



# SUMMIT

HOTEL PROPERTIES

*Investor Presentation*

FEBRUARY 2024



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, 2023, 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

99

Lodging Assets <sup>(1)</sup>

14,785

Guestrooms <sup>(1)</sup>

43

Markets <sup>(1)</sup>

85%

Top 50 Markets <sup>(1,2)</sup>

\$1.0B

Recent Acquisitions

95%

Marriott, Hyatt Hilton <sup>(2)</sup>

46%

GOP Margin <sup>(1,3)</sup>

114

Portfolio RevPAR Index <sup>(4)</sup>



AC Hotel / Element – Miami Brickell

1. Based on 99 lodging assets owned as of February 28, 2024.

2. Based on guestroom count for the 99 lodging assets owned as of February 28, 2024.

3. Based on pro forma financials for the twelve months ended December 31, 2023.

4. Based on STR data for the twelve months ending December 31, 2023. Assumes 97 hotels (excludes Onera Fredericksburg & Nordic Lodge Steamboat Springs)





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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



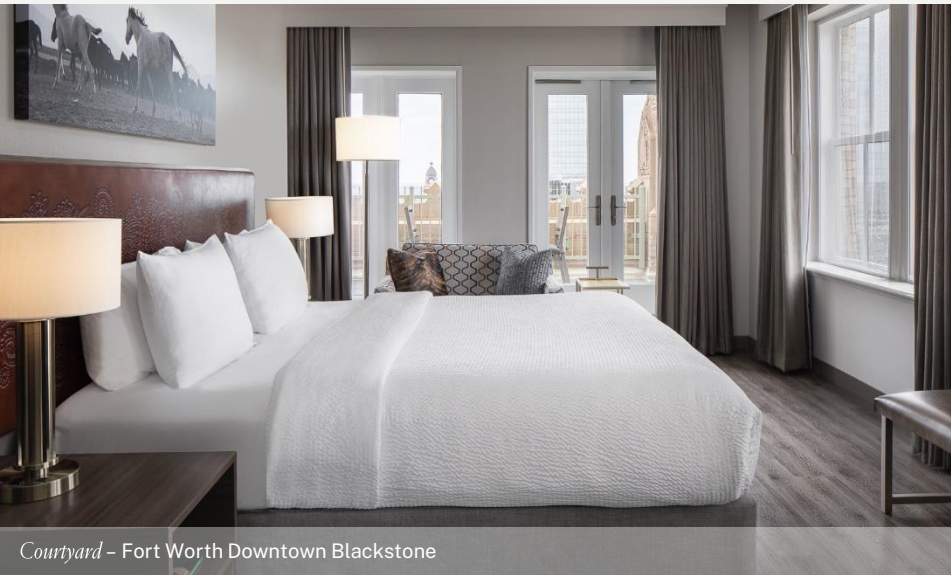
# Efficient operating model and best-in-class platform *drives profitability*

- 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



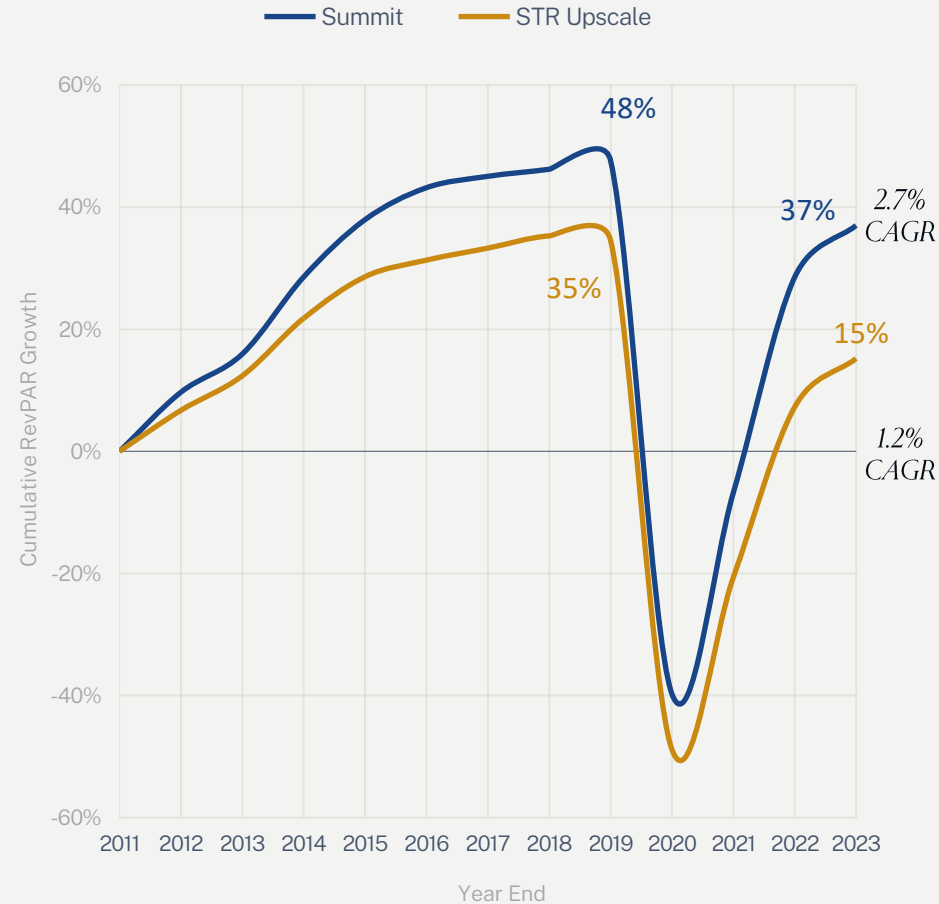
# Efficient operating model and best-in-class platform *drives profitability*

Summit has a track record of outperformance with cumulative RevPAR growth, exceeding the STR Upscale chain scale benchmark by a **150-basis point** CAGR over the 12 years since the Company's IPO.



