

SEPTEMBER 2021
UPDATE



RLJ owns a geographically diversified portfolio of premium branded, high-margin, focused-service and compact full-service hotels

Portfolio Overview⁽¹⁾

23

States

99

Comparable Hotels

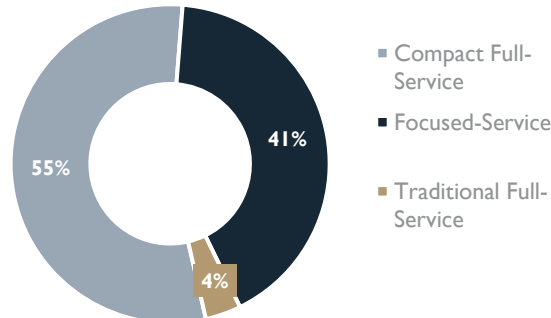
22,200

Guestrooms

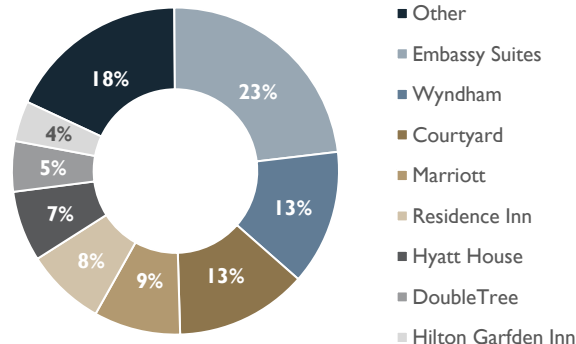
84%

Rooms Revenue Mix⁽³⁾

Property Types⁽²⁾



Flags⁽²⁾



Operating Metrics⁽³⁾

79%

Occupancy

\$184

ADR

\$146

RevPAR

\$449M

Hotel EBITDA

32%

Hotel EBITDA Margin

(1) As of June 30, 2021

(2) Represented as a percentage of FY 2019 EBITDA

(3) 2019 metrics for Pro forma hotel portfolio as of June 30, 2021

PORTFOLIO UPDATE



MARRIOTT LOUISVILLE DOWNTOWN, KY

Operating performance in Q2 accelerated sequentially from Q1, benefitting from strong Leisure demand and relative improvement in Transient and Group

Performance improved sequentially from Q1⁽¹⁾

- Open hotel occupancy was 61%, an increase of 15% from Q1
- ADR increased by 19% to \$142, relative to Q1

Gained market share in addition to achieving strong performance

- Portfolio gained ~600 basis points of market share during Q2
- All-suite hotels achieved 63% occupancy while gaining nine points of market share compared to 2019

Benefitted from strong Leisure demand and an uptick in Business Transient / Small Group

- Resort properties achieved 83% occupancy with ADR and RevPAR exceeding 2019 levels
- Leisure markets such as South Florida, Orlando, Austin and Charleston neared 2019 levels
- Business transient and group revenues increased 65% and 50% respectively, compared to Q1

Achieved positive corporate cash flow⁽²⁾

- Open hotels achieved positive Hotel EBITDA for the fourth consecutive quarter
- Hotel EBITDA of \$49.9M allowed for positive corporate cash flow, a key milestone in the recovery⁽²⁾
- Adjusted EBITDA of \$43.6M and Adjusted FFO / Share of \$0.07

(1) Pro Forma Open Hotel Occupancy excludes three dispositions and one property acquired in early August. Open Hotels include those hotels that are open for at least 10 days of the month. Results exclude the Chateau LeMoyné-French Quarter New Orleans, which is a fully unconsolidated hotel. Unaudited, for comparison purposes only

(2) After normalizing the \$14M semi-annual interest paid during June on the Company's Senior Notes due 2025

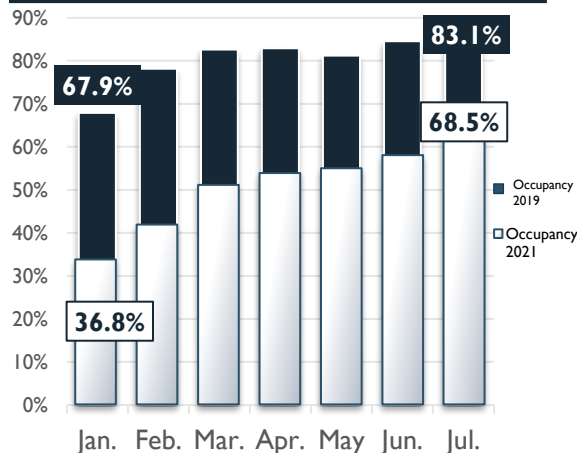
Performance improved sequentially each month, with July RevPAR achieving 75% of 2019 levels⁽¹⁾

