

RYMAN HOSPITALITY PROPERTIES, INC.
INVESTOR PRESENTATION
SEPTEMBER 2024

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This presentation includes certain non-GAAP financial measures, including Adjusted EBITDA, FFO available to common stockholders, adjusted FFO available to common stockholders, adjusted FFO available to common stockholders per diluted share and ratios based on the foregoing. These non-GAAP financial measures should be considered supplemental to, but not as a substitute for or superior to, financial measures prepared in accordance with U.S. generally accepted accounting principles (“GAAP”). Explanations for these non-GAAP measures, and reconciliation of these non-GAAP measures to their most directly comparable GAAP measures are available in the Appendix to this presentation.

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INVESTMENT HIGHLIGHTS

Differentiated lodging REIT with a **tangible path** to sustainable organic growth and a **proven track record** of delivering superior shareholder returns

PROVEN MANAGEMENT TEAM

- Long-tenured management team built Gaylord Hotels brand and led REIT conversion in 2013
- Operational knowledge drives **more effective manager engagement**

DIFFERENTIATED OPERATING MODEL

- Large group focus provides **peer-leading visibility and lower volatility**
- Retention and rotation result in **meaningful recurring revenue model**
- **High-return capital deployment opportunities** drive growth

FAVORABLE SUPPLY/DEMAND BACKDROP

- Group demand is growing led by the largest meetings segment
- Competitive supply and new ground-up development remain structurally limited

TANGIBLE PATH TO SUSTAINED ORGANIC GROWTH

- Replicable investment opportunities across portfolio lower risk of execution; opportunities through 2027 total **more than \$1B**
- Quality balance sheet supports **growth priorities and dividends**

VALUE CREATION OPPORTUNITY IN OEG

- Opportunity to unlock value through eventual separation of Opry Entertainment Group (“OEG”)
- Recent steps toward that end include investment in OEG by Atairos/NBCUniversal (“NBCU”) and CEO appointment

RECENT DEVELOPMENTS

RATE TAILWIND

- Record Q2 2024 same-store Hospitality Average Daily Rate (ADR) of \$254, up 3.8% over Q2 2023¹

RESILIENT OUT-OF-ROOM SPEND

- All-time record same-store Hospitality banquet and AV revenue for any quarter in Q2 2024, with strong contribution per group room night

JW MARRIOTT HILL COUNTRY SYNERGIES

- First year operating results in line with underwriting expectations; we believe this property has more upside today than when we purchased it
- Will introduce a full slate of holiday programming, including ICE!, in Q4 2024

STRONG FORWARD BOOKINGS POSITION

- As of June 30, 2024, same-store Hospitality group rooms revenue on the books for the rest of 2024 up 8% compared to the same time last year for the rest of 2023²
- Expect to travel record same-store Hospitality group room nights in 2024

SUCCESSFUL REFINANCING ACTIVITIES

- Refinanced OEG term loan B (TLB) and revolver with a new \$300M TLB and \$80M revolver
- Reduced interest rate spread on TLB and revolver by approximately 160 bps and 100 bps, respectively

CAPITAL INVESTMENT ACTIVITY

- 2024 major capital projects are proceeding as planned, with several on track for completion by year-end

STRONG SECOND QUARTER RESULTS

4.6%

SAME-STORE REVPAR
GROWTH YOY¹

9.4%

SAME-STORE TOTAL REVPAR
GROWTH YOY¹

3.8%

SAME-STORE ADR
GROWTH YOY¹

SECOND QUARTER REVENUE
(DOLLARS IN MILLIONS)

