



Deutsche Bank Leveraged Finance  
Conference  
September 2016

# Forward looking statements

This presentation contains “forward-looking statements” of Ryman Hospitality Properties, Inc. (the “Company”) that are subject to risks and uncertainties that could cause actual results to differ materially from the statements made. You can identify these statements by the fact that they do not relate strictly to historical or current facts. These forward-looking statements include information about possible or assumed future results of the Company’s business, financial condition, liquidity, results of operations, plans, and objectives, including, but not limited to, statements regarding the anticipated performance of the Company’s business, the effect of the Company’s election of REIT status, the expected approach to making dividend payments, the board’s ability to alter the dividend policy at any time, development and acquisition plans and other business or operational issues. Examples of risk and uncertainties that could cause actual results to differ materially from the statements made include the risks and uncertainties associated with economic conditions affecting the hospitality business generally, the geographic concentration of the Company’s hotel properties, business levels at the Company’s hotels, the effect of the Company’s election to be taxed as a REIT for federal income tax purposes, the Company’s ability to remain qualified as a REIT, the Company’s ability to execute its strategic goals as a REIT, the Company’s ability to generate cash flows to support dividends, future board determinations regarding the timing and amount of dividends and changes to the dividend policy, which could be made at any time, the determination of Adjusted FFO and REIT taxable income, risks associated with potential growth opportunities, including future expansion of the geographic diversity of the company’s properties, and the Company’s ability to borrow funds pursuant to its credit agreements. Other factors that could cause operating and financial results to differ are described in the filings made from time to time by the Company with the U.S. Securities and Exchange Commission (SEC) and include the risk factors and other risks and uncertainties described in the Company’s Annual Report on Form 10-K for the fiscal year ended December 31, 2015 and its Quarterly Reports on Form 10-Q. The Company does not undertake any obligation to release publicly any revisions to forward-looking statements made by it to reflect events or circumstances occurring after the date hereof or the occurrence of unanticipated events.

This presentation does not constitute, and may not be used in connection with, an offer or solicitation by anyone.

This presentation is current as of Sept. 26, 2016. The Company assumes no obligation to update or revise any of the information in this document or any of the assumptions or estimates used herein.



# GAAP financial measures

This presentation highlights several non-GAAP financial measures for certain periods and segments that we believe are useful to investors as key measures of our operating performance. Below we present corresponding GAAP financial measures for the same periods and segments. Reconciliations between these GAAP measures and the non-GAAP measures appearing in this presentation are provided in the appendix.

<u>Segment Results</u>		<u>Hospitality Results by Property</u>		<u>Entertainment Results by Year</u>				
(millions)	LTM Ended 6/30/16 <sup>1</sup>	(millions)	LTM Ended 6/30/16 <sup>1</sup>	(millions)	2015	2014	2013	2012
<b>Hospitality</b>		<b>Gaylord Opryland</b>		<b>Entertainment</b>				
Revenue	\$1,018.8	Revenue	\$ 328.5	Revenue	\$ 97.5	\$ 86.8	\$ 76.1	\$ 70.6
Op. Income	182.5	Op. Income	78.7	Op. Income	24.4	21.8	13.9	12.7
<b>Entertainment</b>		<b>Gaylord Palms</b>						
Revenue	103.8	Revenue	185.4					
Op. Income	24.5	Op. Income	30.5					
<b>Corporate</b>		<b>Gaylord Texan</b>						
Revenue	-	Revenue	225.2					
Op. Income	(32.1)	Op. Income	42.6					
<b>Consolidated</b>		<b>Gaylord National</b>						
Revenue	1,122.7	Revenue	255.7					
Op. Income	174.9	Op. Income	25.0					
Net Income	143.3	<b>Inn at Opryland</b>						
		Revenue	14.5					
		Op. Income	3.9					
		<b>AC Hotel</b>						
		Revenue	9.5					
		Op. Income	1.7					

1. Last 12 months ("LTM") represents the sum of the last four quarterly amounts reported in the company's filings on forms 10Q & 10K

# Non-GAAP definitions

We present the following non-GAAP financial measures we believe are useful to investors as key measures of our operating performance:

**Adjusted EBITDA:** We determine EBITDA, which represents net income (loss) determined in accordance with GAAP, plus loss (income) from discontinued operations, net; provision (benefit) for income taxes; other (gains) and losses, net; loss on extinguishment of debt; (income) loss from joint ventures; interest expense; and depreciation and amortization, less interest income. Adjusted EBITDA is calculated as EBITDA plus preopening costs; non-cash ground lease expense; equity-based compensation expense; impairment charges; any closing costs of completed acquisitions; interest income on Gaylord National bonds; other gains and (losses); (gains) and losses on warrant settlements; pension settlement charges; pro rata Adjusted EBITDA from joint ventures, and any other adjustments we identify in the accompanying earnings release. We believe Adjusted EBITDA is useful to investors in evaluating our operating performance because this measure helps investors evaluate and compare the results of our operations from period to period by removing the impact of our capital structure (primarily interest expense) and our asset base (primarily depreciation and amortization) from our operating results. A reconciliation of net income (loss) to EBITDA and Adjusted EBITDA and a reconciliation of segment and property-level operating income to the segment and property-level Adjusted EBITDA figures we present are set forth in the accompanying appendix for the last 12 month period ended June 30, 2016.

**Adjusted FFO:** We calculate Adjusted FFO to mean net income (loss) (computed in accordance with GAAP), excluding non-controlling interests, and gains and losses from sales of property; plus depreciation and amortization (excluding amortization of deferred financing costs and debt discounts) and pro rata adjustments from joint ventures (which equals FFO). We then exclude impairment losses; we also exclude written-off deferred financing costs, non-cash ground lease expense, amortization of debt discounts and amortization of deferred financing cost, pension settlement charges and (gains) losses on extinguishment of debt and warrant settlements. Beginning in 2016, we also exclude the impact of deferred income tax expense (benefit). We believe that the presentation of Adjusted FFO provides useful information to investors regarding our operating performance because it is a measure of our operations without regard to specified non-cash items such as real estate depreciation and amortization, gain or loss on sale of assets and certain other items which we believe are not indicative of the performance of our underlying hotel properties. We believe that these items are more representative of our asset base than our ongoing operations. We also use Adjusted FFO as one measure in determining our results after taking into account the impact of our capital structure.

**RevPAR:** We calculate revenue per available room (“RevPAR”) for our hotels by dividing room revenue by room nights available to guests for the period. Other issuers may not calculate RevPAR in the same manner.