Pent-up demand and portfolio construct allowed for strong ramp up at open hotels

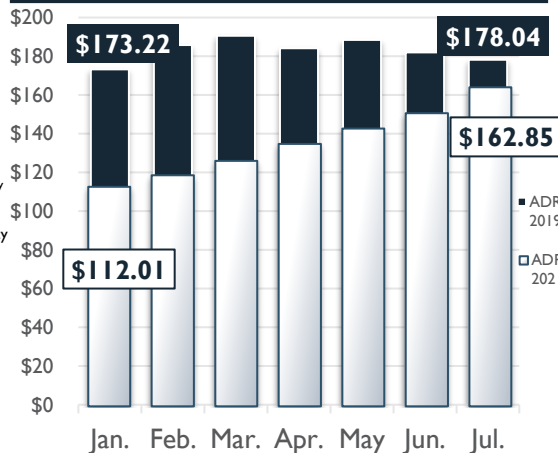
- 99% of portfolio now open, with occupancy accelerating from 59% in April to 63% in June, and 68% in July
- ADR improved each month with our open hotels achieving \$163 in July representing 91% of 2019 levels
- July RevPAR of \$112 achieved new peak since the pandemic began, with markets such as Charleston and South Florida exceeding 2019 levels
- August month-to-date⁽²⁾ occupancy of 64% and ADR of \$157

Total portfolio occupancy and ADR were 66% and \$163 in July, and 62% and \$157 as of month-to-date August⁽²⁾

