$1] \mid$ RLJ LODGING TRUST

## EARNINGS SUPPLEMENTAL Q2 2023

AUGUST 2023



Current Debt Maturity Schedule ${ }^{(3)}$

(1) Properties and hotel rooms owned as of June 30, 2023; excludes the Chateau LeMoyne-French Quarter New Orleans, which is a fully unconsolidated hotel. Unaudited, for comparison purposes only.
2) Total shares, units, stock price and balance sheet statistics as of June 302023.
3) As of August 3, 2023, assumes all extension options are exercised. 2029 maturity includes $\$ 25 \mathrm{M}$ of secured debt.

## Comparable statistics for 96 hotels owned as of June 30, 2023

| Comparable Hotel Statistics ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (all amounts in '000s, except operating metrics) | 2019 (2) |  |  |  |  | 2022 |  |  |  |  | 2023 |  |
|  | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 |
| Rooms Available | 1,889 | 1,910 | 1,932 | 1,932 | 7,663 | 1,910 | 1,932 | 1,954 | 1,954 | 7,750 | 1,912 | 1,933 |
| Rooms Sold | 1,437 | 1,585 | 1,554 | 1,449 | 6,025 | 1,167 | 1,442 | 1,420 | 1,307 | 5,337 | 1,310 | 1,452 |
| Total Room Revenue | 272,613 | 302,845 | 280,310 | 261,720 | 1,117,487 | 205,164 | 282,824 | 267,817 | 248,636 | 1,004,440 | 260,832 | 295,497 |
| Total Revenue | 325,624 | 361,214 | 334,520 | 320,698 | 1,342,056 | 242,510 | 333,491 | 318,673 | 302,175 | 1,196,850 | 314,488 | 356,904 |
| Occupancy | 76.0\% | 83.0\% | 80.5\% | 75.0\% | 78.6\% | 61.1\% | 74.6\% | 72.7\% | 66.9\% | 68.9\% | 68.5\% | 75.1\% |
| Average Daily Rate (ADR) | \$189.76 | \$191.08 | \$180.35 | \$180.56 | \$185.47 | \$175.82 | \$196.09 | \$188.54 | \$190.24 | \$188.22 | \$199.07 | \$203.53 |
| Room Revenue per Available Room (RevPAR) | \$144.30 | \$158.52 | \$145.12 | \$135.50 | \$145.83 | \$107.42 | \$146.37 | \$137.09 | \$127.25 | \$129.61 | \$136.45 | \$152.89 |
| Comparable Hotel EBITDA | 104,905 | 131,588 | 110,282 | 100,283 | 447,059 | 63,251 | 119,152 | 100,020 | 87,569 | 369,992 | 90,926 | 122,797 |
| Comparable Hotel EBITDA Margin | 32.2\% | 36.4\% | 33.0\% | 31.3\% | 33.3\% | 26.1\% | 35.7\% | 31.4\% | 29.0\% | 30.9\% | 28.9\% | 34.4\% |

(1) Results are for properties owned as of June 30, 2023 and excludes the Chateau LeMoyne-French Quarter New Orleans, which is a fully unconsolidated hotel. Unaudited, for comparison purposes only.
(2) Results for 2019 do not include Hampton Inn \& Suites Atlanta Midtown which was not built until 2020.

Comparable Hotel Statistics | Q2 2023

| Comparable Operating Metrics | All Hotels(1) |
| :--- | :---: |
| Occupancy | $\mathbf{7 5 . 1 \%}$ |
| Average Daily Rate (ADR) | $\mathbf{\$ 2 0 3 . 5 3}$ |
| Room Revenue per Available Room (RevPAR) | $\mathbf{\$ 1 5 2 . 8 9}$ |
| Hotel EBITDA | $\mathbf{\$ 1 2 2 . 8 M}$ |