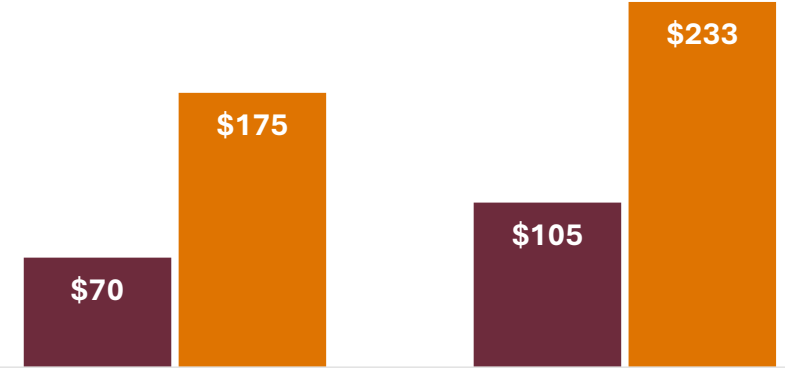


Q2 2023

Q2 2024

■ Total Revenue

NET INCOME & CONSOLIDATED ADJUSTED EBITDAre²
(DOLLARS IN MILLIONS)

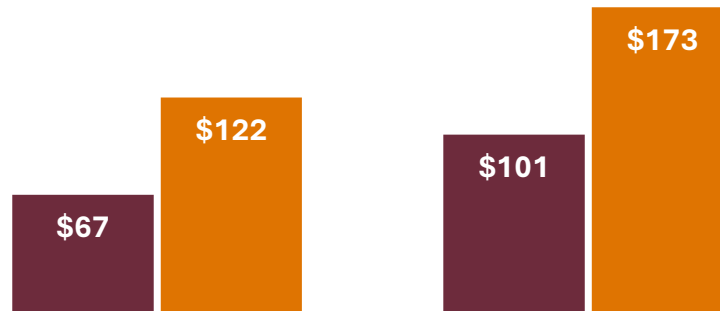


Q2 2023

Q2 2024

■ Net Income ■ Adjusted EBITDAre

NET INCOME AVAILABLE TO COMMON STOCKHOLDERS
& AFFO² (DOLLARS IN MILLIONS)

