






CAPITAL ONE
CONFERENCE

OCTOBER 2021



RLJ's portfolio construct, embedded growth catalysts and liquidity uniquely position the Company to outperform throughout the entire lodging cycle

<p>OPERATING PERFORMANCE</p>		<ul style="list-style-type: none"> ■ Outperforming during early recovery with strong occupancy and positive cash flow <ul style="list-style-type: none"> – Poised to benefit from the next leg of recovery as Business Travel and Group strengthen
<p>HIGH-QUALITY PORTFOLIO</p>		<ul style="list-style-type: none"> ■ RLJ's reshaped portfolio has an enhanced growth profile <ul style="list-style-type: none"> – Lean operating model and footprint is ideally suited to benefit throughout this cycle
<p>EXTERNAL GROWTH</p>		<ul style="list-style-type: none"> ■ Actively deploying capital - executed on a high-quality acquisition in a growth market <ul style="list-style-type: none"> – Strong pipeline of attractive acquisition opportunities
<p>UNLOCKING INTERNAL GROWTH CATALYSTS</p>		<ul style="list-style-type: none"> ■ Positioned to deliver \$23M - \$28M of incremental EBITDA from Conversions, Revenue Enhancements and Margin Expansion initiatives <ul style="list-style-type: none"> – Ability to generate “above-cycle” growth
<p>STRONG BALANCE SHEET</p>		<ul style="list-style-type: none"> ■ Over \$1.0B of liquidity, significant flexibility and a well-laddered debt maturity profile <ul style="list-style-type: none"> – Balance sheet positioned to support growth initiatives

OPERATING PERFORMANCE



MARRIOTT LOUISVILLE DOWNTOWN

Accelerating operating trends from Q2 continued into July, with some moderation during the second half of August

Portfolio benefitted from accelerating lodging demand in Q2⁽¹⁾

- Open hotel occupancy of 61% and ADR of \$142 increased 32% and 19%, respectively, from Q1
- “All-Suite” hotels (50% of portfolio) enabled portfolio to gain ~600 basis points of market share
- Business Transient and Group revenues increased 65% and 50%, respectively, from Q1

Operating trends improved from Q2 into July⁽¹⁾

- July achieved the strongest monthly occupancy, ADR and EBITDA margins since the start of the pandemic
- Leisure revenues increased ~24% from June
 - Weekend occupancy achieved 90% of 2019 while ADR exceeded at 104%
- Business Transient / Group increased ~10% / ~13% from June, respectively
 - Weekday occupancy and ADR achieved 78% and 86% of 2019 levels, respectively

Trends moderated beginning mid-August⁽¹⁾

- August occupancy and ADR of ~63% and ~\$156 moderated from ~69% and \$163 in July⁽¹⁾
- Weekday trends moderated more than weekends

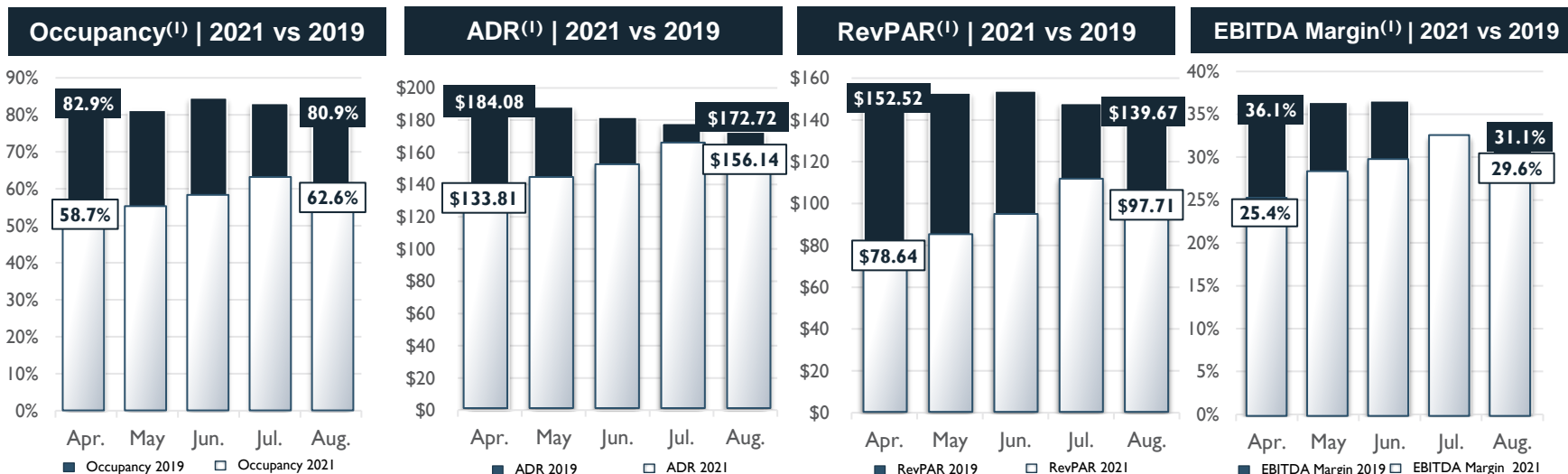
(1) Pro Forma Open Hotel Occupancy and ADR excludes three dispositions and includes one property acquired in early August. Open Hotels include those hotels that are open for at least 10 days of the month. Results exclude the Chateau LeMoyné-French Quarter New Orleans, which is a fully unconsolidated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

