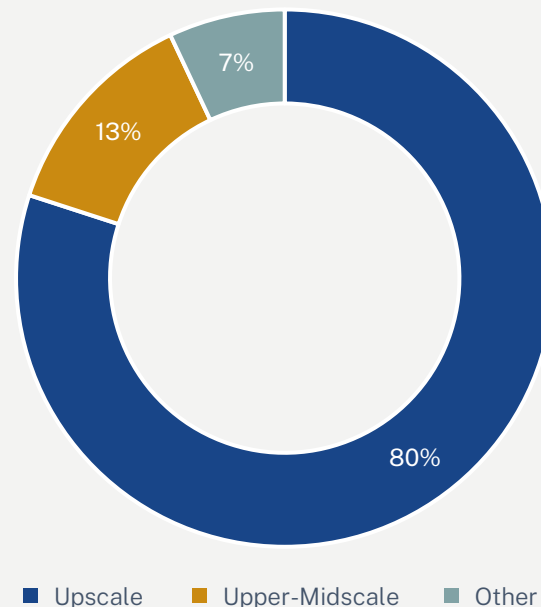
Note: Guestroom count used to determine circle size.

Lodging industry set up for favorable *supply & demand dynamics* for the foreseeable future

Muted industry supply growth expected to average <1% from 2023-2025, over 100 bps below the long-run average

CBRE ⁽¹⁾	Total US			Upscale		
May 2023	Supply Growth	Demand Growth	Variance	Supply Growth	Demand Growth	Variance
2018	2.0%	1.7%	-30 bps	5.0%	4.4%	-60 bps
2019	1.6%	1.8%	20 bps	4.2%	4.4%	20 bps
2020	1.1%	-34.8%	-3,590 bps	2.7%	-40.7%	-4,340 bps
2021	1.1%	36.4%	3,530 bps	3.4%	47.5%	4,410 bps
2022	0.5%	10.5%	1,000 bps	2.2%	15.1%	1,290 bps
2023E	0.4%	1.4%	100 bps	1.4%	3.7%	230 bps
2024E	0.8%	1.9%	110 bps	1.6%	3.3%	170 bps
2025E	0.9%	2.0%	110 bps	1.8%	3.5%	170 bps
2023-2025 Avg	0.7%	1.8%	110 bps	1.6%	3.5%	190 bps

Summit Portfolio Chain Scale Breakdown ⁽²⁾



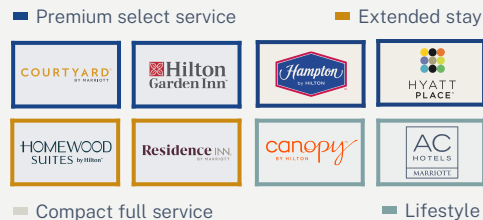
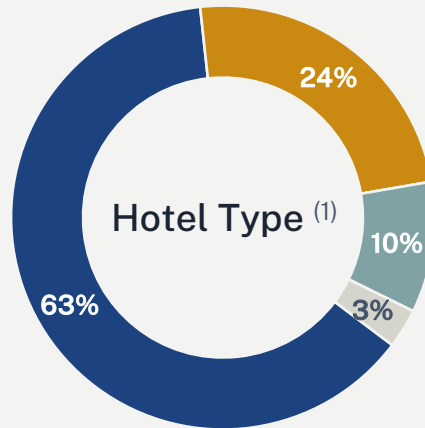
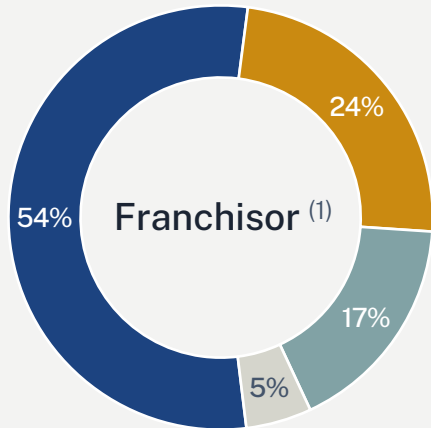
Upscale demand growth forecasted to exceed supply growth by 170-230 bps through 2025

1. Based on CBRE Hotel Trends, Q2 2023 data as of August 2023.

2. Based on guestroom count for the 101 lodging assets owned as of November 1, 2023.

Premier portfolio with *industry-leading brands* offering diverse and distinctive accommodations and experiences

Summit believes in the value of brand loyalty and partners with leading global brands that provide access to millions of enrolled loyalty members. We believe guests value premium standards, exceptional service, diverse types of stay offerings, and ease of reservation that result in a positive guest experience and recurring stays.



1. Based on guestroom count for the 101 lodging assets owned as of November 1, 2023.



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Capital Allocation

Targeted capital allocation strategy with proven track record of *transaction driven* value creation

Acquisitions

- Locations in “Markets that Matter” with favorable supply/demand dynamics and multiple demand generators
- Efficient operating models and value-add opportunities (i.e., property renovations, brand conversions, management changes)
- Target product types that appeal to evolving guest preferences (i.e., initial glamping investment with the acquisition of Onera Fredericksburg in October 2022)

Dispositions

- Identify markets with unfavorable supply/demand dynamics and hotels with functional obsolescence or large capital needs that do not meet return thresholds
- Recently closed on or announced the sale of five hotels for \$36.4 million. Combined with our previous sale of the Hilton Garden San Francisco in 2022, we have closed assets sales totaling \$111 million at a blended capitalization rate of less than 2% and eliminated nearly \$33 million of renovation capital expenditures since 2022.