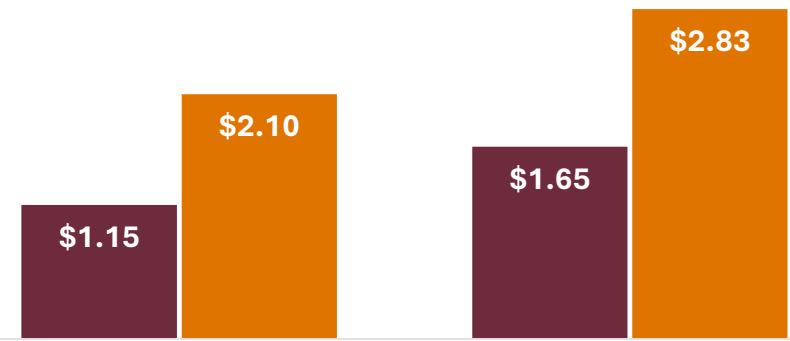


Q2 2023

Q2 2024

■ Net Income Available to Common Stockholders ■ AFFO

NET INCOME & AFFO PER DILUTED SHARE²



Q2 2023

Q2 2024

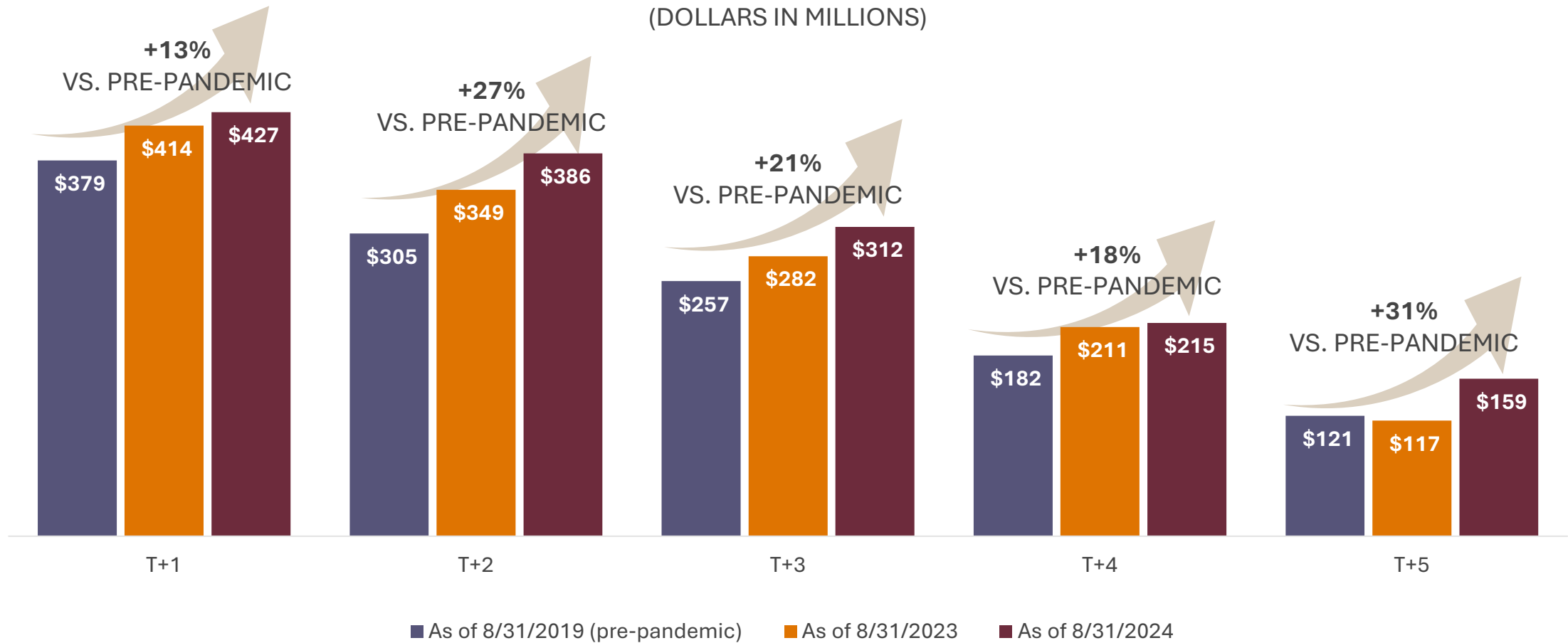
■ Net Income per Diluted Share ■ AFFO per Diluted Share

1. Same-store metrics exclude JW Hill Country, which was acquired on June 30, 2023.

2. Adjusted EBITDAre and AFFO are non-GAAP measures. An explanation for these non-GAAP measures and reconciliations to the most directly comparable GAAP measures are available in the Appendix.

CONTINUED MOMENTUM IN NEW BOOKINGS PRODUCTION

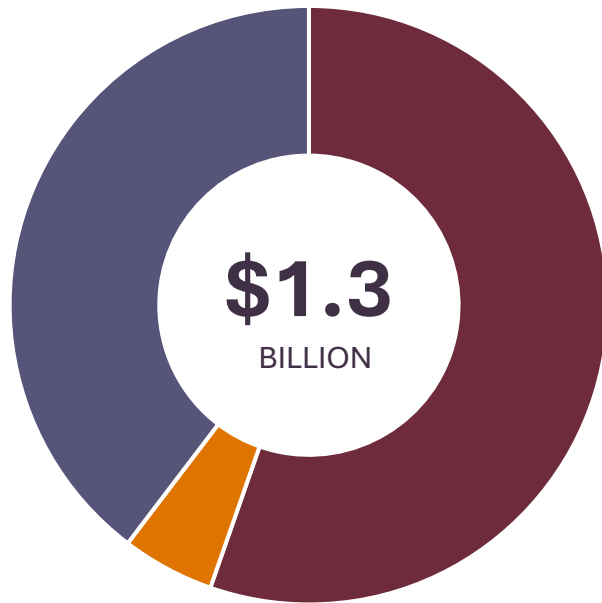
SAME-STORE ROOMS REVENUE ON THE BOOKS¹
(DOLLARS IN MILLIONS)



1. Same-store metrics exclude JW Hill Country, which was acquired on June 30, 2023. Estimated revenues based on contracted room rates.