# Key Investment Highlights

**Unique portfolio of large group-oriented hotels results in lower earnings volatility and greater visibility**

**High quality balance sheet and disciplined capital allocation**

**Update on current investment and expansion activity**





# Largest non-gaming group hotels in the U.S.

Facility	Market	Rooms	Exhibit / Meeting Space (ft <sup>2</sup> )
<b>1. Gaylord Opryland</b>	<b>Nashville</b>	<b>2,882</b>	<b>640,000</b>
<b>2. Gaylord National</b>	<b>D.C.</b>	<b>1,996</b>	<b>470,000</b>
3. Marriott World Center	Orlando	2,000	450,000
4. Rosen Shingle Creek	Orlando	1,500	445,000
<b>5. Gaylord Palms</b>	<b>Orlando</b>	<b>1,406</b>	<b>413,000</b>
<b>6. Gaylord Texan</b>	<b>Dallas</b>	<b>1,511</b>	<b>412,000</b>
7. Hilton Anatole	Dallas	1,608	345,000
8. Sheraton WDW Dolphin	Orlando	1,509	320,000
9. Hilton Orange County	Orlando	1,417	236,000
10. Disney's Coronado Springs	Orlando	1,917	220,000



# Market leaders in leading meetings destinations

## Top 10 Meetings Destinations<sup>1</sup>

Rank	Market
1	Orlando, FL
2	Las Vegas, NV
3	Chicago, IL
4	San Diego, CA
5	Atlanta, GA
6	Washington D.C.
7	New York, NY
8	Dallas, TX
9	Nashville, TN
10	Phoenix, AZ



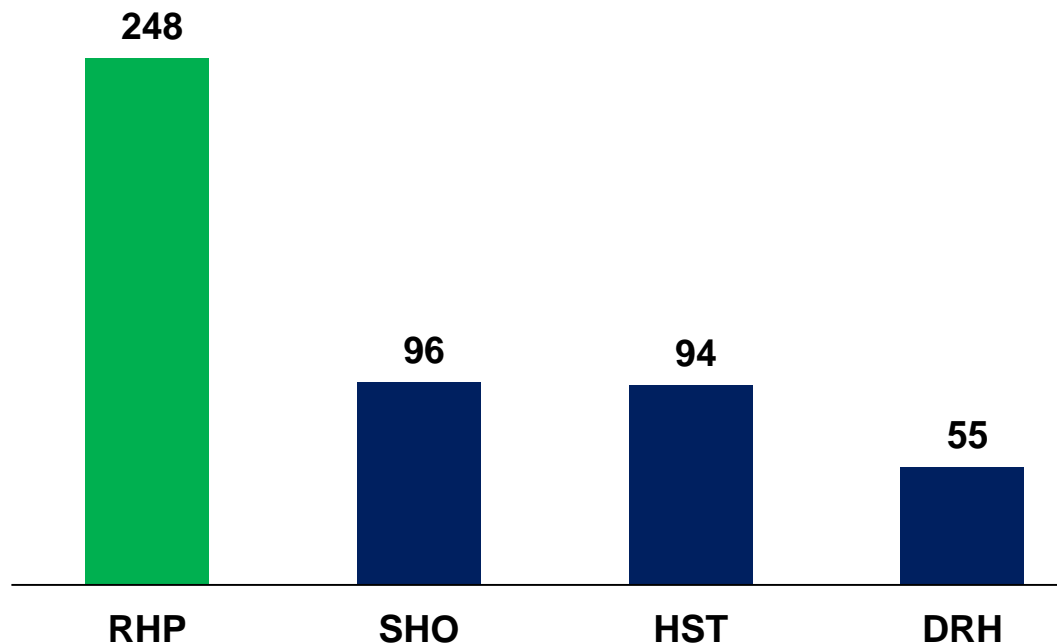
1. Source: Cvent – August 2015



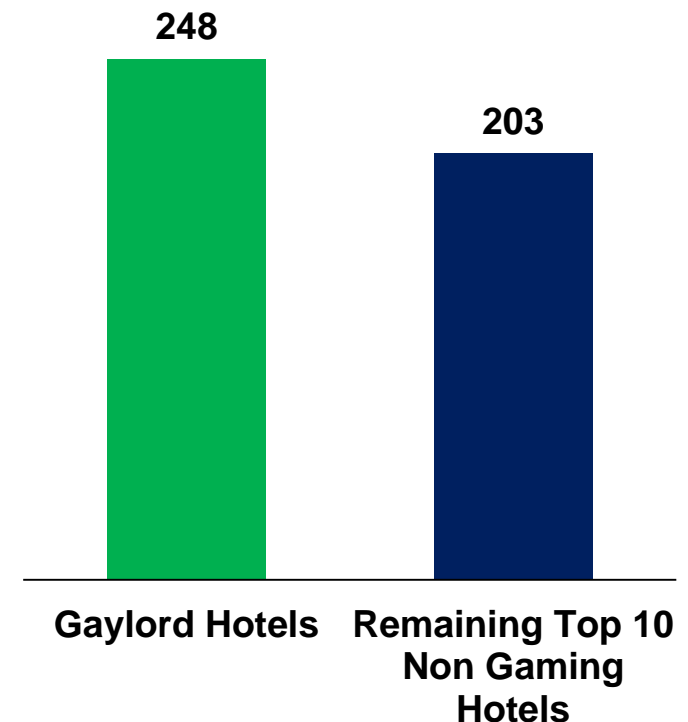
# Highest space-to-rooms ratio in our segment

**Our high space-to-rooms ratio allows RHP to drive group occupancy through customized and flexible meeting space options**

**RHP Space Per Room vs REIT Peers<sup>1</sup>**



**Meeting Space per Room (sq. ft.)**



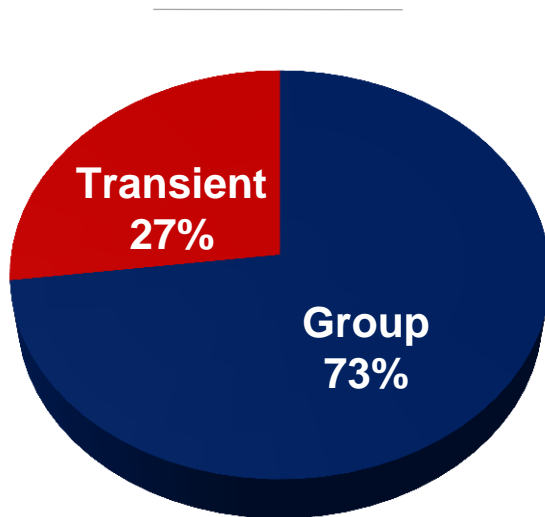
1. Source: company filings – includes only owned hotels with 1,000 rooms or more

# Strong group focus provides greater room night visibility

**Our resort assets are custom-built to serve meeting planners, attracting a unique customer mix that provides visibility into future demand**

- ▶ Meetings market is a \$280 billion segment of hospitality industry<sup>1</sup>
- ▶ Nearly 1.83 million meetings held annually with nearly 225-million attendees in the U.S.<sup>1</sup>

**RHP 2015 Customer Mix<sup>2</sup>**



**RHP 2015 Group Mix<sup>2</sup>**

**47%**

Corporate

**36%**

Association

**17%**

SMERF<sup>3</sup>

**RHP Avg. Group Booking Window (Years)<sup>2</sup>**



1. From *The Economic Significance of Meetings to the U.S. Economy*, January 2014  
2. Based on full year 2015 for same store hotels (Opryland, Palms, Texan, National and The Inn at Opryland)  
3. SMERF = Social, Military, Educational, Religious, and Fraternal groups