Joint Venture with GIC

- Own 41 hotels totaling 5,581 guestrooms with a well-respected global real estate investor further validates Summit’s platform and operating model
- Facilitates external growth strategy and creates a pipeline for future growth
- Fee structure enhances yields and hold-period returns for the Company and is expected to cover ~15% of 2023 cash corporate G&A

Opportunistic development & mezzanine lending activity

- Higher risk-adjusted returns and utilization of in-house development expertise
- Mezzanine lending program provides alternative pipeline for growth which typically earns current yields of 10%-16% and provides for the future option to acquire assets at a fixed price (i.e., initial mezz loan converted into 90% equity stake in the dual-branded AC Hotel / Element Miami Brickell)

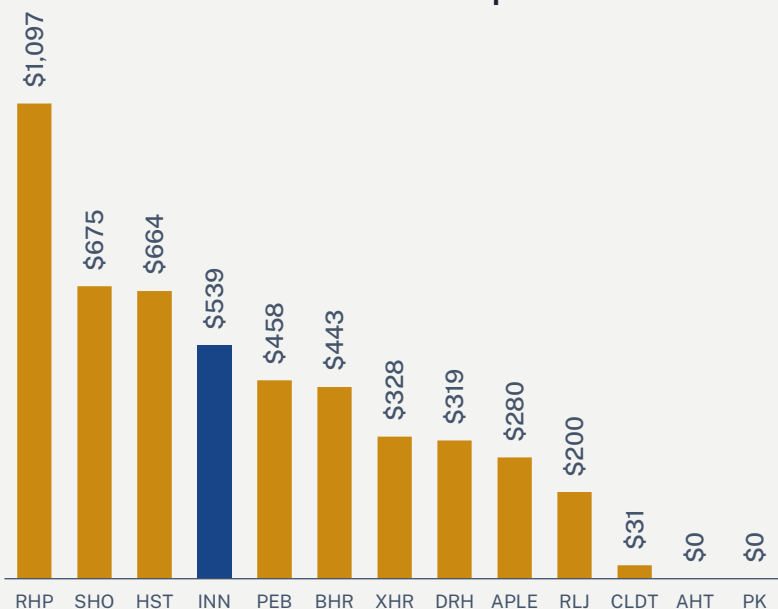
Flexible balance sheet

- Maintain liquidity, flexibility and a well-balanced maturity ladder spread across multiple years
- Precedent for creative structuring and accretive issuance of OP units to preserve liquidity while remaining transactional
- Nearly 80% fixed rate debt and preferred equity capital structure

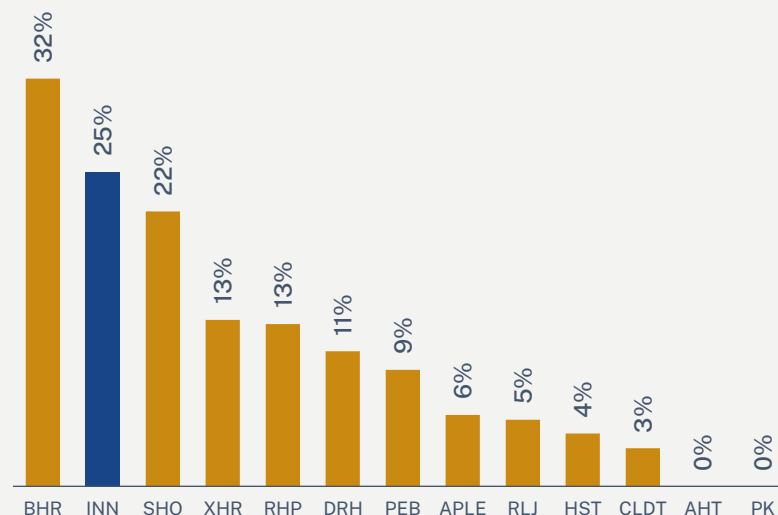
Targeted capital allocation strategy with proven track record of *transaction driven* value creation

Over the past two years, Summit has been highly acquisitive relative to the lodging peer set, setting the stage for outsized EBITDA growth over the next several years

Gross Acquisition Value ⁽¹⁾



Acquisitions as a % of TEV ⁽²⁾



1. Amounts in millions. Completed acquisition activity for the period beginning October 1, 2021, through September 30, 2023.

2. Summit TEV based on market close price as of November 2, 2023. Summit acquisition value is pro rata. Peer data from SNL based on Q2 2023 reported data available and market close price as of November 2, 2023.