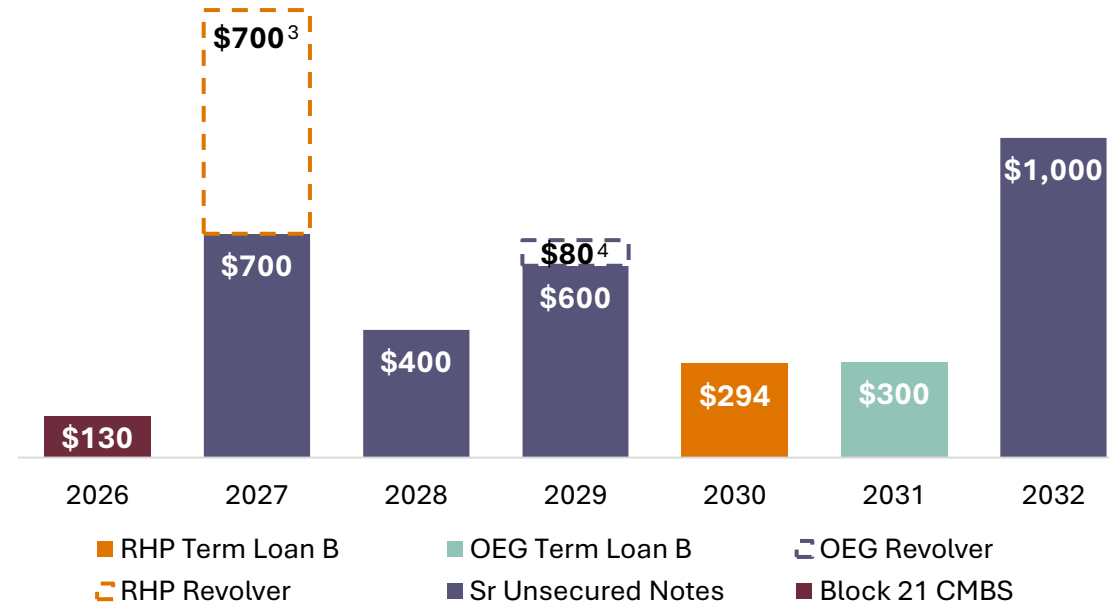
QUALITY BALANCE SHEET SUPPORTS GROWTH PRIORITIES

TOTAL AVAILABLE LIQUIDITY¹
(AS OF JUNE 30, 2024)



- RHP Revolver Capacity: \$696M
- OEG Revolver Capacity: \$63M
- Unrestricted Cash: \$498M

MATURITY LADDER²
(DOLLARS IN MILLIONS)



KEY DEBT METRICS
(AS OF JUNE 30, 2024)

5.4

WEIGHTED AVERAGE
MATURITY (YEARS)

85%

FIXED RATE DEBT⁵
(% OF TOTAL DEBT)

3.9x

NET LEVERAGE RATIO⁶

1. Total available liquidity is defined as the sum of unrestricted cash and availability under the revolving credit facilities, less \$4.3 million in outstanding letters of credit under the RHP revolving credit facility.
 2. There are no scheduled maturities until 2026. Maturity ladder excludes annual principal amortization (RHP term loan B: approximately \$3 million; OEG term loan B: approximately \$3 million; Block 21 CMBS: approximately \$3 million). For additional information regarding debt terms, maturity dates and restrictive covenants, see the Company's SEC filings.
 3. Reflects size of RHP's revolver (balance as of 6/30/2024 was \$0M) and does not include the one-year extension option on RHP's revolver.
 4. Reflects size of OEG's revolver (balance as of 6/30/2024 was \$17M).
 5. Fixed rate debt ratio reflects the benefit of swaps.
 6. Net leverage ratio is defined as total consolidated net debt divided by consolidated Adjusted EBITDA for the trailing 12-month period. Net debt does not include finance lease obligations, unamortized deferred financing costs or unamortized discounts and premiums, net.