Courtyard – Fort Worth Downtown Blackstone

Cumulative RevPAR Growth: Summit  
Pro Forma Portfolio vs. STR Upscale <sup>(1)</sup>

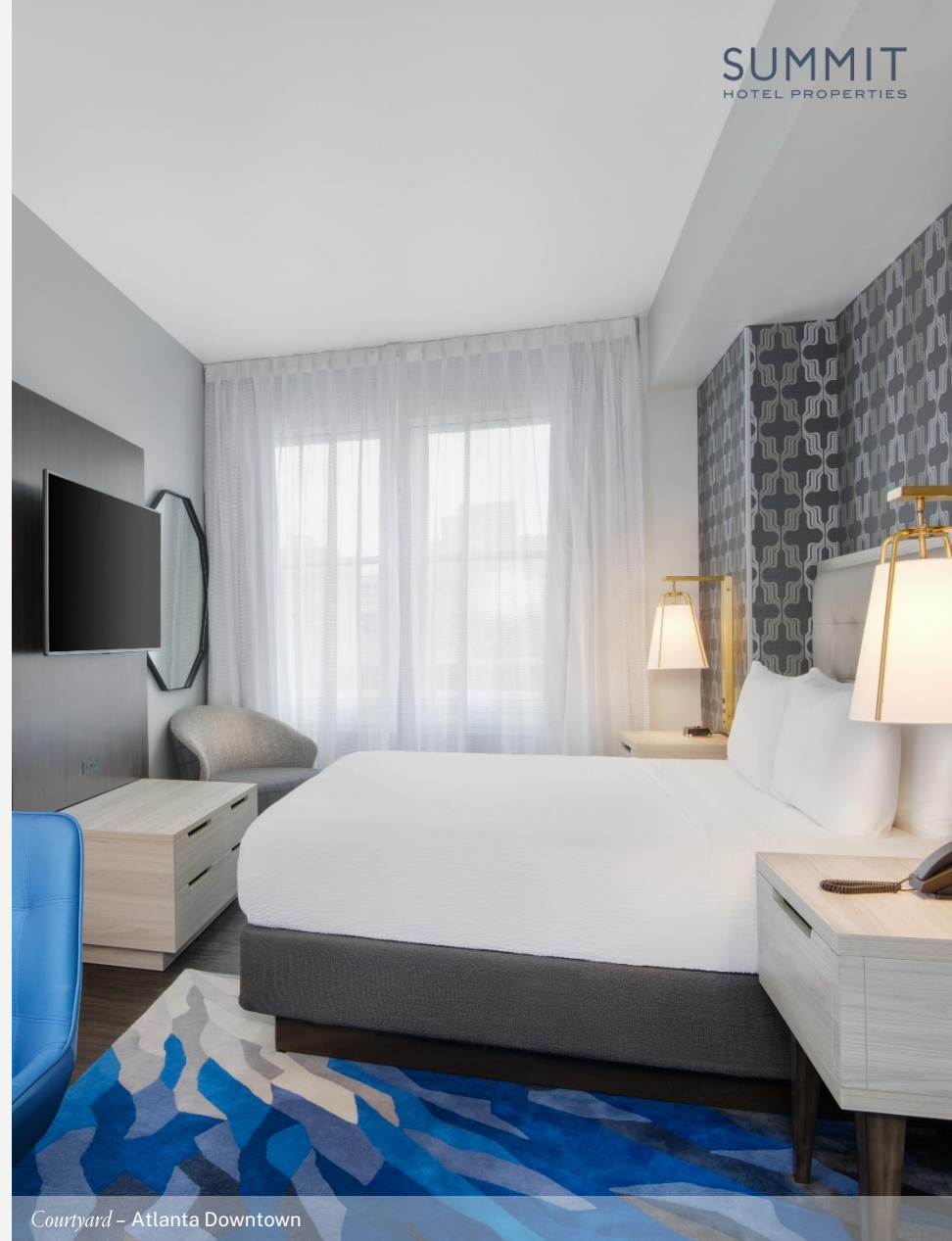
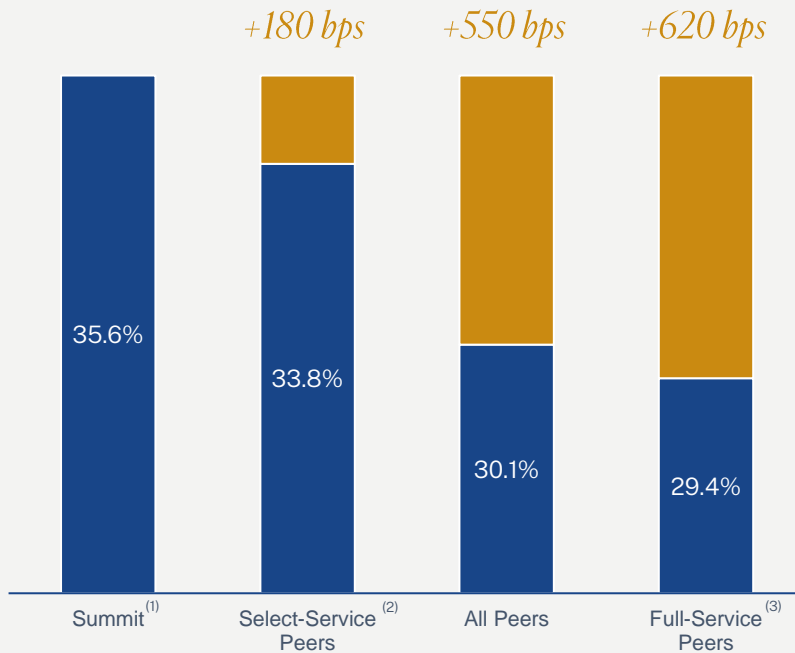