July RevPAR achieved 75% of 2019 while generating EBITDA margins above July 2019⁽¹⁾

Portfolio construct benefitted from pent-up demand leading to strong July performance⁽¹⁾

- Occupancy accelerated from 59% in April to 63% in June, and 69% in July
- ADR improved each month with 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
- EBITDA Margins exceeded 2019 levels in July

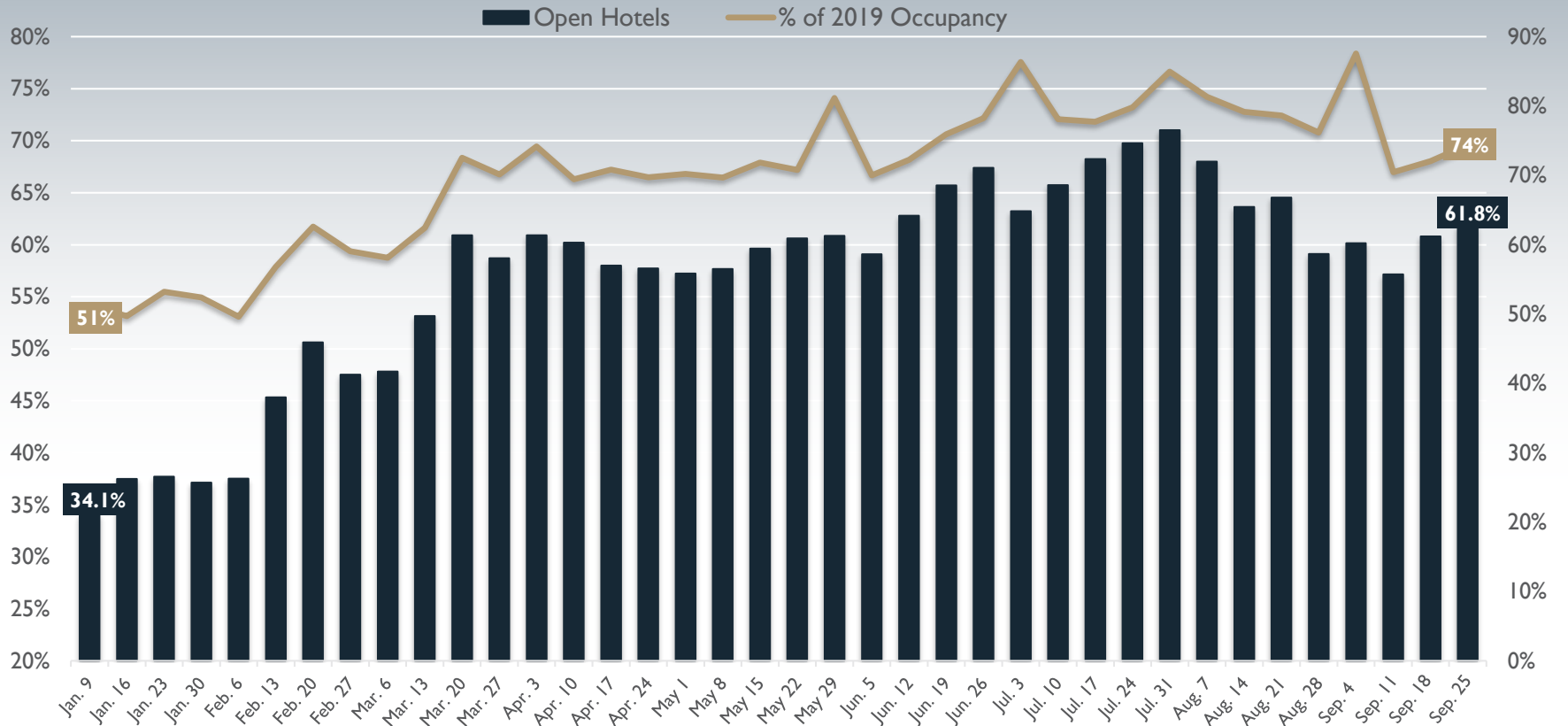
August RevPAR moderated from July, however Hotel EBITDA margins were just ~150 bps below 2019 levels



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

Q3 Occupancy peaked in July followed by seasonal and Delta moderation in late August through mid-September and ended September with positive momentum