GIC Joint Venture Overview and Investment Highlights

Joint venture with *highly-respected* global real estate investor

Further validates Summit's investment thesis and operating platform

Opportunistic investment approach

- No pre-defined investment size parameters
- Eliminates forced buying or selling
- Allows for opportunistic deployment and recycling of capital

Facilitates external growth & creates pipeline for *future growth*

- Fee stream effectively reduces Summit's overall cost of capital
- Acquire deep asset and market knowledge base which facilitates seamless integration if Summit acquires unowned interest

Joint venture fee structure provides *enhanced investment returns*

- Asset management fee
- Project management fee
- Promoted interest potential
- Equal to ~15% Cash Corp G&A in 2023

Joint Venture Formed in 2019

- 51% summit / 49%
- Summit as General Partner & Asset Manager

Invested \$275MM in Year 1

- Acquired Hampton Inn & Suites Silverthorne for \$26MM
- Acquired 4-Hotel Portfolio for \$249MM

Six-Hotel Portfolio Contributed to the Joint Venture

- \$249MM Gross Transaction Value
- Summit sold 49% interest to the Joint Venture

Residence Inn Steamboat Springs Acquired for \$33MM

- Newly opened in December 2020
- Discount to estimated replacement cost

Embassy Suites Tucson Paloma Village Acquired for \$26MM

- Complexing opportunity with Homewood Suites Tucson
- Market-leading hotel situated on six acres in high barrier to entry submarket

NewcrestImage Portfolio Acquired for \$822MM

- 27 Hotels, 2 Parking Garages, and Financial Incentives
- Attractive basis and increased exposure to high-growth markets
- Discount to estimated replacement cost

Hilton Garden Inn San Francisco Airport Sold for \$75MM

- Resulted in \$21MM gain on sale during the 2.5-year hold period
- Sold at 1.0% cap rate on T12 financials

Residence Inn Scottsdale North Acquired for \$29MM

- Complexing opportunity with the Courtyard and SpringHill Suites Scottsdale
- Fully renovated in 2019

Nordic Lodge Steamboat Springs Acquired for \$14MM

- Complexing opportunity with Residence Inn Steamboat Springs
- Immediate value enhancement opportunities
- Optionality with an independent hotel

Targeted capital allocation strategy with *proven track record* of external growth and capital recycling

RECENT ACQUISITION HIGHLIGHTS	Summit Same Store ⁽¹⁾	2021 Acquisitions	NCI Portfolio	AC/Element Miami	Onera Fredericksburg	2023 Acquisitions	Summit Pro Forma	Key Highlights
# of Assets	67	2	27	2	1	2	101	49% Growth
# of Guestrooms	10,654	230	3,709	264	11	167	15,035	41% Growth
Date of Acquisition	-	2H 2021	Q1 2022	Q2 2022	Q4 2022	Q2 2023	-	
Gross Purchase Price	-	\$59MM	\$822MM	\$89MM	\$5MM	\$43MM	-	\$1.0B Invested
Price per Key	-	\$254K	\$209K ⁽²⁾	\$337K	\$455K	\$256K	-	Attractive basis of \$225K/Key ⁽²⁾
Est. Stabilized Yield ⁽³⁾	-	10-11%	8-9%	8-9%	11-13% ⁽⁴⁾	8-10%	-	Strong stabilized yields
RevPAR Growth ⁽⁵⁾	-	8%	16%	10%	13% ⁽⁶⁾	12%	-	Exceptional Growth Profile

1. Based on the 67 same store hotels.

2. Based on the hotel purchase price exclusive of the parking structures and incentives.

3. Est. stabilized yields based on full year underwritten NOI. Onera and 2023 acquisitions based on estimated year 1 stabilized yields.

4. Onera yield based on the initial investment amount of \$5 million plus the \$2 million earnout.

5. RevPAR growth for the year-to-date-period ended September 30, 2023.

6. Reflects same-unit type RevPAR growth.

Strategic CapEx Investment

Summit's in-house design, construction & asset management teams deliver comprehensive renovations while ensuring minimal revenue displacement in order to gain meaningful market share and grow EBITDA.

Proven track record & *ongoing commitment* to reinvesting in the portfolio

- ~\$260MM invested over the last 5 years (~\$230MM on a pro rata basis)
- Renovate ~10% of the portfolio on average in any given year
- Typically displace <1% revenues in any given year

In-house *construction, design & procurement* expertise

- Team of engineers, architects, project managers, designers, and buyers that collectively have decades of experience
- Offers continuous planning and oversight to optimize project timing and minimize revenue displacement
- In-house design and purchasing expertise provides for more cost-efficient renovations while achieving better finished product