# Occupancy translates into greater revenue visibility

**5.9M gross  
group RNs  
on-the-books<sup>1</sup>**

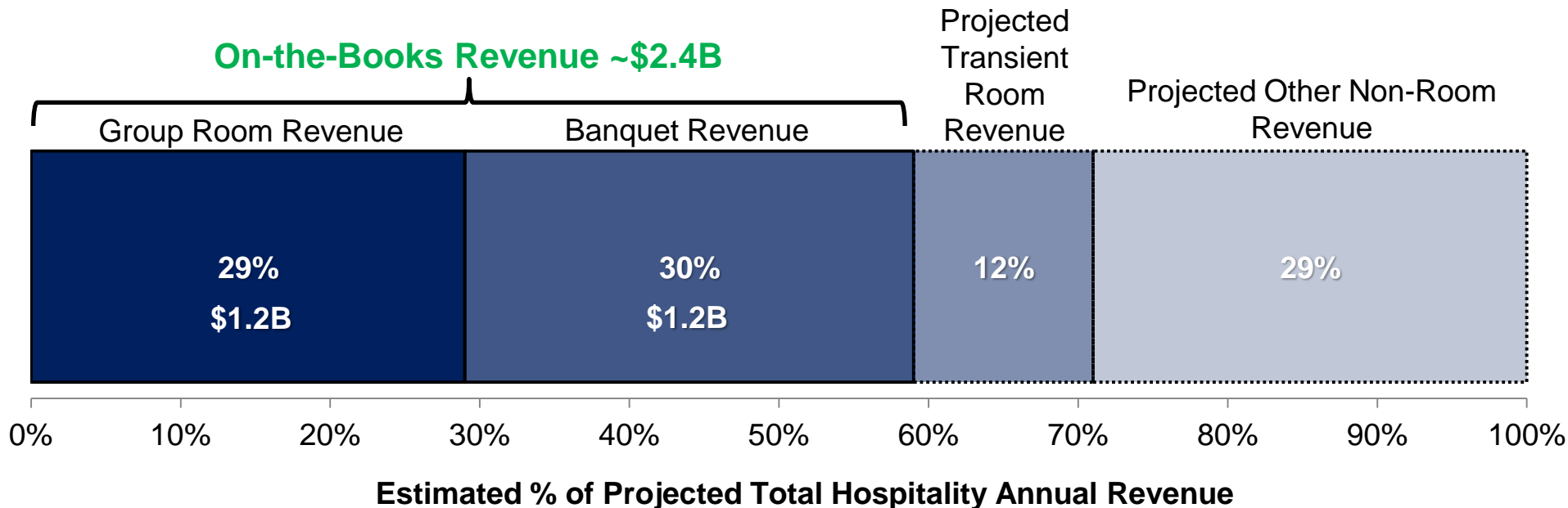
**=**

**~\$1.2B group  
rooms  
revenue**

**=**

**~\$2.4B total  
group revenue  
on-the-books<sup>2</sup>**

## Theoretical OTB Revenue Mix for All Future Years (as of Jan. 1, 2016)

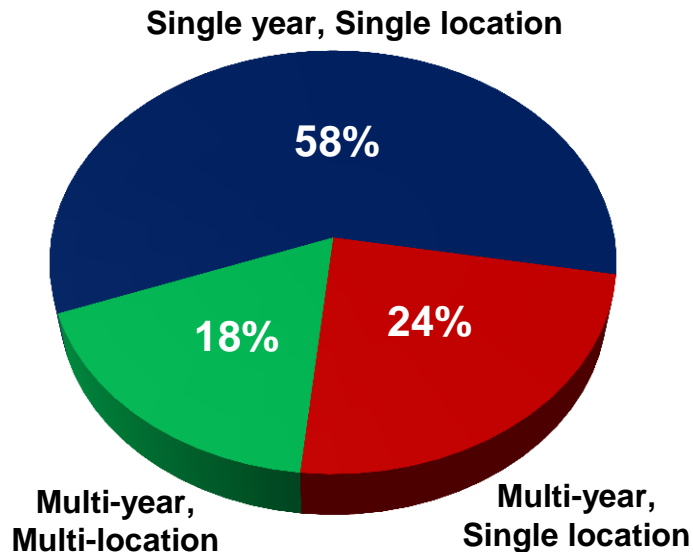


1. As of 1/1/16 – gross RNs OTB (in contract form) includes the Inn at Opryland & AC Hotel before cancellation and attrition
2. Assuming same mix of group rooms and banquet revenue (29% and 30% respectively) as 2015 actuals

# Rooms OTB are diversified & aligned with RHP's model

**42% of all future group room nights OTB are multi-year bookings**

## 2014 & 2015 Annual Bookings Group Rotation Mix<sup>1</sup>



## OTB Group Mix<sup>1</sup>

**50%**  
Association

**36%**  
Corporate

**14%**  
SMERF<sup>2</sup>

- ▶ **64% of OTB room nights are groups >1,000 rooms on peak**
- ▶ No group industry segment represents more than 5% of group room nights OTB
- ▶ Consulting and education are the only segments with more than 4% of RHP's room nights OTB
- ▶ Oil and gas group business represents ~0.1% of all future room nights OTB
- ▶ Government group business represents ~1% of all future room nights OTB

1. Based on full year 2014 and 2015 for same store hotels (Opryland, Palms, Texan, National and The Inn at Opryland)

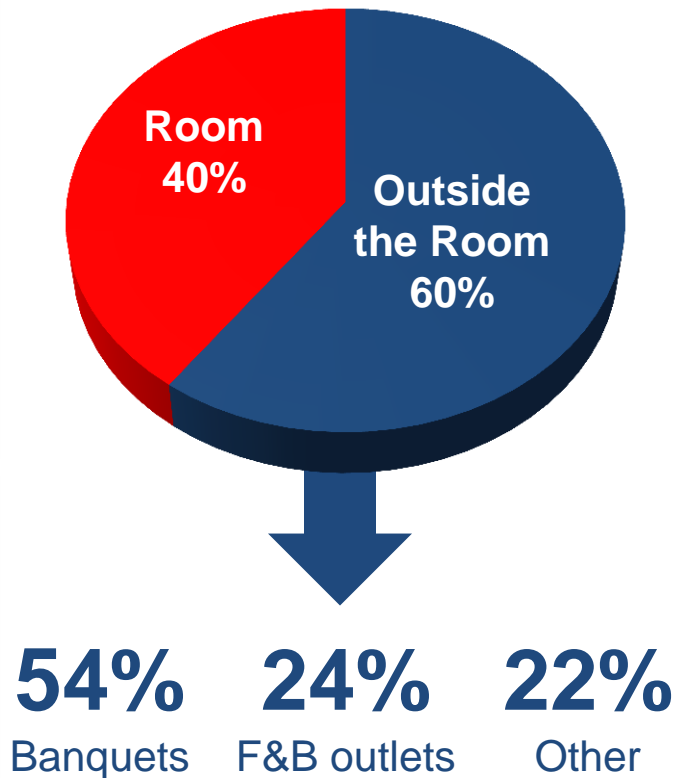
2. SMERF = Social, Military, Educational, Religious, and Fraternal groups