1. Based on the Smith Travel Research Lodging Review and Summit's full year reported pro forma RevPAR growth for the applicable years.



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

## Full Year 2023 Hotel EBITDA Margin



1. Summit based on the pro forma twelve-month financials ending December 31, 2023, for the 99 lodging assets owned as of February 28, 2024.

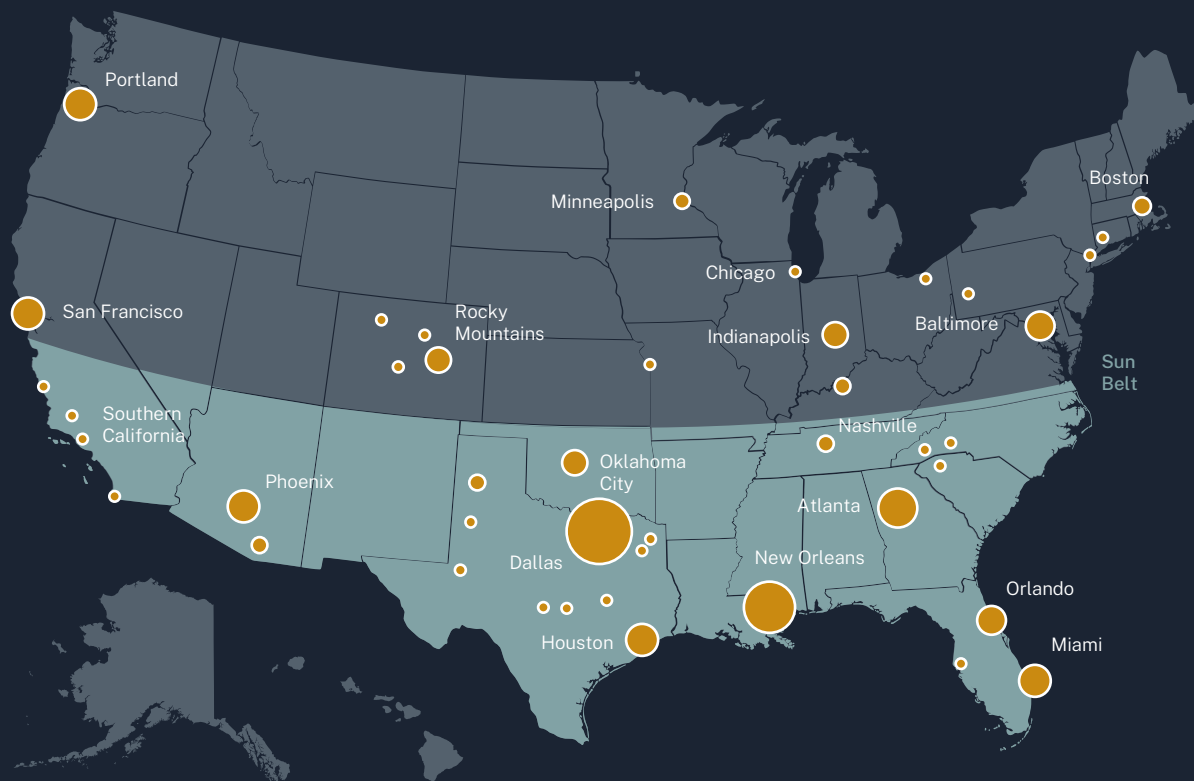
2. Select-service peer data based on the aggregate trailing twelve-month financials ending Q3 2023 for comparable portfolio revenue and hotel EBITDA reported for the following peers: APLE, CLDT, and RLJ.

3. Full-service peer data based on the aggregate trailing twelve-month financials ending Q3 2023 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%. <sup>(1)</sup>

U.S. Markets	# of Rooms	% of Portfolio <sup>(2)</sup>
Top 25	9,103	62%
Top 50	12,627	85%
Sun Belt	9,426	64%
Urban	7,210	49%
Total	14,785	100%