Total Portfolio | Weekly ADR as \% of $2019{ }^{(1)}$


| Top Markets |  | Occupancy |  |  |  | ADR |  |  |  | RevPAR |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \# of Hotels | 2023 | 2022 | Y/Y Growth \% | \% of '19 | 2023 | 2022 | Y/Y Growth \% | \% of '19 | 2023 | 2022 | Y/Y Growth \% | \% of '19 |
| Atlanta | 5 | 68.8\% | 70.0\% | (1.7\%) | 86\% | 169.79 | 165.05 | 2.9\% | 106\% | 116.82 | 115.57 | 1.1\% | 91\% |
| Austin | 3 | 78.5\% | 86.3\% | (9.1\%) | 96\% | 228.49 | 222.18 | 2.8\% | 102\% | 179.38 | 191.81 | (6.5\%) | 98\% |
| Boston | 3 | 79.8\% | 71.9\% | 11.0\% | 92\% | 252.06 | 253.38 | (0.5\%) | 100\% | 201.21 | 182.22 | 10.4\% | 92\% |
| Charleston | 2 | 90.3\% | 70.4\% | 28.4\% | 98\% | 344.93 | 336.75 | 2.4\% | 132\% | 311.63 | 236.93 | 31.5\% | 130\% |
| Chicago | 9 | 80.9\% | 76.3\% | 5.9\% | 97\% | 162.73 | 150.88 | 7.9\% | 104\% | 131.57 | 115.18 | 14.2\% | 101\% |
| Denver | 4 | 66.4\% | 66.9\% | (0.7\%) | 86\% | 175.26 | 167.15 | 4.9\% | 111\% | 116.40 | 111.81 | 4.1\% | 96\% |
| Fort Lauderdale / West Palm Beach | 4 | 73.4\% | 72.7\% | 0.9\% | 91\% | 185.98 | 189.22 | (1.7\%) | 115\% | 136.44 | 137.56 | (0.8\%) | 105\% |
| Houston | 7 | 67.7\% | 63.0\% | 7.6\% | 92\% | 163.05 | 143.03 | 14.0\% | 109\% | 110.43 | 90.04 | 22.6\% | 101\% |
| Indianapolis | 2 | 73.8\% | 74.0\% | (0.3\%) | 107\% | 162.25 | 154.65 | 4.9\% | 102\% | 119.80 | 114.49 | 4.6\% | 108\% |
| Key West | 2 | 95.0\% | 95.7\% | (0.7\%) | 99\% | 282.92 | 312.52 | (9.5\%) | 133\% | 268.87 | 299.02 | (10.1\%) | 132\% |
| Los Angeles / Anaheim | 7 | 75.0\% | 73.2\% | 2.5\% | 88\% | 208.22 | 192.75 | 8.0\% | 111\% | 156.16 | 141.05 | 10.7\% | 97\% |
| Louisville | 2 | 72.2\% | 69.7\% | 3.6\% | 96\% | 259.11 | 226.70 | 14.3\% | 123\% | 187.12 | 158.02 | 18.4\% | 118\% |
| Miami | 2 | 75.2\% | 74.0\% | 1.6\% | 93\% | 175.98 | 205.79 | (14.5\%) | 116\% | 132.34 | 152.31 | (13.1\%) | 108\% |
| New Orleans | 3 | 74.3\% | 80.5\% | (7.7\%) | 92\% | 162.74 | 183.45 | (11.3\%) | 112\% | 120.90 | 147.60 | (18.1\%) | 103\% |
| New York City | 3 | 83.0\% | 83.7\% | (0.9\%) | 92\% | 333.52 | 302.86 | 10.1\% | 114\% | 276.69 | 253.65 | 9.1\% | 105\% |
| Oakland / Burlingame | 4 | 76.2\% | 74.9\% | 1.8\% | 82\% | 179.12 | 175.83 | 1.9\% | 84\% | 136.53 | 131.64 | 3.7\% | 69\% |
| Pittsburgh | 3 | 69.9\% | 64.5\% | 8.2\% | 89\% | 194.57 | 188.80 | 3.1\% | 122\% | 135.92 | 121.87 | 11.5\% | 109\% |
| San Diego | 2 | 75.1\% | 78.9\% | (4.8\%) | 88\% | 195.62 | 197.79 | (1.1\%) | 116\% | 146.89 | 156.00 | (5.8\%) | 102\% |
| San Francisco CBD | 2 | 71.7\% | 72.4\% | (1.0\%) | 80\% | 231.34 | 254.89 | (9.2\%) | 80\% | 165.89 | 184.56 | (10.1\%) | 64\% |
| Silicon Valley | 6 | 66.1\% | 76.6\% | (13.6\%) | 80\% | 191.65 | 176.40 | 8.6\% | 83\% | 126.76 | 135.04 | (6.1\%) | 67\% |
| Tampa | 1 | 80.2\% | 80.4\% | (0.3\%) | 103\% | 247.85 | 228.00 | 8.7\% | 132\% | 198.70 | 183.27 | 8.4\% | 135\% |
| Waikiki | 1 | 91.1\% | 85.8\% | 6.2\% | 97\% | 187.04 | 196.73 | (4.9\%) | 108\% | 170.43 | 168.77 | 1.0\% | 105\% |
| Washington, DC | 5 | 82.9\% | 80.8\% | 2.6\% | 95\% | 267.93 | 232.59 | 15.2\% | 113\% | 222.05 | 187.95 | 18.1\% | 107\% |
| Other Markets ${ }^{(2)}$ | 14 | 73.2\% | 75.0\% | (2.4\%) | 90\% | 167.64 | 162.71 | 3.0\% | 103\% | 122.75 | 122.08 | 0.5\% | 93\% |
| Total | 96 | 75.1\% | 74.6\% | 0.6\% | 91\% | 203.53 | 196.09 | 3.8\% | 107\% | 152.89 | 146.37 | 4.5\% | 96\% |