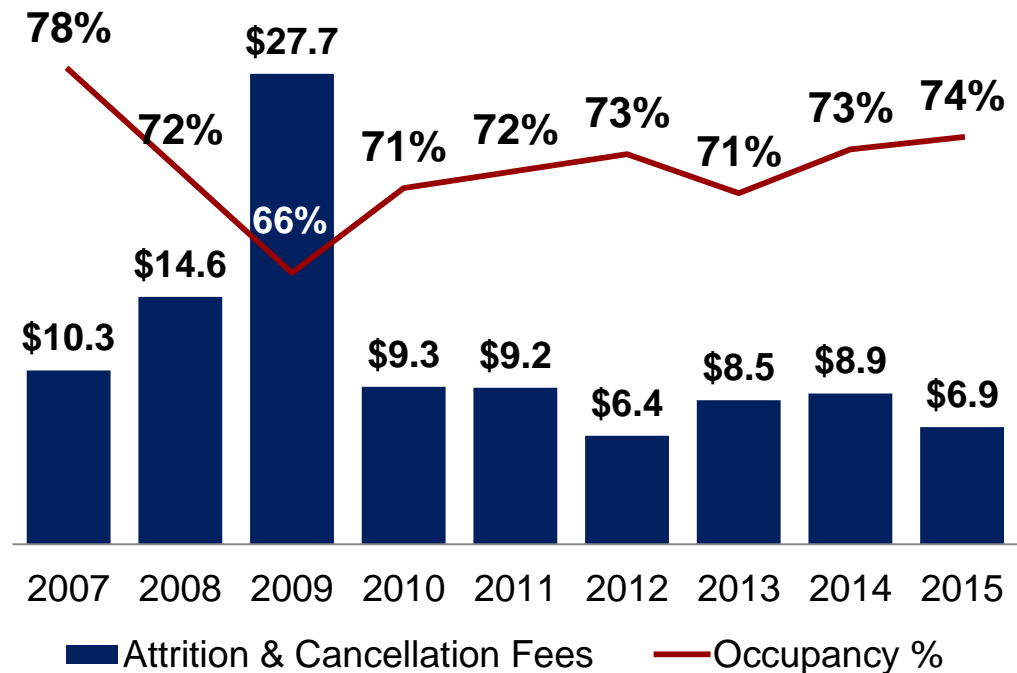
# Significant non-room revenue

**“All under one roof” offering creates diverse revenue stream while contracts provide a measure of profit protection during economic downturns**

Revenue Mix



Fee Collections (\$ millions) vs. Occupancy %

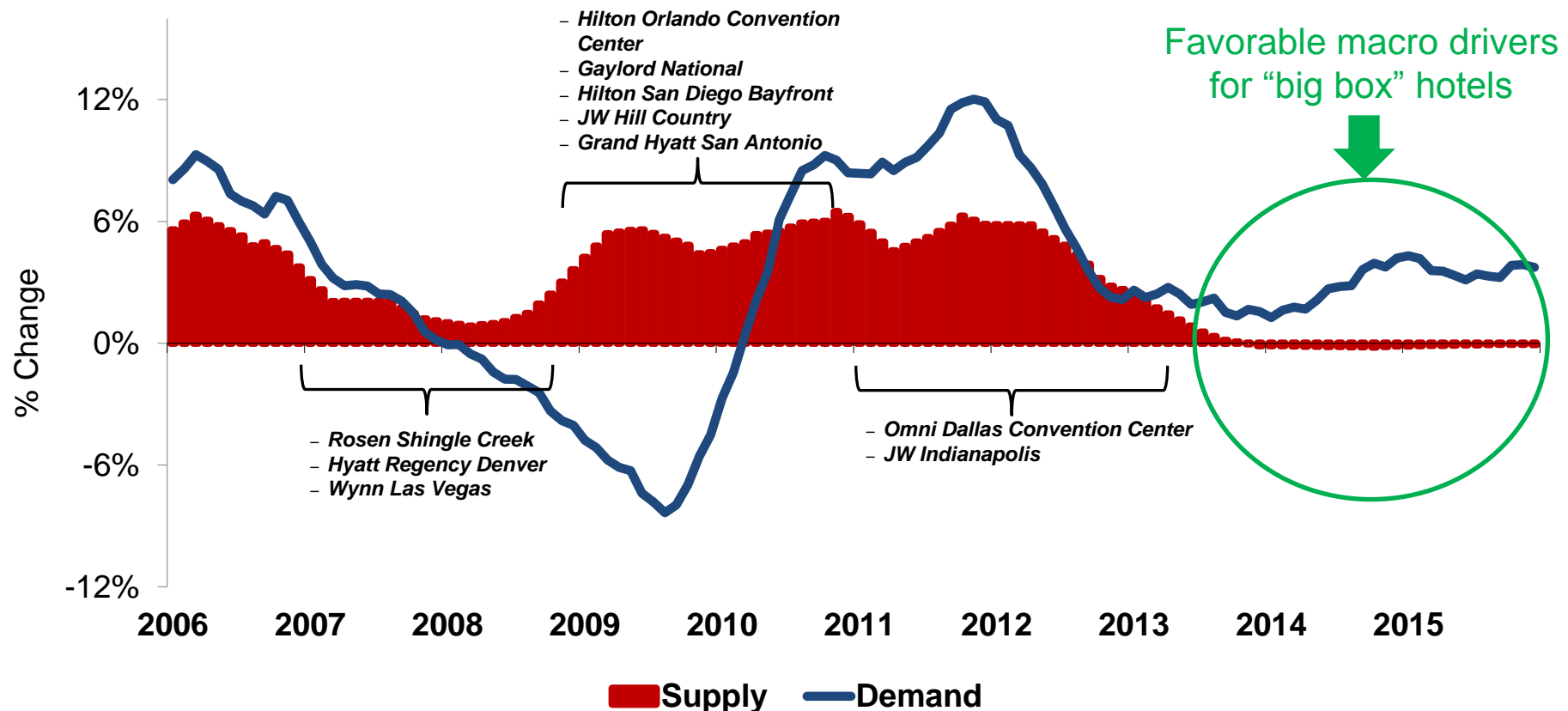


Note: Mix based on FY 2015 for all hotels except AC. Fee collection and occupancy % for all hotels includes 17k rooms from the AC in 2015; Gaylord National included as of May 2008; Gaylord Opryland excluded from May 2010 – October 2010 (flood)