Recently Completed Renovations

Hilton Garden Inn San Jose Milpitas

Hyatt Place Denver Tech Center

SpringHill Suites Dallas Downtown

Staybridge Suites Glendale Cherry Creek

Hyatt Place Denver South Park Meadows

Courtyard New Orleans Metairie

Hyatt Place Orlando Convention Center

Residence Inn Portland Downtown

Hyatt Place Orlando Universal Studios

Hilton Garden Inn Houston Energy Corridor

Ongoing & Upcoming Renovations

Embassy Suites Tucson

Residence Inn Portland Hillsboro

Courtyard New Haven

Hotel Indigo Asheville Downtown

Hampton Inn & Suites Silverthorne

Residence Inn Dallas Arlington

Hyatt House Denver Tech Center

Courtyard Dallas Grapevine

Courtyard Fort Lauderdale Beach



Marriott - Boulder

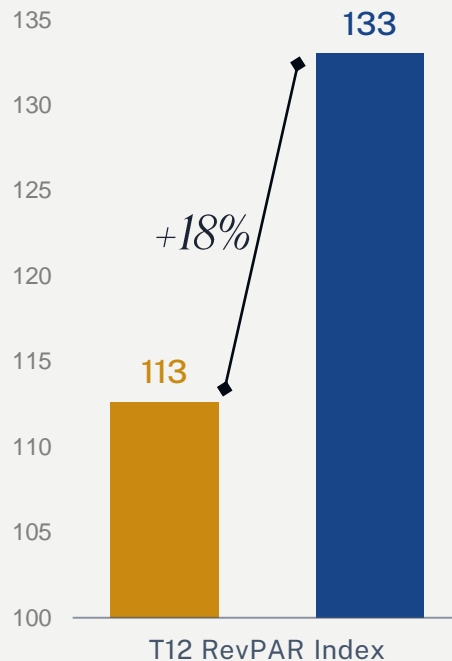
RECENT RENOVATION – CASE STUDY

Courtyard Pittsburgh Downtown

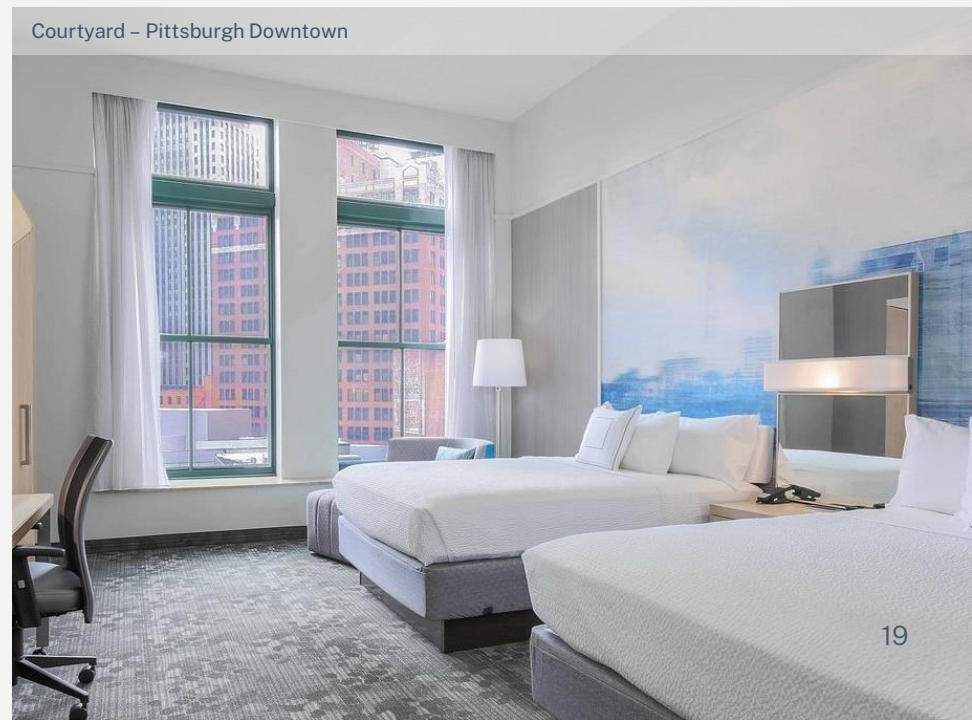
The Courtyard Pittsburgh underwent an extensive **\$5.3MM** renovation in 2019 that repositioned the hotel and yielded a **21% ROI** based on a stabilized 2022 RevPAR index that increased **18%** from pre-renovation levels.