● Current lodging assets

1. Based on December 31, 2023, trailing twelve-month EBITDA for 99 lodging assets owned as of February 28, 2024.

2. Based on guestroom count as a percent of the total MSA for 99 lodging assets owned as of February 28, 2024.

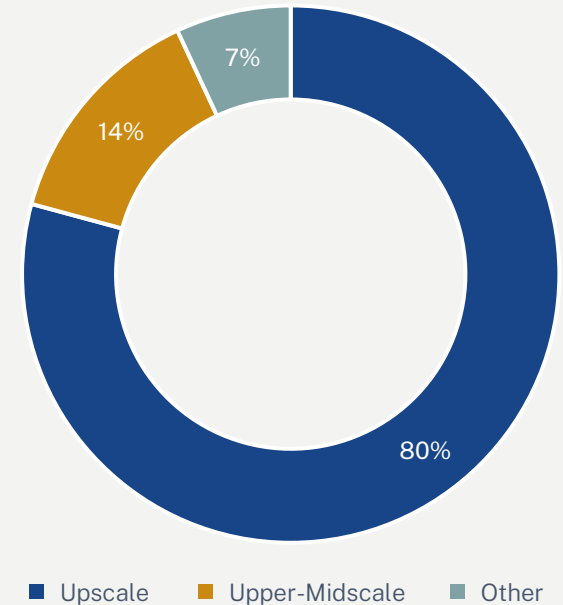
Note: Guestroom count used to determine circle size.

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

Muted industry supply growth expected to average <1% from 2024-2026, over 100 bps below the long-run average

CBRE <sup>(1)</sup>	Total US			Upscale		
Nov 2023	Supply Growth	Demand Growth	Variance	Supply Growth	Demand Growth	Variance
2019	1.6%	2.0%	40 bps	4.2%	4.4%	20 bps
2020	1.0%	-34.9%	-3,590 bps	2.7%	-40.8%	-4,350 bps
2021	1.1%	36.3%	3,520 bps	3.3%	47.3%	4,400 bps
2022	0.5%	10.7%	1,020 bps	2.2%	15.2%	1,300 bps
2023E	0.4%	1.2%	80 bps	1.3%	3.9%	260 bps
2024E	0.8%	1.4%	60 bps	1.4%	2.8%	140 bps
2025E	0.9%	2.0%	110 bps	1.5%	2.8%	130 bps
2026E	1.0%	1.8%	80 bps	1.5%	2.8%	130 bps
2024-2026 Avg	0.9%	1.7%	80 bps	1.5%	2.8%	130 bps

Summit Portfolio Chain Scale Breakdown <sup>(2)</sup>



Upscale demand growth forecasted to exceed supply growth by *130-140 bps* through 2026

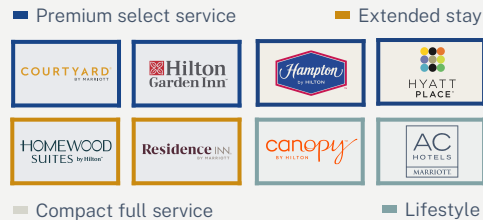
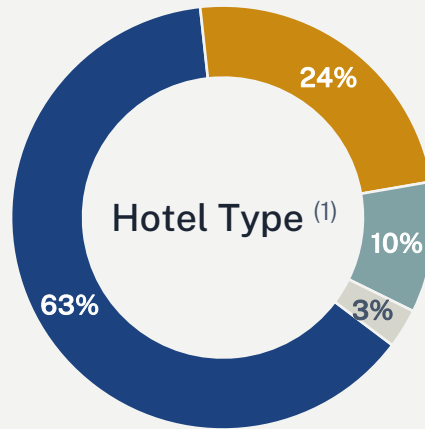
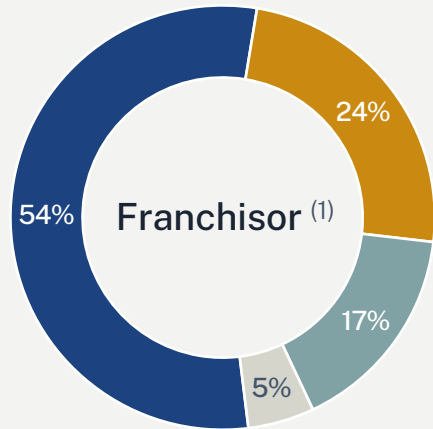
1. Based on CBRE Hotel Trends, Q3 2023 data as of November 2023.

2. Based on guestroom count for the 99 lodging assets owned as of February 28, 2024.



# 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 99 lodging assets owned as of February 28, 2024.



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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
- In 2023, sold five hotels for \$36.4 million at a blended capitalization rate of 2.5% after consideration of foregone capital expenditures.
- Subsequent to year-end, the Joint Venture with GIC completed the sale of one hotel for \$10.3 million at a 2.9% capitalization rate after consideration of foregone capital expenditures.

## Joint Venture with GIC

- Own 40 hotels totaling 5,454 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 2024 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%-14% 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

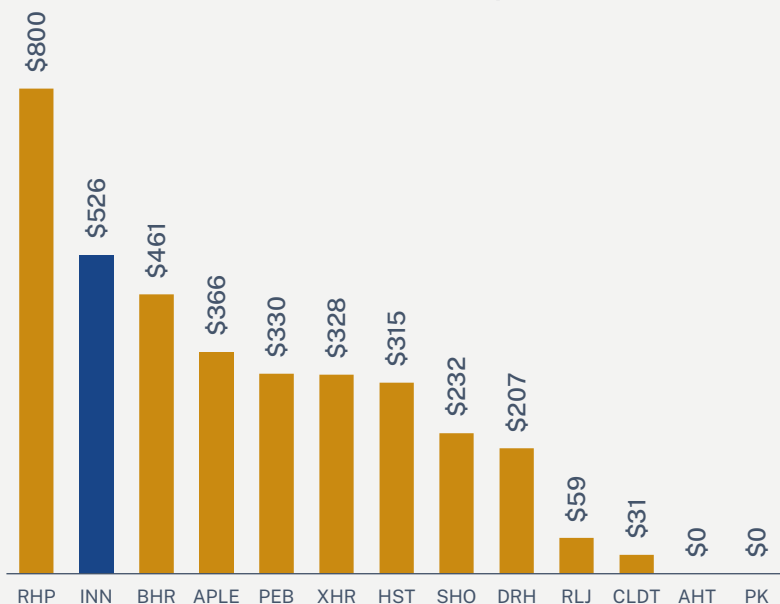
- Maintain liquidity, flexibility and a well-balanced maturity ladder spread across multiple years
- Precedent for creative structuring and accretive issuance of OP units to preserve liquidity while remaining transactional
- ~80% fixed rate debt and preferred equity capital structure