# Current cycle sets up favorably for large group segment

**“Big box” supply growth is at minimum levels today compared to the prior cycle, which was broken by supply influxes**

U.S. “Big Box” Supply and Demand % Change

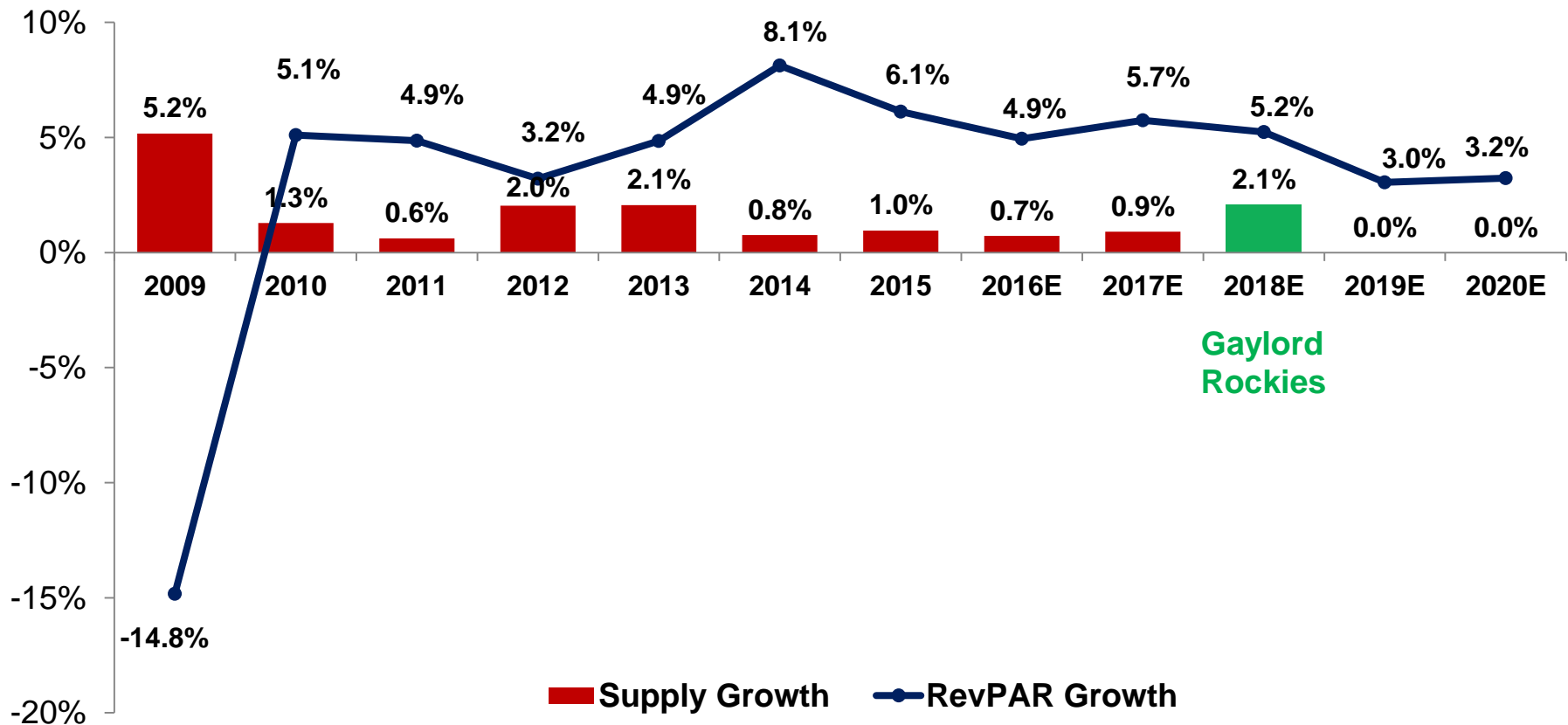




# Supply of like scale is also limited in our markets

**Within RHP competitive markets, there are very few hotels coming online with over 500 rooms**

**Supply and RevPAR Growth - RHP Competitive Markets**



# Iconic entertainment brands and venues

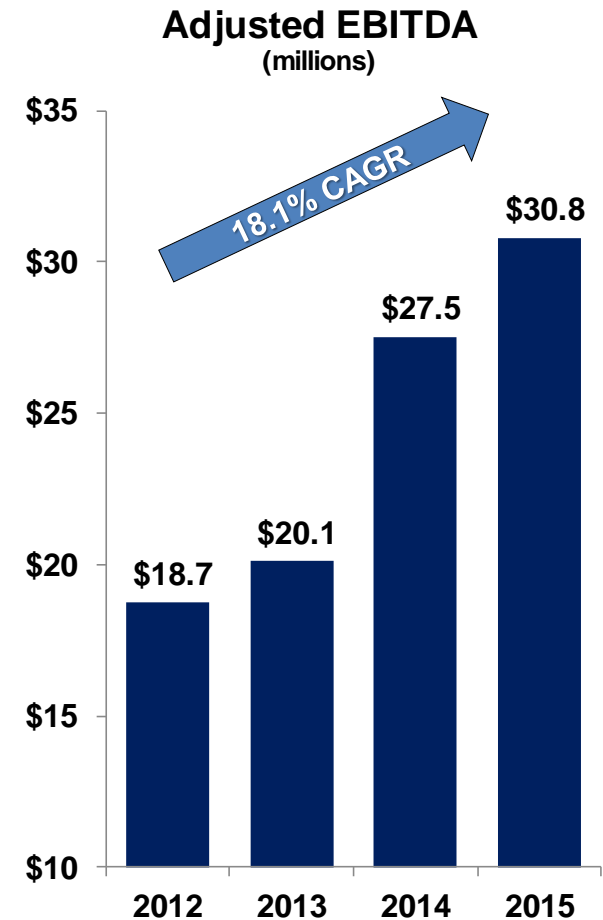
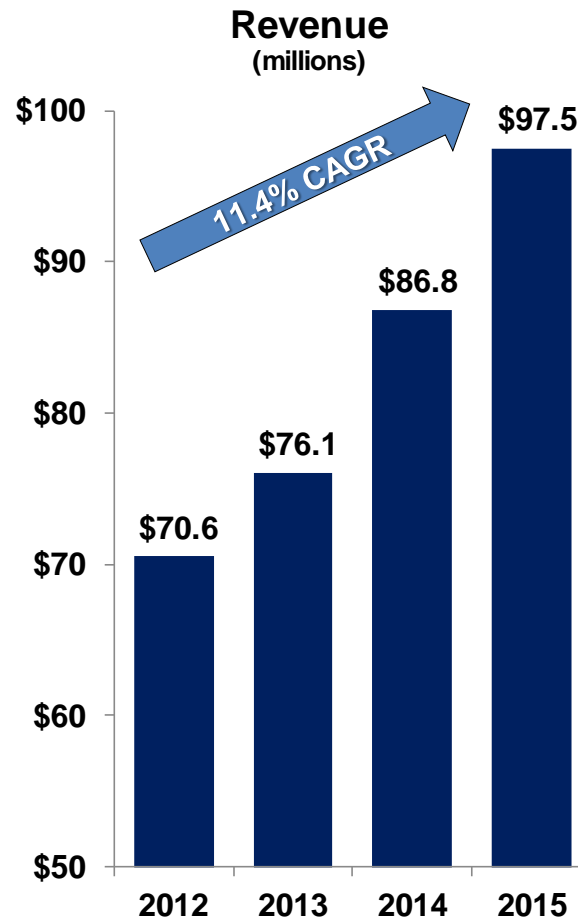
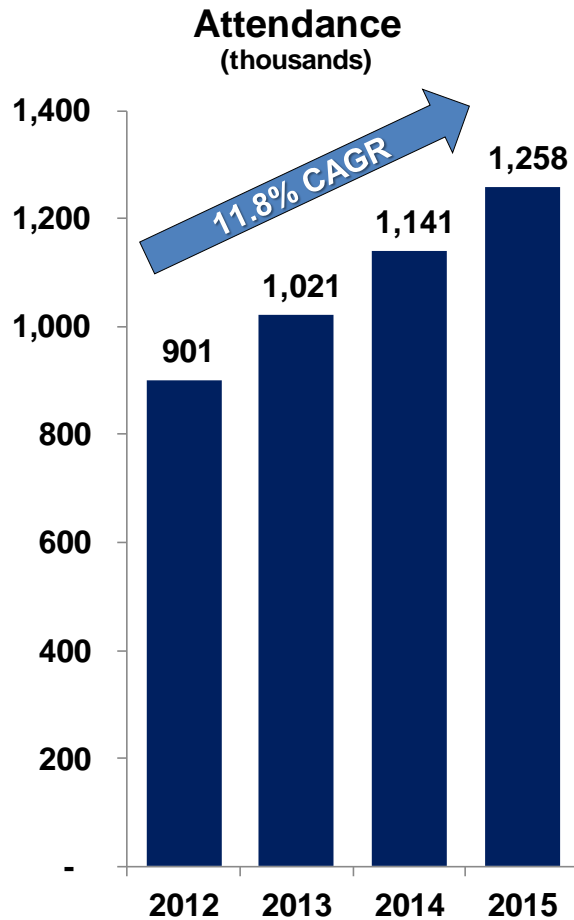