Courtyard Pittsburgh Stabilized RevPAR Index

■ Oct 2018
■ Dec 2022



Courtyard – Pittsburgh Downtown



Courtyard – Pittsburgh Downtown

Recent Renovations

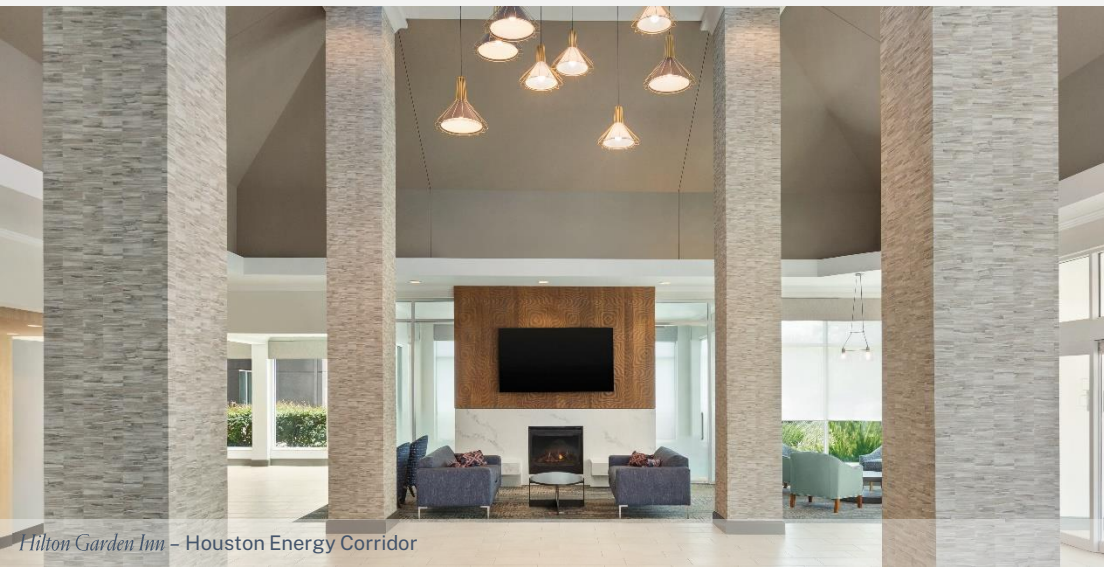


Courtyard – New Orleans Metairie



Best Renovation Award Winner – Hyatt Hotels

Hyatt Place – Orlando Universal



Hilton Garden Inn – Houston Energy Corridor



Residence Inn – Portland Downtown RiverPlace

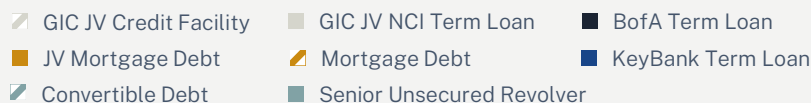


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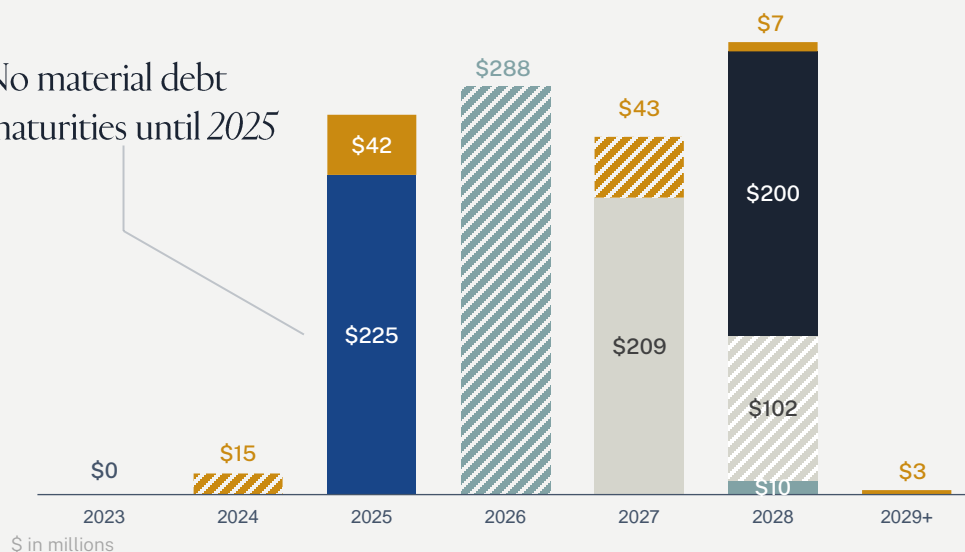
Balance Sheet

Well-positioned balance sheet & liquidity profile

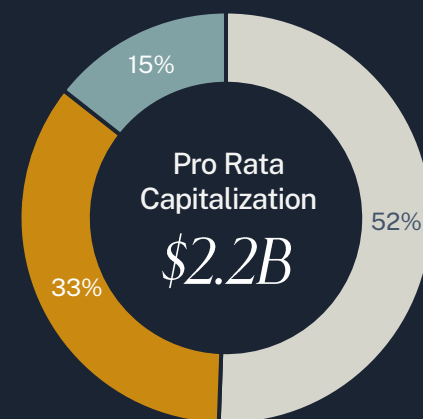
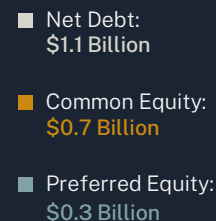
Pro Forma Debt Maturity Schedule ⁽¹⁾



No material debt
maturities until 2025



Pro Forma Capital Structure ^(1,2)



Pro Forma Key Highlights ^(1,2)

Liquidity (Undrawn Revolver Capacity + Cash)	~\$435MM
Pro Rata Net Debt Outstanding	\$1.1B
Pro Rata Net Debt / Total Enterprise Value	51%
Avg. Length to Maturity	>3 Yrs
Pro Forma Weighted Avg. Cost of Debt	4.75%
Fixed Charge Ratio ⁽³⁾	2.5x

1. Based on financials and pro rata debt as of November 1, 2023. Assumes fully-extended maturity dates for all loans.

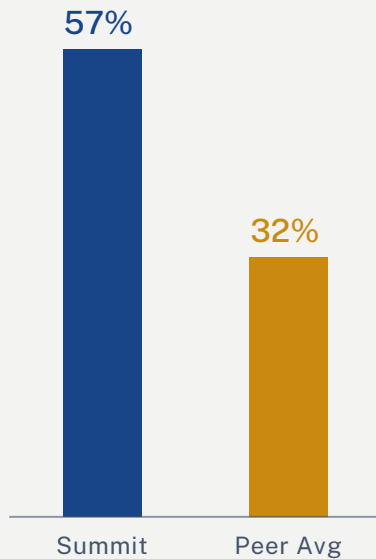
2. Summit's market close price as of November 2, 2023. Amounts are pro rata.

3. Based on 2023E Consensus EBITDA of \$185.7 million and fixed charges of pro rata 2023E principal, interest expense, and preferred dividends on a pro forma basis.