[^0]| Top Markets |  | Occupancy |  |  |  | ADR |  |  |  | RevPAR |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \# of Hotels | 2023 | 2022 | Y/Y Growth \% | \% of '19 | 2023 | 2022 | Y/Y Growth \% | \% of '19 | 2023 | 2022 | Y/Y Growth \% | \% of '19 |
| Atlanta | 5 | 69.5\% | 65.1\% | 6.7\% | 87\% | 171.06 | 155.92 | 9.7\% | 97\% | 118.90 | 101.56 | 17.1\% | 84\% |
| Austin | 3 | 80.2\% | 80.8\% | (0.8\%) | 97\% | 238.10 | 209.22 | 13.8\% | 103\% | 190.97 | 169.13 | 12.9\% | 100\% |
| Boston | 3 | 68.9\% | 57.2\% | 20.4\% | 89\% | 217.81 | 217.64 | 0.1\% | 102\% | 150.03 | 124.52 | 20.5\% | 90\% |
| Charleston | 2 | 82.7\% | 70.6\% | 17.1\% | 95\% | 321.30 | 303.17 | 6.0\% | 135\% | 265.61 | 214.09 | 24.1\% | 129\% |
| Chicago | 9 | 70.1\% | 68.0\% | 3.1\% | 99\% | 145.95 | 135.61 | 7.6\% | 103\% | 102.35 | 92.26 | 10.9\% | 102\% |
| Denver | 4 | 59.6\% | 57.5\% | 3.7\% | 86\% | 162.34 | 152.86 | 6.2\% | 107\% | 96.79 | 87.92 | 10.1\% | 92\% |
| Fort Lauderdale / West Palm Beach | 4 | 76.8\% | 75.8\% | 1.3\% | 89\% | 222.25 | 212.51 | 4.6\% | 113\% | 170.70 | 161.13 | 5.9\% | 101\% |
| Houston | 7 | 67.4\% | 59.2\% | 13.9\% | 90\% | 160.05 | 141.53 | 13.1\% | 105\% | 107.88 | 83.76 | 28.8\% | 95\% |
| Indianapolis | 2 | 68.9\% | 67.6\% | 2.0\% | 108\% | 158.34 | 155.84 | 1.6\% | 102\% | 109.09 | 105.30 | 3.6\% | 110\% |
| Key West | 2 | 96.1\% | 96.9\% | (0.8\%) | 100\% | 327.59 | 346.23 | (5.4\%) | 135\% | 314.97 | 335.62 | (6.2\%) | 135\% |
| Los Angeles / Anaheim | 7 | 72.8\% | 68.9\% | 5.5\% | 89\% | 200.43 | 185.34 | 8.1\% | 109\% | 145.83 | 127.79 | 14.1\% | 97\% |
| Louisville | 2 | 67.5\% | 56.4\% | 19.7\% | 94\% | 227.13 | 203.27 | 11.7\% | 121\% | 153.35 | 114.67 | 33.7\% | 114\% |
| Miami | 2 | 74.6\% | 75.1\% | (0.7\%) | 90\% | 206.33 | 224.52 | (8.1\%) | 115\% | 153.83 | 168.61 | (8.8\%) | 104\% |
| New Orleans | 3 | 71.2\% | 73.5\% | (3.0\%) | 91\% | 175.01 | 175.59 | (0.3\%) | 111\% | 124.67 | 129.01 | (3.4\%) | 101\% |
| New York City | 3 | 77.9\% | 72.2\% | 7.9\% | 90\% | 290.14 | 260.33 | 11.5\% | 115\% | 226.10 | 188.08 | 20.2\% | 104\% |
| Oakland / Burlingame | 4 | 72.8\% | 62.6\% | 16.3\% | 82\% | 176.39 | 166.74 | 5.8\% | 82\% | 128.45 | 104.37 | 23.1\% | 68\% |
| Pittsburgh | 3 | 59.4\% | 52.2\% | 13.9\% | 80\% | 178.33 | 175.43 | 1.6\% | 119\% | 106.00 | 91.58 | 15.8\% | 95\% |
| San Diego | 2 | 75.7\% | 73.0\% | 3.7\% | 90\% | 190.39 | 180.61 | 5.4\% | 115\% | 144.16 | 131.91 | 9.3\% | 104\% |
| San Francisco CBD | 2 | 68.6\% | 61.0\% | 12.5\% | 79\% | 275.52 | 226.10 | 21.9\% | 87\% | 188.97 | 137.90 | 37.0\% | 69\% |
| Silicon Valley | 6 | 63.2\% | 67.4\% | (6.3\%) | 79\% | 193.35 | 159.20 | 21.4\% | 82\% | 122.17 | 107.31 | 13.8\% | 65\% |
| Tampa | 1 | 80.2\% | 79.0\% | 1.6\% | 103\% | 272.63 | 242.88 | 12.2\% | 127\% | 218.74 | 191.77 | 14.1\% | 132\% |
| Waikiki | 1 | 90.4\% | 89.3\% | 1.3\% | 96\% | 187.73 | 188.36 | (0.3\%) | 110\% | 169.74 | 168.16 | 0.9\% | 106\% |
| Washington, DC | 5 | 77.8\% | 71.3\% | 9.2\% | 97\% | 243.52 | 205.26 | 18.6\% | 111\% | 189.54 | 146.35 | 29.5\% | 108\% |
| Other Markets ${ }^{(2)}$ | 14 | 71.0\% | 68.5\% | 3.6\% | 92\% | 172.19 | 161.53 | 6.6\% | 104\% | 122.29 | 110.70 | 10.5\% | 96\% |
| Total | 96 | 71.9\% | 67.9\% | 5.8\% | 90\% | 201.41 | 187.03 | 7.7\% | 106\% | 144.72 | 127.01 | 13.9\% | 96\% |