- ▶ For nearly 90 years, the Opry has showcased a mix of country music artists each week
- ▶ The Opry attracts hundreds of thousands of visitors each year, with millions more tuning in via television, radio and internet streaming
- ▶ The Ryman Auditorium is designated as a National Historic Landmark
- ▶ Pollstar named the Ryman "Theatre of the Year" in 2003, 2004 and for consecutive years from 2010-2015



**We own an archive of broadcast content that dates back to 1955 and includes various country music television shows and performances**

# Entertainment segment is experiencing unprecedented growth





# Key Investment Highlights

**Unique portfolio of large group-oriented hotels results in lower earnings volatility and greater visibility**

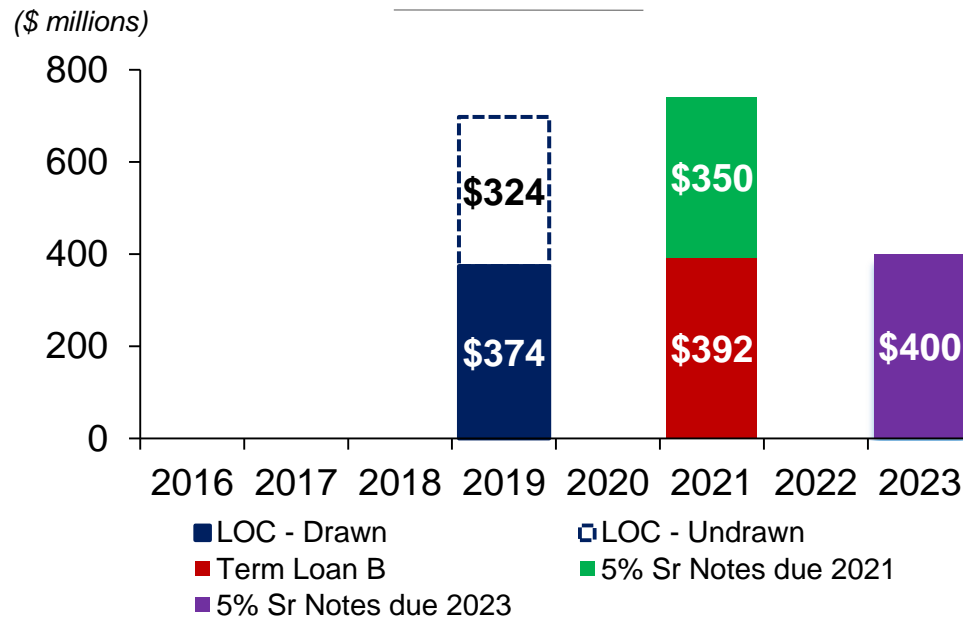
**High quality balance sheet and disciplined capital allocation**

**Update on current investment and expansion activity**

# Strong, flexible balance sheet

## Debt Maturity Schedule

June 30, 2016



## Debt Composition and Rate

June 30, 2016

Floating / Fixed <sup>1</sup>	24.7% / 75.3%
Secured / Unsecured	50.5% / 49.5%
Q2-16 Wtd Avg Borrowing Cost	3.88%

## Key Credit Metrics

June 30, 2016

**Ba3/B+**

Corporate Family Rating

**B1/BB**

Senior Unsecured Rating

**5.6x**

LTM adj. EBITDA / cash interest

**4.4x**

LTM net debt / adj. EBITDA <sup>2</sup>

1. Fixed rate debt percentage includes Term Loan B as this loan carries a LIBOR floor of 0.75%  
 2. Net debt excludes restricted cash of approximately \$29.966 million as of June 30, 2016

# Capital allocation philosophy

**We seek the highest risk adjusted returns for our shareholders via four priorities in tandem with prudent balance sheet management**

## Capital Allocation Priorities

- Dividends per policy and to maintain REIT status
- Enhance our existing assets
- Acquisitions / geographic diversification
- Repurchase stock opportunistically

## Balance Sheet Priorities

- Target total debt to Adjusted EBITDA of 3.5x - 4.5x
- Prudent cash interest coverage
- Balanced mix of fixed and floating rate liabilities
- Staggered maturities