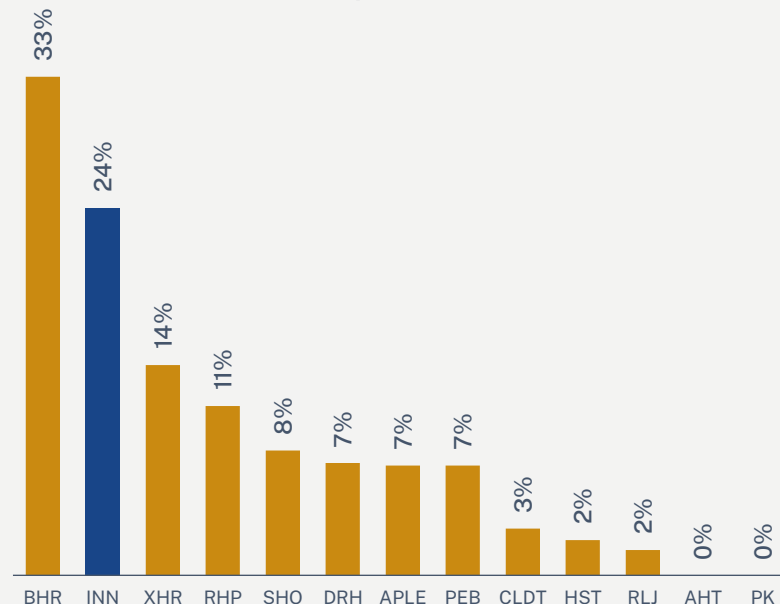
# Targeted capital allocation strategy with proven track record of *transaction driven* value creation

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 <sup>(1)</sup>



Acquisitions as a % of TEV <sup>(2)</sup>



1. Amounts in millions. Completed acquisition activity for the period beginning January 1, 2022, through December 31, 2023.

2. Summit TEV based on market close price as of February 23, 2024. Summit acquisition value is pro rata. Peer data from SNL based on Q3 2023 reported data available and market close price as of February 23, 2024.

# 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 2024

## 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

## Hyatt Place Dallas / Plano Sold for \$10MM

- Estimated foregone capex of \$5MM
- Sold at 2.9% cap rate on T12 financials including foregone capex

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

RECENT ACQUISITION HIGHLIGHTS	Summit Same Store <sup>(1)</sup>	AC / Element Miami	Onera Fredericksburg	2023 Acquisitions	Summit Pro Forma	Key Highlights
# of Assets	94	2	1	2	99	5% Growth
# of Guestrooms	14,343	264	11	167	14,785	3% Growth
Date of Acquisition	-	Q2 2022	Q4 2022	Q2 2023	-	-
Gross Purchase Price	-	\$89MM	\$5MM	\$43MM	-	~\$137MM Invested
Price per Key	-	\$337K	\$455K	\$256K	-	Attractive Basis of \$309K / Key
Stabilized Yield <sup>(2)</sup>	-	8-9%	11-13%	9-10%	-	Strong Stabilized Yields
RevPAR Growth <sup>(3)</sup>	-	8%	N/A <sup>(4)</sup>	7%	-	Exceptional Growth Profile

1. Based on the 93 same store hotels for 2023 (excludes Hyatt Place Plano) and the Canopy New Orleans which was acquired in March 2022.

2. Based on stabilized NOI divided by the purchase price.

3. Based on pro forma RevPAR growth for the full year ended December 31, 2023.

4. Onera Fredericksburg RevPAR not comparable due to unit changes throughout 2023 and ongoing phase II development.



# 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

- ~\$170MM invested in the past 2 years (~\$140MM 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

Hyatt Place Orlando Universal Studios  
Residence Inn Portland Downtown  
Hyatt Place Orlando I-Drive  
Courtyard New Orleans / Metairie  
Hyatt Place Denver Park Meadows  
Hyatt Place Denver Tech Center  
Staybridge Suites Denver  
SpringHill Suites Dallas Downtown  
Embassy Suites Tucson  
Hilton Garden Inn San Jose Milpitas

## Ongoing & Upcoming Renovations

Residence Inn Portland Hillsboro  
Courtyard New Haven  
Hotel Indigo Asheville  
SpringHill Suites Dallas Downtown  
Hyatt House Denver Tech Center  
Courtyard Grapevine  
Courtyard Fort Lauderdale