[^1]This information contains certain statements, other than purely historical information, including estimates, projections, statements relating to the Company's business plans, objectives and expected operating results, and the assumptions upon which those statements are based, that are "forward looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements generally are identified by the use of the words "believe," "project," "expect," "anticipate," "estimate," "plan," "may," "will," "will continue," "intend," "should," "may," or similar expressions. Although the Company believes that the expectations reflected in such forward-looking statements are based upon reasonable assumptions, beliefs and expectations, such forward-looking statements are not predictions of future events or guarantees of future performance and our actual results could differ materially from those set forth in the forward-looking statements. Except as required by law, the Company undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise. The Company cautions investors not to place undue reliance on these forward looking statements and urges investors to carefully review the disclosures the Company makes concerning risks and uncertainties in the sections entitled "Risk Factors," "Forward-Looking Statements," and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Company's Annual Report and the Company's Quarterly Reports on Form 10-Q, as well as risks, uncertainties and other factors discussed in other documents filed by the Company with the Securities and Exchange Commission.


[^0]:    (1) Includes 96 hotels owned as of June 30, 2023 and excludes the Chateau LeMoyne-French Quarter New Orleans, which is a fully unconsolidated hotel. Unaudited, for comparison purposes only.
    (2) Other Markets include Birmingham, Charlotte, Dallas, Fort Myers, Madison, Minneapolis, Nashville, Orlando, Philadelphia, Phoenix, Portland, and Seattle markets.

[^1]:    (1) Includes 96 hotels owned as of June 30, 2023 and excludes the Chateau LeMoyne-French Quarter New Orleans, which is a fully unconsolidated hotel. Unaudited, for comparison purposes only.
    (2) Other Markets include Birmingham, Charlotte, Dallas, Fort Myers, Madison, Minneapolis, Nashville, Orlando, Philadelphia, Phoenix, Portland, and Seattle markets.