# Meaningful, sustainable dividend

Dividend payout ratio leaves considerable flexibility in capital deployment

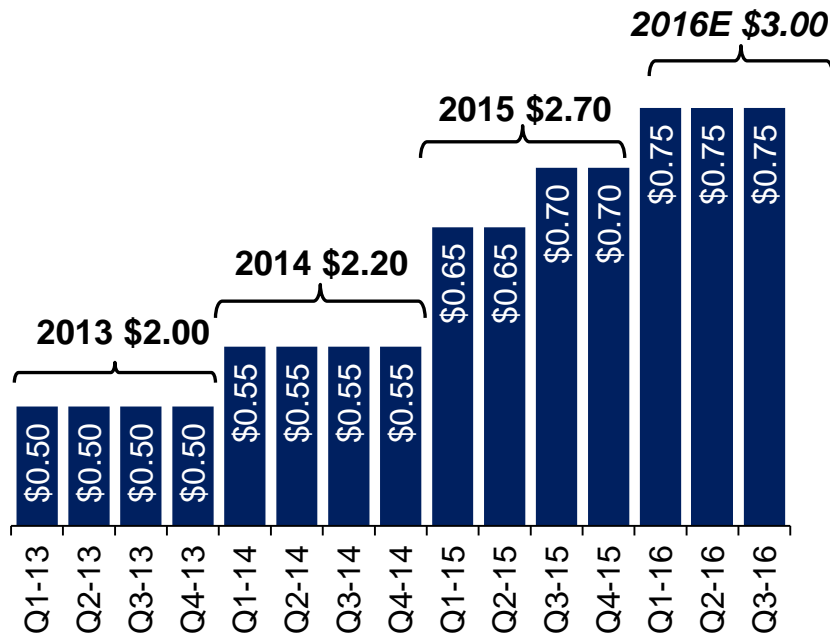
## 54.9%

AFFO payout ratio<sup>1</sup>

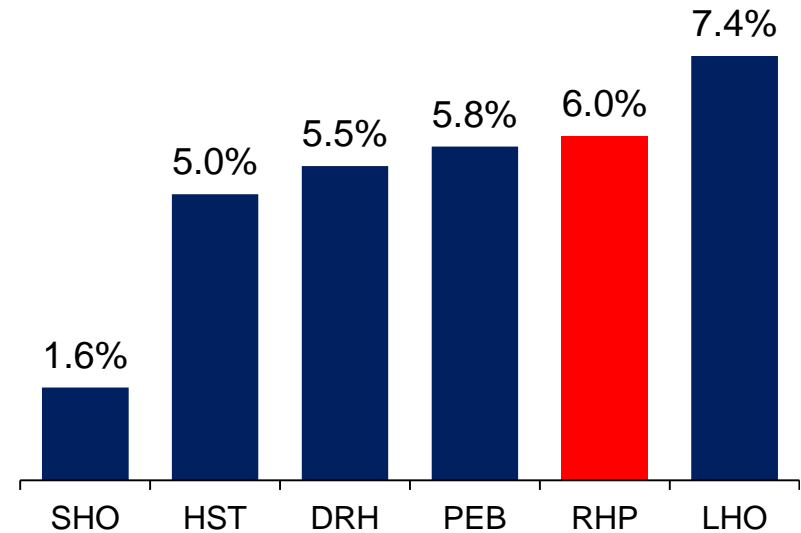
## 6.0%

indicated yield

### RHP Dividend History



### Peers – Indicated Dividend Yields <sup>2</sup>



1. Assumes \$0.75 Q4 dividend and midpoint of 2016 AFFO per diluted share guidance as last updated Aug. 2, 2016  
2. Source: Bloomberg. Based on latest declared dividends annualized divided by closing share prices on Sep. 22, 2016



# Key Investment Highlights

**Unique portfolio of large group-oriented hotels results in lower earnings volatility and greater visibility**

**High quality balance sheet and disciplined capital allocation**

**Update on current investment and expansion activity**

# Hotel growth investments

**We view our own hotels as among our best investment opportunities**

- ▶ We have the data: turndowns, group occupancy and space usage patterns
- ▶ Provides high level of confidence in our underwriting
- ▶ We have the infrastructure in place to leverage room and space additions
- ▶ Allows us to achieve attractive unlevered IRRs with less risk





# Gaylord Texan expansion

**Total cost \$120 million**  
**300 rooms**  
**30k sq. ft. ballroom**  
**46k sq. ft. meeting space**  
**Pool expansion**





# Gaylord Texan expansion project update

- ▶ Pool addition completed May 2016
- ▶ Official tower groundbreaking ceremony held Sept. 8, 2016
- ▶ Construction underway and on schedule to open May 2018





# Gaylord National expansion

**Total cost \$25.6 million**  
**24k sq. ft. ballroom & meeting space**  
**Expanded event terrace**



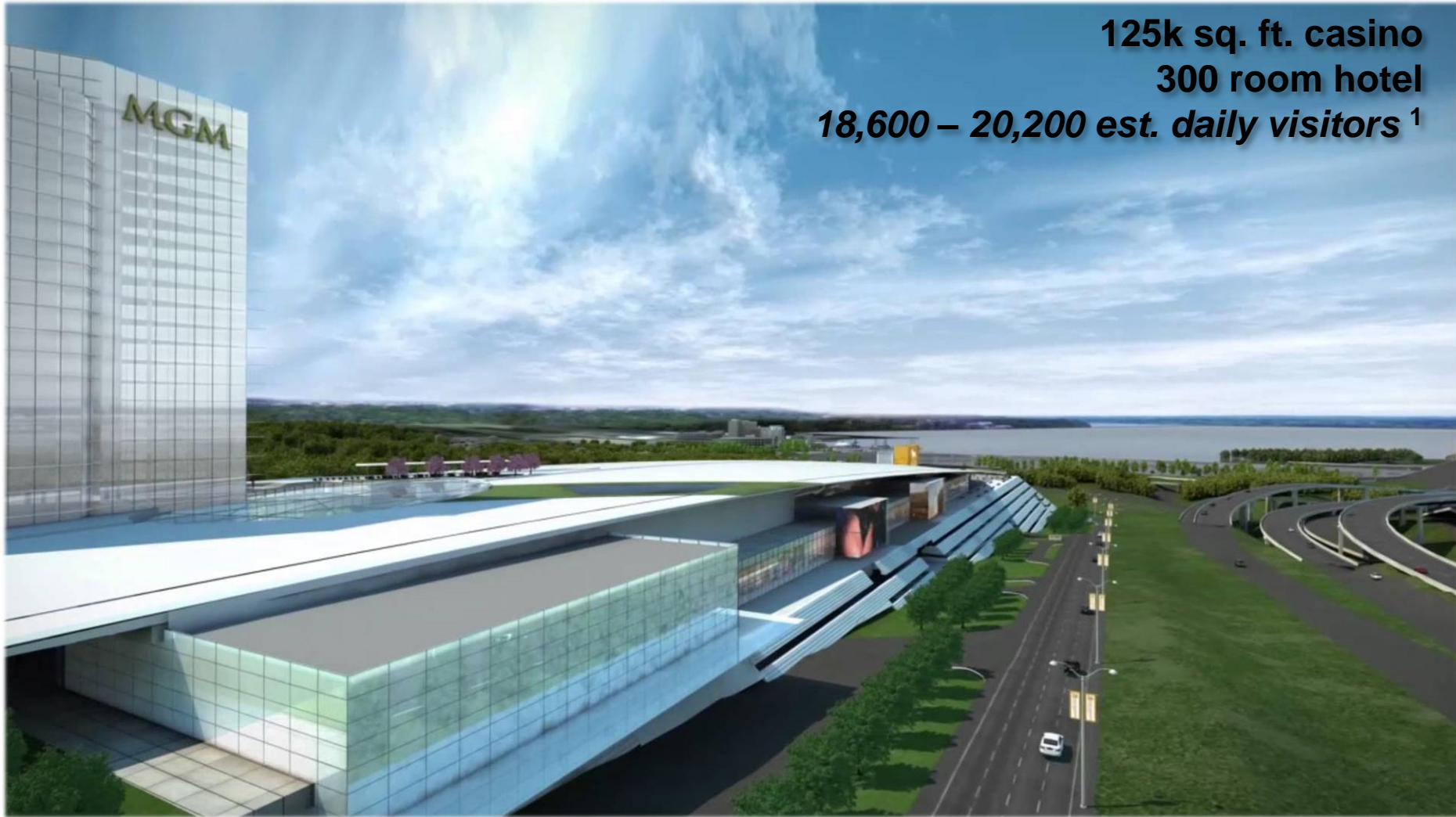
# Gaylord National expansion project update