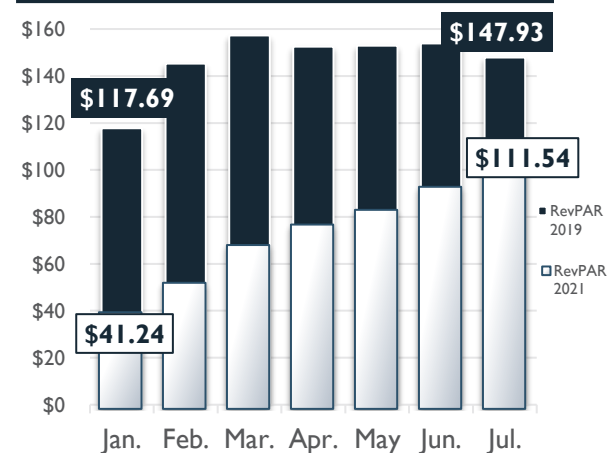
Occupancy⁽¹⁾ | 2021 vs 2019



ADR⁽¹⁾ | 2021 vs 2019



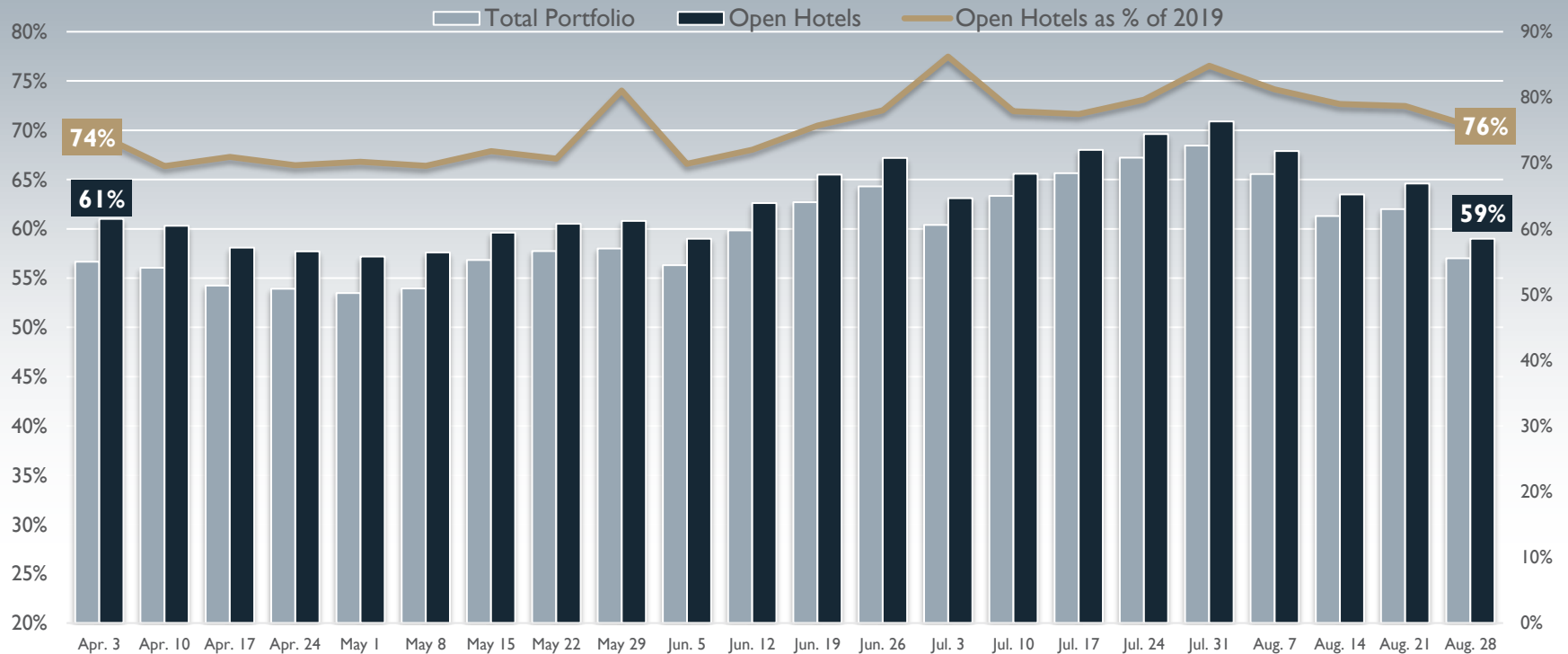
RevPAR⁽¹⁾ | 2021 vs 2019



(1) For Open Hotels (include those hotels that are open for at least 10 days of the month). Results exclude three hotels sold and one hotel acquired in early August and exclude the Chateau LeMoyné-French Quarter New Orleans, which is a fully unconsolidated hotel
 (2) As of August 28, 2021