CAPITAL DEPLOYMENT UPDATES



TIMING CONSIDERATIONS FOR NEAR-TERM INVESTMENT OPPORTUNITIES THROUGH 2027



GAYLORD
OPRYLAND



GAYLORD
ROCKIES



GAYLORD
TEXAN



JW HILL
COUNTRY



GAYLORD
PALMS



GAYLORD
NATIONAL

2024 MAJOR PROJECTS (COMPLETED OR IN PROGRESS)

- New sports bar, event lawn and group pavilion
- Governor’s ballroom transformation

- New group pavilion
- Grand Lodge repositioning
- New F&B outlets

- F&B upgrades

- Master planning for new rooms, space & water amenity expansions

- Lobby & 1,416-room renovation

LATE PLANNING STAGES

- Presidential meeting space transformation
- Carpeted meeting space expansion

- New 450-room expansion
- New SoundWaves water amenity

- Rooms renovation

- Rooms renovation

- Meeting space upgrades

FUTURE PRIORITIES

- Rooms renovation
- F&B repositioning
- Additional meeting space upgrades

- New SoundWaves water amenity

- F&B upgrades

- F&B upgrades

- Meeting space upgrades
- F&B upgrades

INVESTMENT SPOTLIGHT: GAYLORD ROCKIES GROUP ENHANCEMENTS

Opportunity

- Based on primary meeting planner research and discussions with our largest group customers, **expanded F&B options and elevated reception spaces also drive booking decisions**

Goal

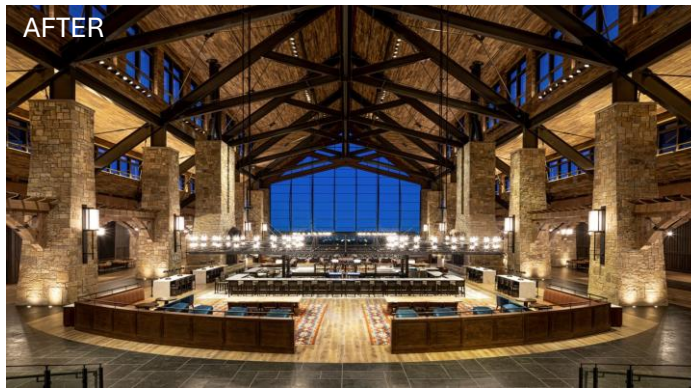
- Maximize out-of-room spend** by repositioning the Grand Lodge and adding unique reception spaces
- Expand F&B seat count** to accommodate future resort expansion

Scope

- Transform underutilized highly valuable space in the Grand Lodge into unique, flexible gathering spaces with high quality F&B outlets
- Increase F&B outlet capacity by 685 seats
- Add 26K S.F. indoor/outdoor group pavilion

Early Results

- In Q2 2024, Gaylord Rockies generated Brand-leading outlet beverage sales per occupied room



INVESTMENT SPOTLIGHT: OLE RED LAS VEGAS

Opportunity

- Based on market research, consumer demand for **country lifestyle entertainment offerings in Las Vegas** exceeds limited supply in the market

Goal

- Broaden artist and fan reach and brand recognition in a premier live entertainment market
- Drive **mid-teens unlevered IRR** on investment

Scope

- Ground-up development at a prime location on corner of Las Vegas and Flamingo
- Largest Ole Red venue to date, including **~27K S.F.** and **686 seats**

Early Results

- In Q2 2024, Ole Red Las Vegas was the top-performing Ole Red venue



KEY TAKEAWAYS

- Differentiated operating model focuses on long-term customer relationships
- Focus on the large group customer drives industry-leading growth & forward visibility
- Recurring revenue model reduces risk & volatility
- Tangible path to sustainable organic growth through informed investment strategy
- Long-term value creation opportunity in OEG