Marriott - Boulder

# Recent Renovations

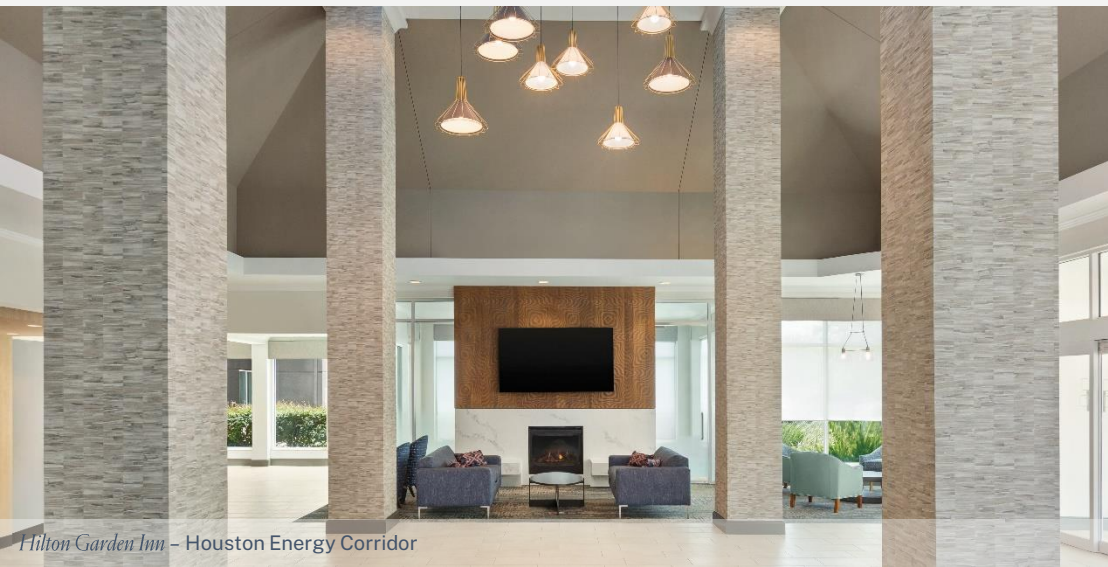


*Courtyard* – New Orleans Metairie



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*

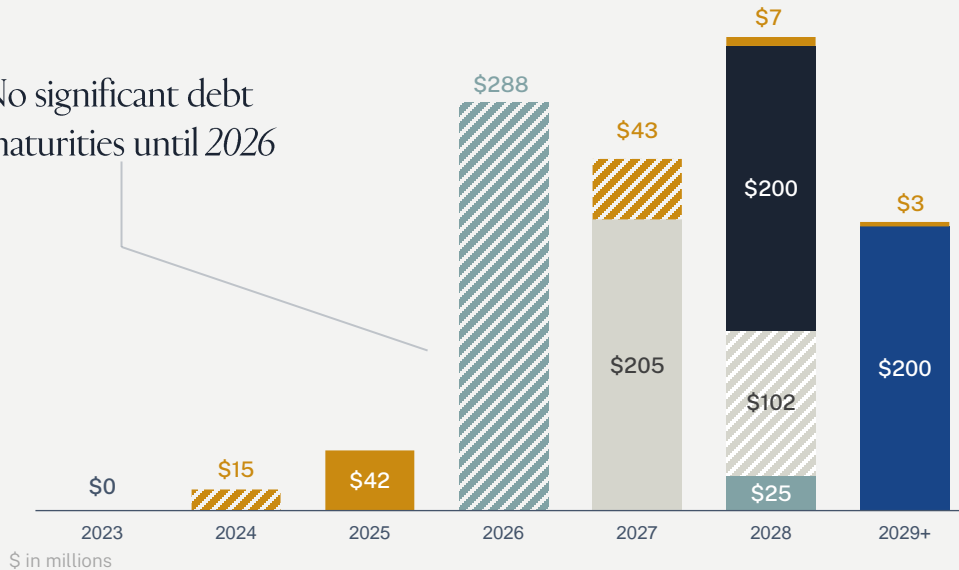


# Well-positioned balance sheet & liquidity profile

## Pro Forma Debt Maturity Schedule <sup>(1)</sup>

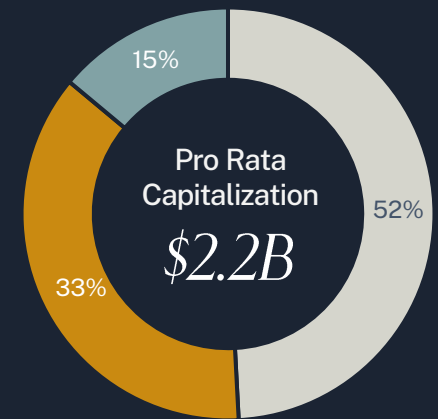
- GIC JV Credit Facility
- JV Mortgage Debt
- Convertible Debt
- GIC JV NCI Term Loan
- Mortgage Debt
- Senior Unsecured Revolver
- BofA Term Loan
- Regions Term Loan

No significant debt maturities until 2026



## Pro Forma Capital Structure <sup>(1,2)</sup>

- Net Debt: \$1.1 Billion
- Common Equity: \$0.8 Billion
- Preferred Equity: \$0.3 Billion



## Pro Forma Key Highlights <sup>(1,2)</sup>

Liquidity (Undrawn Revolver Capacity + Cash)	~\$400MM
Pro Rata Net Debt Outstanding	\$1.1B
Pro Rata Net Debt / Total Enterprise Value	49%
Avg. Length to Maturity	>3.5 Yrs
Pro Forma Weighted Avg. Cost of Debt	4.75%
Fixed Charge Ratio <sup>(3)</sup>	2.6x

1. Based on financials and pro rata debt as of December 31, 2023. Assumes fully-extended maturity dates for all loans. Includes new \$200mm term loan as of February 26, 2024.