Balance sheet well-positioned for *current environment*

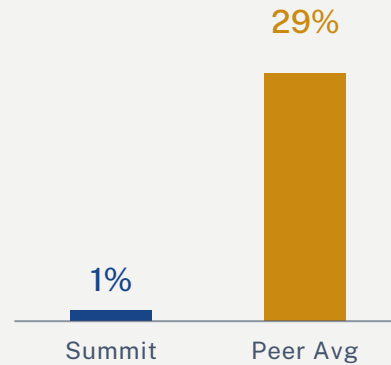
Exceptional Liquidity Profile Among the Industry's Best ^(1,2,3,4)

~\$435MM of total liquidity (57% of equity market cap) ^(1,2,3)



Minimal Near-Term Debt Maturities ^(1,3)

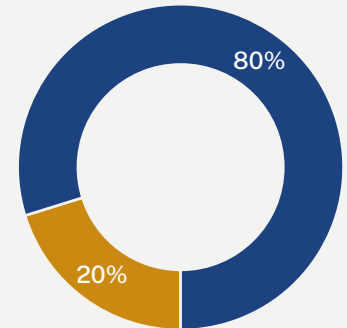
Only 1% of pro rata debt matures by year-end 2024 limiting interest rate refinancing risk



Limited Variable-Rate Debt Exposure ^(1,3)

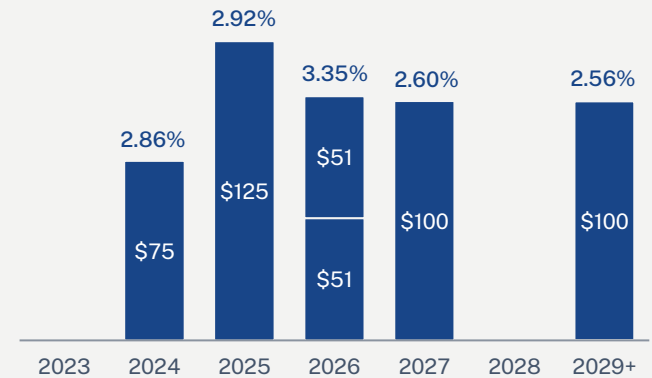
Only 20% of pro rata debt and preferred with variable interest rates

■ Total variable debt
■ Total fixed debt + preferred



Extended Swap Maturities ^(1,3)

Blended swap rate of 2.86% with an average maturity of 3.2 years



1. Based on debt financials and pro rata debt as of November 1, 2023. Assumes fully-extended maturity dates for all loans.
 2. Summit's market close price as of November 2, 2023. Amounts are pro rata.
 3. Peer data from SNL based on the Q2 2023 reported data available.
 4. Total liquidity represented as a percent of equity market cap.

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*Leading
ESG
Program*




2022 ESG Highlights ⁽¹⁾

Over the past year, we have developed a climate action plan to achieve our emissions reduction target of 30% by year-end 2025. Our climate plan includes active data and energy management programs and systems to enhance building and operational efficiencies and continued investments in clean energy.


Environmental Stewardship



Achieved a 15% market-based intensity reduction in **emissions** from 2019 baseline, equivalent to removing over 1,000 passenger vehicles from the road for one year. ⁽²⁾




Produced a 7% intensity reduction in **energy** consumption from 2019 baseline.



Contracted for approximately 8,000 **Green RECs** equivalent to powering over 500 homes for one year. ⁽²⁾




Increased the number of properties with **Electric Vehicle Supply Equipment** in our portfolio from 7% in 2021 to 22% in 2022.




Achieved an 8% intensity reduction in **water** consumption from 2019 baseline.



Increased the number of **ENERGY STAR® Certified** properties in our portfolio by 60% over the prior year.



Endorsed the **AHLA Responsible Stay initiative** to demonstrate our commitment to sustainability and to align ourselves with industry initiatives.



Completed a portfolio-wide transition to bulk shower amenities to **reduce waste**.

Social Responsibility

Contributed over \$140,000 and volunteered over 280 service hours to **Partnerships for Children** and other community-based organizations.

Achieved a positive response of over 85% from employees that our company is a great place to work and has a positive work **culture**.

Increased the composition of our Independent **Board Members** that are from underrepresented groups from 29% in 2021 to 43% in 2022.

Increased the percentage of our corporate level **minority workforce** from 13% in 2021 to 22% in 2022.

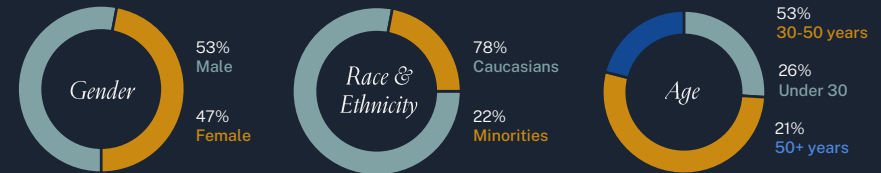
Increased diversity of corporate level employees from **underrepresented groups** from 48% in 2021 to 56% in 2022.

Joined the **AHLA Foundation Board of Trustees and Industry Impact Leaders Committee** to increase community engagement within our industry.

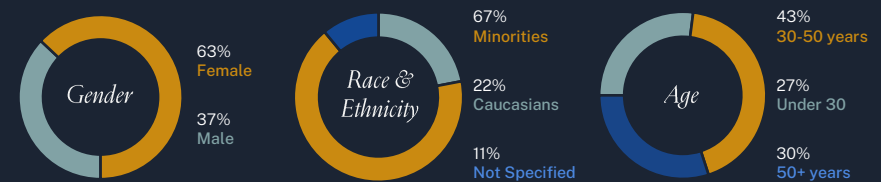
Established a **Hotel Training Day Program** for employees to learn more about the day-to-day operations at our hotels and to foster teamwork and connectedness amongst employees and with our operating partners.