APPENDIX



NON-GAAP DEFINITIONS

Adjusted EBITDAre

The Company calculates EBITDAre, which is defined by the National Association of Real Estate Investment Trusts (“NAREIT”) in its September 2017 white paper as Net Income (calculated in accordance with GAAP) plus interest expense, income tax expense, depreciation and amortization, gains or losses on the disposition of depreciated property (including gains or losses on change in control), impairment write-downs of depreciated property and of investments in unconsolidated affiliates caused by a decrease in the value of depreciated property in the affiliate, and adjustments to reflect the entity’s share of EBITDAre of unconsolidated affiliates. Adjusted EBITDAre is then calculated as EBITDAre, plus to the extent the following adjustments occurred during the periods presented: preopening costs; non-cash lease expense; equity-based compensation expense; impairment charges that do not meet the NAREIT definition above; credit losses on held-to-maturity securities; any transaction costs of acquisitions; interest income on bonds; loss on extinguishment of debt; pension settlement charges; pro rata Adjusted EBITDAre from unconsolidated joint venture; and any other adjustments the Company has identified herein. The Company uses EBITDAre and Adjusted EBITDAre and segment or property-level EBITDAre and Adjusted EBITDAre to evaluate its operating performance. The Company believes that the presentation of these non-GAAP metrics provides useful information to investors regarding its operating performance and debt leverage metrics, and that the presentation of these non-GAAP metrics, when combined with the primary GAAP presentation of Net Income or Operating Income, as applicable, is beneficial to an investor’s complete understanding of its operating performance. The Company makes additional adjustments to EBITDAre when evaluating its performance because it believes that presenting Adjusted EBITDAre provides useful information to investors regarding the Company’s operating performance and debt leverage metrics.

NON-GAAP DEFINITIONS

FFO and AFFO

The Company calculates FFO, which definition is clarified by NAREIT in its December 2018 white paper as Net Income (calculated in accordance with GAAP) excluding depreciation and amortization (excluding amortization of deferred financing costs and debt discounts), gains and losses from the sale of certain real estate assets, gains and losses from a change in control, impairment write-downs of certain real estate assets and investments in entities when the impairment is directly attributable to decreases in the value of depreciated real estate held by the entity, income (loss) from consolidated joint ventures attributable to noncontrolling interest, and pro rata adjustments from unconsolidated joint ventures. To calculate adjusted FFO available to common stockholders and unit holders, the Company then excludes, to the extent the following adjustments occurred during the periods presented: right-of-use asset amortization; impairment charges that do not meet the NAREIT definition above; write-offs of deferred financing costs; amortization of debt discounts or premiums and amortization of deferred financing costs; loss on extinguishment of debt; non-cash lease expense; credit loss on held-to-maturity securities; pension settlement charges; additional pro rata adjustments from unconsolidated joint ventures; (gains) losses on other assets; transaction costs on acquisitions; deferred income tax expense (benefit); and any other adjustments the Company has identified herein.

FFO available to common stockholders and unit holders and adjusted FFO available to common stockholders and unit holders exclude the ownership portion of the joint ventures not controlled or owned by the Company.

The Company presents adjusted FFO available to common stockholders and unit holders per diluted share/unit as a non-GAAP measure of its performance in addition to its net income available to common stockholders per diluted share (calculated in accordance with GAAP). The Company calculates adjusted FFO available to common stockholders and unit holders per diluted share/unit as its adjusted FFO (defined as set forth above) for a given operating period, as adjusted for the effect of dilutive securities, divided by the number of diluted shares and units outstanding during such period.

The Company believes that the presentation of these non-GAAP financial measures provides useful information to investors regarding the performance of its ongoing operations because each presents a measure of the Company's 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 the Company believes are not indicative of the performance of its underlying hotel properties. The Company believes that these items are more representative of its asset base than its ongoing operations. The Company also uses these non-GAAP financial measures as measures in determining its results after considering the impact of its capital structure.