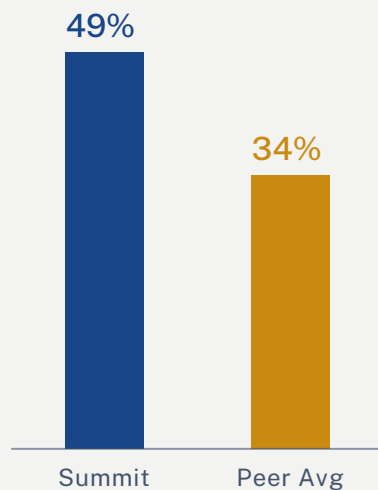
2. Summit's market close price as of February 23, 2024. Amounts are pro rata.

3. Based on 2024E Consensus EBITDA of \$192.1 million and fixed charges of pro rata 2024E principal, interest expense, and preferred dividends on a pro forma basis.

# Balance sheet well-positioned for *current environment*

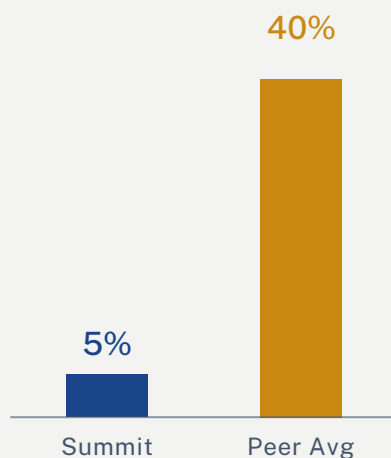
## Exceptional Liquidity Profile Among the Industry's Best <sup>(1,2,3,4)</sup>

~\$400MM of total liquidity (49% of equity market cap) <sup>(1,2,3)</sup>



## Minimal Near-Term Debt Maturities <sup>(1,3)</sup>

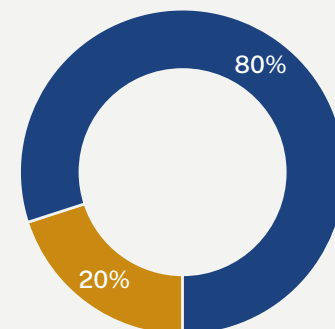
Only 5% of pro rata debt matures by year-end 2025 limiting interest rate refinancing risk



## Limited Variable-Rate Debt Exposure <sup>(1)</sup>

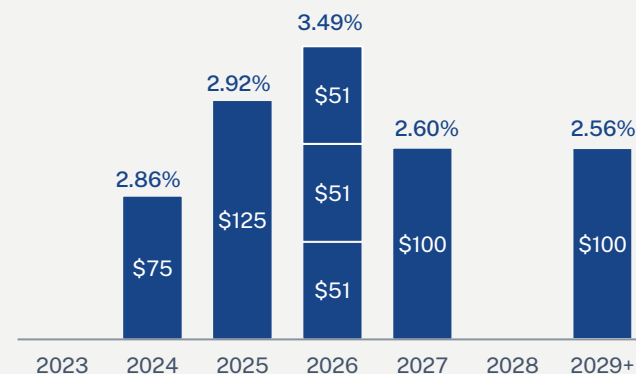
~80% of pro rata debt and preferred with fixed interest rates

■ Total variable debt  
■ Total fixed debt + preferred



## Extended Swap Maturities <sup>(1,5)</sup>

Blended swap rate of 2.95% with an average maturity of 2.6 years



1. Based on financials and pro rata debt as of December 31, 2023. Assumes fully-extended maturity dates for all loans. Includes new \$200mm term loan as of February 26, 2024.

2. Summit's market close price as of February 23, 2024. Amounts are pro rata.

3. Peer data from SNL based on the Q3 2023 reported data available.

4. Total liquidity represented as a percent of equity market cap.

5. Includes new \$100mm JV swap issued in January 2024 and effective October 2024.

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*Leading  
ESG  
Program*




# 2022 ESG Highlights <sup>(1)</sup>

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. <sup>(2)</sup>




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. <sup>(2)</sup>




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.

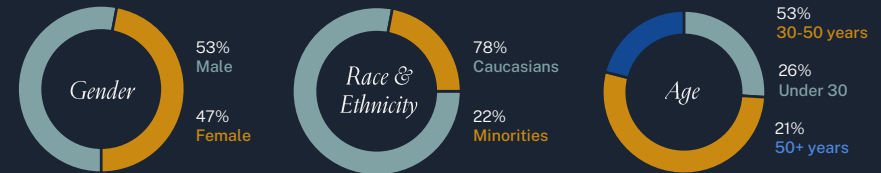
Increased diversity of corporate level employees from **underrepresented groups** from 48% in 2021 to 56% in 2022.

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

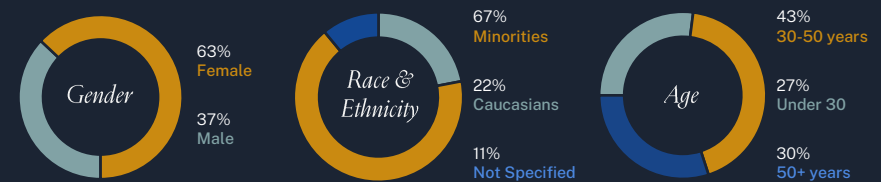
Established a **Hotel Training Day Program** for employees to learn more about the day-to-day operations at our hotels and to foster teamwork and connectedness amongst employees and with our operating partners.