Increased connectedness with our operating partners and team by implementing an **Employee Stay Program**.

Workforce Composition: Corporate Employees ⁽³⁾



Workforce Composition: Hotel Employees ^(4,5)



1. Information is for the year ended December 31, 2022.

2. Equivalent based on U.S. EPA's GHG Equivalencies Calculator: <http://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator>.

3. Information is as of 12.31.2022, and is for regular, full-time employees of Summit Hotel Properties, Inc.

4. Information is as of 12.31.2022 and reflects employees at 97 of our 103 hotels.

5. Employees at our hotels are not employees of Summit Hotel Properties, Inc. but are employees of our third-party managers that operate our hotels.

Leading *Environmental, Social, & Governance* (ESG) Program

Environmental Stewardship Goals

- Continue to improve our building efficiencies by increasing the number of properties in our portfolio with guestroom automation systems by 35% over the prior year.
- Increase our number of green certified lodging properties by 10% over 2022.
- Evaluate additional investments in clean energy, including on-site solar.
- Continue the transition to clean energy by further increasing the number of properties in our portfolio with electric vehicle supply equipment by 25% over the prior year.
- Pilot a decommissioning project for recycling and upcycling hard and soft goods during renovations.
- Develop a standard operating procedure for recycling and upcycling waste during renovations.
- Transition newly acquired properties to keyless entry and provide employee safety devices to each property within a year.

Social Responsibility Goals

- Contribute over \$150,000 and 250 hours of volunteer service to support our local communities in 2023.
- Support our community partner, Partnerships for Children, by building custom storage for their KING mentoring program musical instruments in 2023.
- Host a Holistic Health & Wellness Week to promote employee health & well-being, including social, physical, nutrition, financial and mental wellness segments in 2023.
- Complete biophilic and inclusive design upgrades to our corporate offices, including a wellness room in 2023.
- Provide at least 100 hours of increased development opportunities for underrepresented groups to promote their growth and scope of responsibility in 2023.
- Complete over 150 hours of human rights training, including harassment and human trafficking awareness and prevention training in 2023.

Governance & Resilience Goals

- Continued compliance with all ethics and corporate governance requirements in 2023.
- Meet common industry stakeholders rights in 2023.
- Further enhance policies to meet new SEC guidelines in 2023.
- Conduct property risk assessments annually to ensure proper maintenance and safety.
- Evaluate additional investments in on-site battery storage systems for lodging properties located in areas with high environmental risk for increased resiliency in 2023-2024 program year.

About Our Program

We established our ESG program in 2018 with the purpose of creating long-term value for our stakeholders by investing responsibility in our business, environment, people and communities. Our program aligns with GRI & TCFD frameworks to better identify ESG indicators that are material to our business. In 2021, we set performance reduction targets in alignment with the Greenhouse Gas Protocol ("GHG Protocol"), which supplies the world's most widely used greenhouse gas standards. Our ESG program and reporting are overseen by our Board of Directors and senior management and a component of executive compensation is tied to the progress of our ESG program.

Experienced Leadership *Driving Success*



Jonathan Stanner

President & Chief Executive Officer

Mr. Stanner joined Summit Hotel Properties in April 2017 and most recently served as the company's Executive Vice President and Chief Financial Officer.

Prior to joining Summit, Mr. Stanner was Chief Executive Officer at Strategic Hotels & Resorts, a former NYSE-listed company acquired by an affiliate of The Blackstone Group in 2015. During his tenure at Strategic Hotels & Resorts from 2005 to 2015, Mr. Stanner also held various other senior positions with the company, including Chief Financial Officer, Senior Vice President - Capital Markets, Acquisitions, and Treasurer and Director of Corporate Finance. Prior to his time at Strategic Hotels, Mr. Stanner was an investment banking analyst for Banc of America Securities.

Mr. Stanner holds both a B.S. in Management and an MBA from the Krannert School of Management at Purdue University.



William ("Trey") Conkling

Executive Vice President & Chief Financial Officer

Mr. Conkling joined Summit Hotel Properties in May 2021 as the Company's Executive Vice President & Chief Financial Officer.

Prior to joining Summit, Mr. Conkling served as a Managing Director in the Real Estate, Gaming & Lodging Investment Banking group for Bank of America Merrill Lynch, where he oversaw the successful execution of transaction volume in excess of \$190 billion including capital markets and mergers and acquisitions. Prior to his time at Bank of America Merrill Lynch, Mr. Conkling was with the investment banking unit of Bear, Stearns & Co. and previously worked in asset management for Host Hotels & Resorts.

Mr. Conkling earned a B.S. in Hotel and Restaurant Administration from Cornell University, School of Hotel Administration and an MBA from Cornell University, Johnson Graduate School of Management.