The Company cautions investors that non-GAAP financial measures it presents may not be comparable to similar measures disclosed by other companies, because not all companies calculate these non-GAAP measures in the same manner. The non-GAAP financial measures the Company presents, and any related per share measures, should not be considered as alternative measures of the Company's Net Income, operating performance, cash flow or liquidity. These non-GAAP financial measures may include funds that may not be available for the Company's discretionary use due to functional requirements to conserve funds for capital expenditures and property acquisitions and other commitments and uncertainties. Although the Company believes that these non-GAAP financial measures can enhance an investor's understanding of its results of operations, these non-GAAP financial measures, when viewed individually, are not necessarily better indicators of any trend as compared to GAAP measures such as Net Income (Loss), Operating Income (Loss), or cash flow from operations.

RECONCILIATIONS: HISTORICAL CONSOLIDATED ADJUSTED EBITDA_{re} & AFFO

In 000's	3 Months Ended June 30,		In 000's, except for per-share metrics	3 Months Ended June 30,	
	2024	2023		2024	2023
<u>Consolidated</u>			<u>Consolidated</u>		
Revenue	\$ 613,290	\$ 504,843	Net income	\$ 104,740	\$ 70,143
Net income	\$ 104,740	\$ 70,143	Noncontrolling interest in consolidated joint venture	(3,270)	(3,134)
Interest expense, net	49,513	43,861	Net income available to common stockholders and unit holders	101,470	67,009
Provision for income taxes	12,200	3,544	Depreciation & amortization	58,506	48,227
Depreciation & amortization	58,553	48,257	FFO adjustments for noncontrolling interest	(2,331)	(1,620)
Pro rata EBITDA _{re} from unconsolidated joint ventures	2	8	Pro rata adjustments from joint ventures	2	23
EBITDA_{re}	225,008	165,813	FFO available to common stockholders and unit holders	157,647	113,639
Preopening costs	1,055	67	Right-of-use asset amortization	47	30
Non-cash lease expense	933	1,499	Non-cash lease expense	933	1,499
Equity-based compensation expense	3,383	3,801	Pro rata adjustments from joint ventures	(176)	-
Interest income on Gaylord National bonds	1,195	1,270	Amortization of deferred financing costs	2,627	2,633
Loss on extinguishment of debt	1,797	2,252	Amortization of debt discounts and premiums	658	545
Pro rata adjusted EBITDA _{re} from unconsolidated joint ventures	(176)	-	Loss on extinguishment of debt	1,797	2,252
Adjusted EBITDA_{re}	\$ 233,195	\$ 174,702	Adjusted FFO adjustments for noncontrolling interest	(1,253)	(870)
Adjusted EBITDA _{re} of noncontrolling interest in consolidated JV	\$ (10,722)	\$ (8,819)	Deferred tax provision (benefit)	11,152	2,664
Adjusted EBITDA_{re} , excluding noncontrolling interest in consolidated JV	\$ 222,473	\$ 165,883	Adjusted FFO available to common stockholders and unit holders	\$ 173,432	\$ 122,392
			Basic net income per share	\$ 1.68	\$ 1.18
			Diluted net income per share	\$ 1.65	\$ 1.15
			FFO available to common stockholders and unit holders per basic share/unit	\$ 2.61	\$ 2.00
			AFFO available to common stockholders and unit holders per basic share/unit	\$ 2.88	\$ 2.16
			FFO available to common stockholders and unit holders per diluted share/unit ¹	\$ 2.57	\$ 1.94
			AFFO available to common stockholders and unit holders per diluted share/unit ¹	\$ 2.83	\$ 2.10
			<u>Weighted average common shares and OP units for the period:</u>		
			Basic	60,290	56,724
			Diluted ¹	63,618	60,884

1. Diluted weighted average common shares and OP units for the three months ended June 30, 2023, and June 30, 2024, includes 3.9 million and 3.1 million shares, respectively, in equivalent shares related to the currently unexercisable investor put rights associated with the noncontrolling interest in the Company's OEG business, which may be settled in cash or shares at the Company's option.