- ▶ Expanded event terrace opened in 2015
- ▶ Ballroom construction underway and on schedule to open May 2017





# MGM National Harbor casino opening Q4 2016



**125k sq. ft. casino**

**300 room hotel**

***18,600 – 20,200 est. daily visitors <sup>1</sup>***

1. Maryland Lottery Commission applicant proposal review dated December 15, 2013



# MGM casino will be a significant demand driver

**Casino transient demand patterns should be complementary to those of large groups leading to significant incremental demand**





# Gaylord Rockies joint venture

1,500 rooms  
485k sq. ft. indoor & outdoor meeting space  
8 F&B outlets  
\$25M waterpark



HKS LOONEY & ASSOCIATES swa

 GAYLORD ROCKIES™  
RESORT & CONVENTION CENTER  
*Colorado*

 RIDA DEVELOPMENT CORPORATION  
 ARES

**RYMAN**  
RYMAN HOSPITALITY PROPERTIES, INC.

# Gaylord Rockies joint venture project update

- ▶ Construction underway and on schedule to open at the end of 2018
- ▶ RHP has funded over half of our \$86 million equity investment to date
- ▶ Sales team has booked 150,000 room nights in the first half of 2016
  - 87% are new meetings to the state of CO and 74% are multi-year bookings



# Parting thoughts

**There has never been a better time to be in the group business and we have never been better positioned as a company**

- ▶ We own premier group assets
- ▶ Rich opportunity set of high return growth investments
- ▶ Long term value creation opportunity in the entertainment business
- ▶ Healthy balance sheet and significant availability to drive growth or return capital to shareholders
- ▶ As shareholders we are excited about the next chapter of our company's history



# Appendix: Non-GAAP Reconciliations



# Non-GAAP reconciliation: Consolidated & segments

(000's)

## Consolidated

	LTM Ended 06/30/16 \$
<b>Revenue</b>	\$ 1,122,652
<b>Net income</b>	\$ 143,267
Provision / (benefit) for income taxes	(12,512)
Other (gains) and losses, net	(9,502)
Loss from joint ventures	1,448
Interest expense, net	52,195
Depreciation & amortization	112,596
<b>EBITDA</b>	287,492
Preopening costs	118
Non-cash lease expense	5,304
Equity-based compensation	6,163
Pension settlement charge	2,356
Impairment charges	16,310
Interest income on Gaylord National bonds	12,051
Pro rata adjusted EBITDA from joint ventures	(3)
Other gains and (losses), net	9,502
(Gain) loss on disposal of assets	(7,328)
<b>Adjusted EBITDA</b>	\$ 331,965

## Hospitality segment

<b>Revenue</b>	\$ 1,018,834
<b>Operating income</b>	\$ 182,454
Depreciation & amortization	103,734
Preopening costs	91
Non-cash lease expense	5,304
Impairment charges	16,310
Interest income on Gaylord National bonds	12,051
Other gains and (losses), net	2,515
(Gain) loss on disposal of assets	(60)
<b>Adjusted EBITDA</b>	\$ 322,399

(000's)

## Entertainment segment

	LTM Ended 06/30/16 \$
<b>Revenue</b>	\$ 103,818
<b>Operating income</b>	\$ 24,529
Depreciation & amortization	6,190
Preopening costs	27
Equity-based compensation	646
Pro rata adjusted EBITDA from joint ventures	(3)
<b>Adjusted EBITDA</b>	\$ 31,389

## Corporate and Other segment

<b>Operating loss</b>	\$ (32,087)
Depreciation & amortization	2,672
Equity-based compensation	5,517
Pension settlement charge	2,356
Other gains and (losses), net	6,987
(Gain) loss on disposal of assets	(7,268)
<b>Adjusted EBITDA</b>	\$ (21,823)

# Non-GAAP reconciliation: Hospitality segment by property

(000's)	LTM Ended 06/30/16 \$
<u>Gaylord Opryland</u>	
<b>Revenue</b>	\$ 328,503
<b>Operating income</b>	\$ 78,717
Depreciation & amortization	30,404
Other gains and (losses), net	15
(Gain) loss on disposal of assets	(15)
<b>Adjusted EBITDA</b>	<u>\$ 109,121</u>
<u>Gaylord Palms</u>	
<b>Revenue</b>	\$ 185,405
<b>Operating income</b>	\$ 30,528
Depreciation & amortization	18,763
Non-cash lease expense	5,304
Other gains and (losses), net	26
(Gain) loss on disposal of assets	(26)
<b>Adjusted EBITDA</b>	<u>\$ 54,595</u>
<u>Gaylord Texan</u>	
<b>Revenue</b>	\$ 225,242
<b>Operating income</b>	\$ 42,636
Depreciation & amortization	19,934
Impairment charges	16,310
Other gains and (losses), net	30
(Gain) loss on disposal of assets	(30)
<b>Adjusted EBITDA</b>	<u>\$ 78,880</u>

(000's)	LTM Ended 06/30/16 \$
<u>Gaylord National</u>	
<b>Revenue</b>	\$ 255,652
<b>Operating income</b>	\$ 24,990
Depreciation & amortization	32,031
Interest income on Gaylord National bonds	12,051
Other gains and (losses), net	2,444
(Gain) loss on disposal of assets	11
<b>Adjusted EBITDA</b>	<u>\$ 71,527</u>
<u>The AC Hotel at National Harbor</u>	
<b>Revenue</b>	\$ 9,494
<b>Operating income</b>	\$ 1,729
Depreciation & amortization	1,271
Preopening costs	91
<b>Adjusted EBITDA</b>	<u>\$ 3,091</u>
<u>The Inn at Opryland</u>	
<b>Revenue</b>	\$ 14,538
<b>Operating income</b>	\$ 3,854
Depreciation & amortization	1,331
<b>Adjusted EBITDA</b>	<u>\$ 5,185</u>
<u>AC Hotel &amp; Inn at Opryland Combined</u>	
<b>Revenue</b>	\$ 24,032
<b>Operating income (loss)</b>	\$ 5,583
Depreciation & amortization	2,602
Preopening costs	91
<b>Adjusted EBITDA</b>	<u>\$ 8,276</u>

# Non-GAAP reconciliation: Entertainment segment by year

(000's)

## Entertainment segment

	2015	2014	2013	2012
<b>Revenue</b>	\$ 97,521	\$ 86,825	\$ 76,053	\$ 70,553
<b>Operating income</b>	\$ 24,353	\$ 21,752	13,877	12,650
Depreciation & amortization	5,747	5,258	5,368	5,119
Preopening costs	58	-	-	-
Equity-based compensation	629	519	575	321
Impairment charges	-	-	150	-
Other gains and (losses), net	-	152	-	-
(Gain) loss on disposal of assets	-	(152)	-	-
Casualty loss	-	-	(95)	430
REIT conversion costs	-	-	225	225
<b>Adjusted EBITDA</b>	<u>\$ 30,787</u>	<u>\$ 27,529</u>	<u>\$ 20,100</u>	<u>\$ 18,745</u>