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

### Workforce Composition: Corporate Employees <sup>(3)</sup>



### Workforce Composition: Hotel Employees <sup>(4,5)</sup>



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*

# Full Year 2023 *Highlights*

## Ongoing Improvement in Business Travel Driving Top Line Growth

- Occupancy: 72.2% (+3.4%); ADR: \$166 (+3.1%); RevPAR: \$120 (+6.6%)
- The NewcrestImage portfolio continues to produce exceptionally strong results
  - RevPAR growth +13%; hotel EBITDA +15%
  - Market share grew over 500 basis points to a RevPAR index of 112

## Hotel Profitability

- Strong pro forma hotel EBITDA growth (+6%)
- Operating expense growth of <1.5% POR in the second half of 2023

## Balance Sheet

- No significant maturities until 2026 after consideration of \$1.0B of financings completed since beginning of 2023
- Total liquidity of nearly \$400MM
- ~80% of Summit's pro rata debt and preferreds is fixed-rate
- Since the beginning of 2023, \$300MM of interest rate swaps entered into at a blended SOFR rate of 3.49%

## Transaction Activity

- Acquired two hotels through GIC joint venture for \$43M at a 9.3% cap rate based on 2024 estimates
- Sold six hotels, including the Hyatt Place Plano subsequent to year end, for \$47M at a 2.6% cap rate after consideration of \$31M of foregone capex





## 2024 OUTLOOK

# Summit's 2024 RevPAR growth guidance midpoint in line with the Total U.S. forecast

Full Year 2024	Low	High
Pro Forma RevPAR Growth	2.00%	4.00%
Adjusted EBITDA	\$188,000	\$200,000
Adjusted FFO	\$111,000	\$123,000
Adjusted FFO per Diluted Unit	\$0.90	\$1.00
Capital Expenditures, Pro Rata	\$65,000	\$85,000



1. All pro forma information includes operating & financial results for 99 lodging assets owned as of February 28, 2024, as if each property had been owned by the Company since January 1, 2023, and will continue to be owned through the entire year ending Dec 31, 2024. As a result, the pro forma information includes operating & financial results for lodging assets acquired since Jan 1, 2023, 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

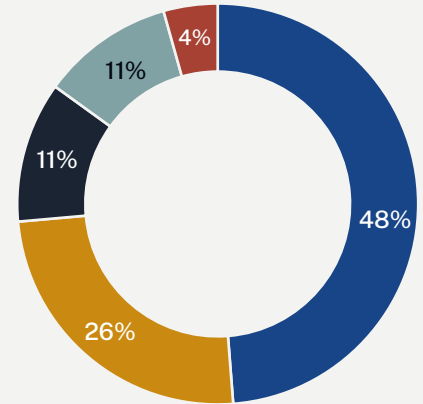
The greatest opportunity for further RevPAR acceleration is from weekday performance improvement, likely to be driven by the urban location type through the business transient and corporate group segments.

<u>FYE 2023 RevPAR</u> <sup>(2)</sup>	<u>Weekday</u>	<u>Weekend</u>
RevPAR Growth vs 2022	8%	2%
RevPAR Recapture vs 2019	89%	105%

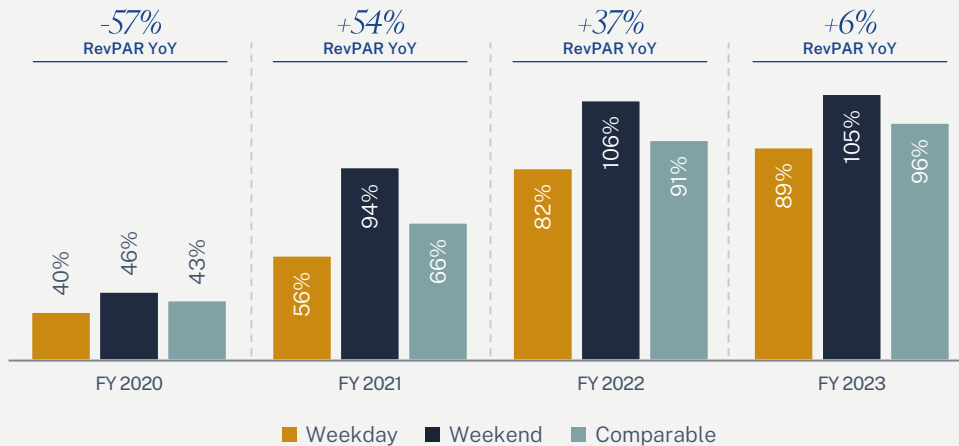
Strengthening corporate and group demand continue to drive improving fundamentals in key urban sun belt markets such as Dallas, Houston, and Atlanta.

% of Portfolio by STR Location <sup>(1)</sup>

- Urban
- Suburban
- Airport
- Resort
- Other



## 88 Hotel Comparable Portfolio RevPAR Recapture vs 2019 <sup>(2)</sup>



1. Based on pro forma financials for the 99 lodging assets owned as of February 28, 2024.

2. Based on pro forma financials for the 88 comparable lodging assets owned as of February 28, 2024.

# SUMMIT

HOTEL PROPERTIES