SUMMIT

Operational Update

Q3 2023 Highlights

Ongoing Improvement in Business Travel Driving Top Line Growth

- Occupancy: 73.4% (+2.6%); ADR: \$159 (-0.2%); RevPAR: \$117 (+2.4%)
 - Q3 RevPAR growth was led by September at +3.6%
- Recently acquired NewcrestImage portfolio continues to produce strong results
 - RevPAR growth +12%; hotel EBITDA +27%
 - Market share reached new highs with growth of nearly 700 basis points

Hotel Profitability

- Operating expense growth <1% on a POR basis
- Positive pro forma hotel EBITDA growth (+3%)

Balance Sheet

- Total liquidity of nearly \$435MM
- 74% if Summit's pro rata debt is fixed-rate (~80% fixed through preferreds)
- Completed \$200MM GIC JV credit facility refinance
 - Fully-extended maturity dates to September 2028
 - Pricing maintained and overall flexibility preserved

Pending Transaction Activity

- Entered a contract to sell 123-guestroom Hyatt Place Owings Mills for \$8.3 million
 - Represents a 4.6% cap rate on September T12 NOI with all-in cap rate of 2.9% when including near-term required capital expenditures
 - Earnest money is non-refundable, and the transaction is expected to close in Q4 2023



2023 OUTLOOK

Summit's 2023 RevPAR growth guidance midpoint exceeds the Total U.S. forecast by *240 basis points* ⁽¹⁾

Guidance Midpoint Increased

- The Company increased the midpoint of its full year 2023 Adjusted EBITDA and Adjusted FFO guidance based on strong third quarter results and encouraging operating trends that have continued into the fourth quarter.

Full Year 2023	Low	High
Pro Forma RevPAR ⁽²⁾	\$119.25	\$121.00
Pro Forma RevPAR Growth	6.25%	7.75%
Adjusted EBITDA	\$186,500	\$191,600
Adjusted FFO	\$109,000	\$114,200
Adjusted FFO per Diluted Unit	\$0.89	\$0.93
Capital Expenditures, Pro Rata	\$65,000	\$75,000



Residence Inn – Steamboat Springs

1. Based on the Company's mid-point growth expectation of 7.0%. Total U.S. forecast based off CBRE Q2 2023 published forecast of 4.6%.

2. All pro forma information includes operating & financial results for 101 lodging assets owned as of November 1, 2023, as if each property had been owned by the Company since January 1, 2022, and will continue to be owned through the entire year ending Dec 31, 2023. As a result, the pro forma information includes operating & financial results for lodging assets acquired since Jan 1, 2022, which may include periods prior to the Company's ownership. Pro forma & non-GAAP financial measures are unaudited.

Urban & weekday demand driving next phase of lodging recovery

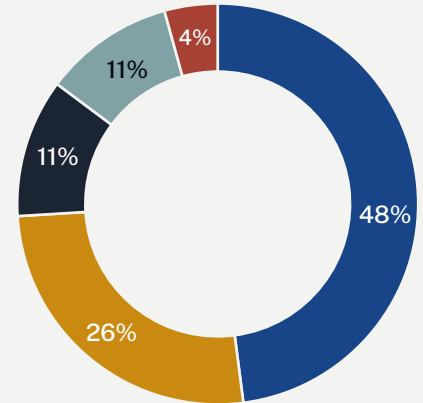
The greatest opportunity for further RevPAR acceleration is from weekday performance improvement, likely to be driven by the urban location type through the business transient and corporate group segments.

<u>Q3 2023 RevPAR ⁽¹⁾</u>	<u>Weekday</u>	<u>Weekend</u>
RevPAR Growth vs 2022	5%	0%
RevPAR Recapture vs 2019	92%	103%

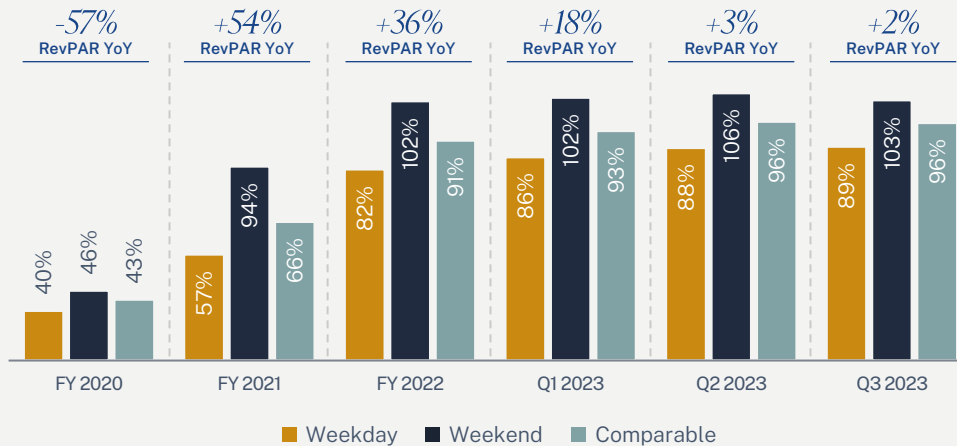
Strengthening corporate and group demand continue to drive improving fundamentals in key urban markets such as Chicago, Dallas, Houston, and Charlotte.

% of Portfolio by STR Location ⁽¹⁾

- Urban
- Suburban
- Airport
- Resort
- Other



90 Hotel Comparable Portfolio RevPAR Recapture vs 2019 ⁽²⁾



1. Based on pro forma financials for the 101 lodging assets owned as of September 30, 2023.

2. Based on pro forma financials for the 90 comparable lodging assets owned as of September 30, 2023.

SUMMIT

HOTEL PROPERTIES