RLJ's weekly occupancy trends have been closing the gap to 2019 levels

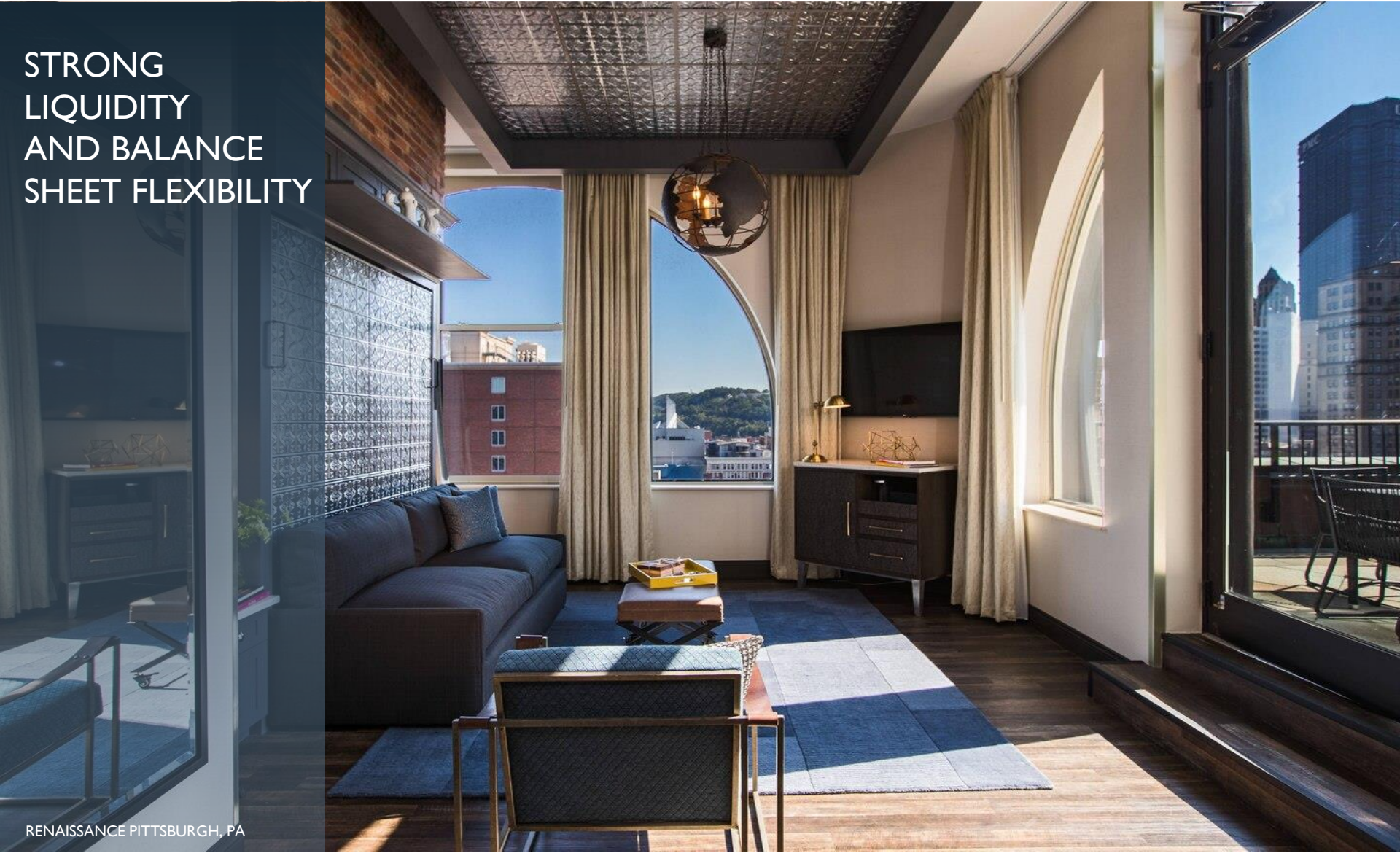
Weekly Occupancy and as % of 2019⁽¹⁾



Occupancy trends accelerated throughout Q2 and July, achieving new peaks of the pandemic

(1) Open Hotels (as of MTD August 28, 2021) include those hotels that are open for at least 10 days of the month. Results exclude the Chateau LeMoine-French Quarter New Orleans, which is a fully unconsolidated hotel. Unaudited, for comparison purposes only

STRONG
LIQUIDITY
AND BALANCE
SHEET FLEXIBILITY



RENAISSANCE PITTSBURGH, PA

RLJ entered the pandemic with solid liquidity, low leverage and a well-staggered maturity profile with no debt maturities until 2023

RLJ maintains best-in-class balance sheet

- Entered 2020 with Net Debt to EBITDA of 3.1x, below peer average
- ~\$658M of cash as of June 30th
- \$400M of undrawn line of credit
- 100% of debt is fixed or hedged and 84 of 97 hotels are unencumbered⁽¹⁾



Debt Maturity Schedule⁽¹⁾



⁽¹⁾ As of June 30, 2021, assumes all extension options are exercised. Based on Revolver balance outstanding of \$200M

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, measures being taken in response to the COVID-19 pandemic, and the impact of the COVID-19 pandemic on our business, 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," 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 the Company's actual results could differ materially from those set forth in the forward-looking statements. Some factors that might cause such a difference include the following: the current global economic uncertainty and a worsening of global economic conditions or low levels of economic growth; the duration and scope of the COVID-19 pandemic and its impact on the demand for travel and on levels of consumer confidence; actions governments, businesses and individuals take in response to the pandemic, including limiting or banning travel; the impact of the pandemic on global and regional economies, travel, and economic activity; the speed and effectiveness of vaccine and treatment developments and their deployment, including public adoption rates of COVID-19 vaccines; the pace of recovery when the COVID-19 pandemic subsides; the effects of steps we and our third party management partners take to reduce operating costs; increased direct competition, changes in government regulations or accounting rules; changes in local, national and global real estate conditions; declines in the lodging industry, including as a result of the COVID-19 pandemic; seasonality of the lodging industry; risks related to natural disasters, such as earthquakes and hurricanes; hostilities, including future terrorist attacks or fear of hostilities that affect travel and epidemics and/or pandemics, including COVID-19; the Company's ability to obtain lines of credit or permanent financing on satisfactory terms; changes in interest rates; access to capital through offerings of the Company's common and preferred shares of beneficial interest, or debt; the Company's ability to identify suitable acquisitions; the Company's ability to close on identified acquisitions and integrate those businesses; and inaccuracies of the Company's accounting estimates. Moreover, investors are cautioned to interpret many of the risks identified under the section entitled "Risk Factors" in the Company's Form 10-K for the year ended December 31, 2020 as being heightened as a result of the ongoing and numerous adverse impacts of the COVID-19 pandemic. Given these uncertainties, undue reliance should not be placed on such 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, as well as risks, uncertainties and other factors discussed in other documents filed by the Company with the Securities and Exchange Commission.