Open Hotels Weekly Occupancy vs % of 2019⁽¹⁾



(1) Open Hotels (as of September 25, 2021) include those hotels that are open for at least 10 days of the month; excludes the Chateau LeMoyné-French Quarter New Orleans; unaudited, for comparison purposes only

Recent fundamentals showing improved momentum and our confidence in the trajectory of the lodging recovery remains unchanged

RevPAR strengthened back half of September

- Leisure continue to drive strong weekend performance
 - Labor Day weekend occupancy and ADR exceeded 2019 at 78% and \$179 respectively, benefitting from strong Leisure⁽¹⁾
 - Hurricane Ida had modest impact on the New Orleans properties; one hotel temporarily closed for remediation

Pace of business demand for the remainder of the year will be impacted by the reopening trends

- While school reopenings across the country have played out as expected, office reopenings have been delayed in many markets due to Delta variant concerns

Citywides and Group trends in Q4 are evolving

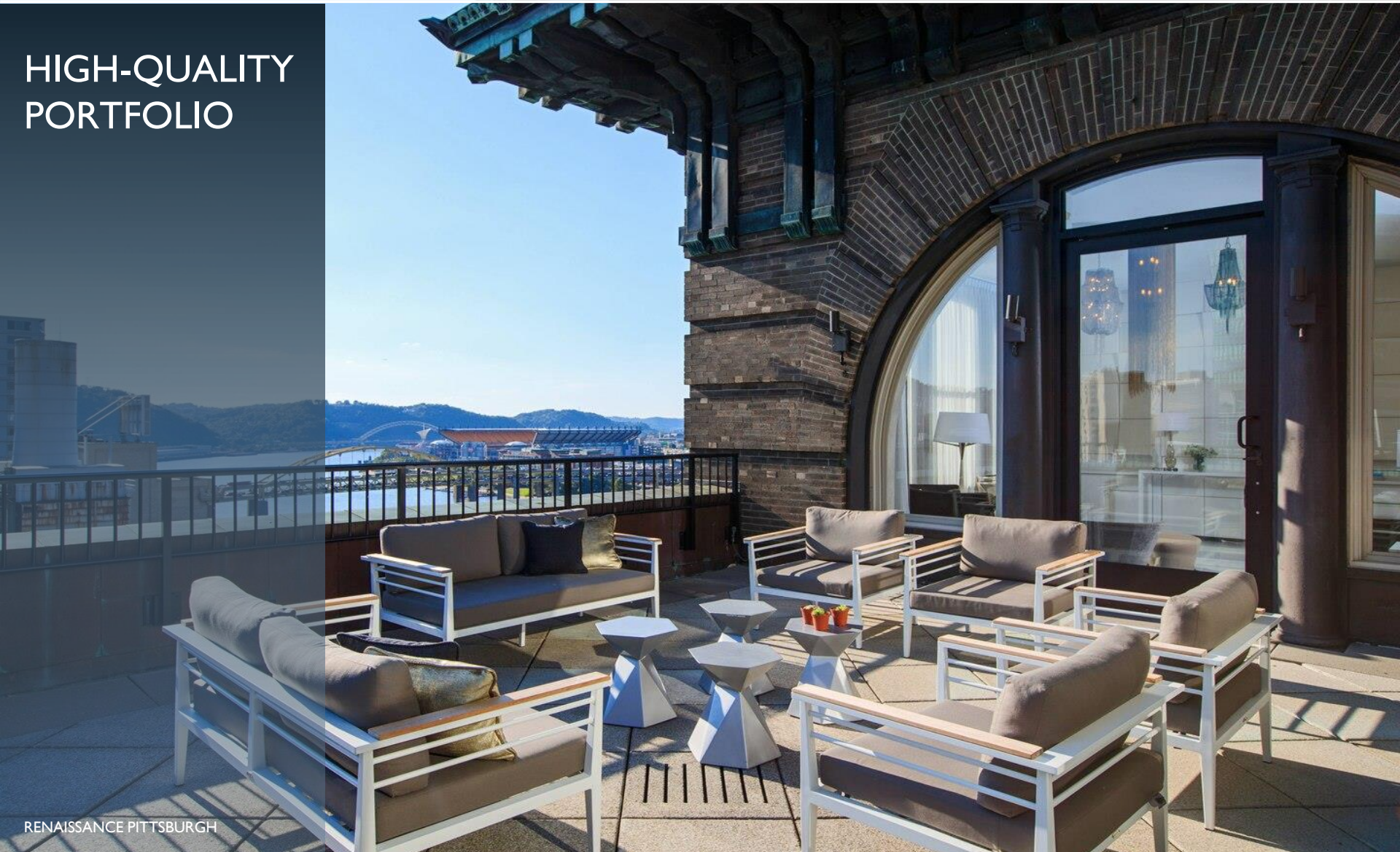
- Moderate impact to Q4 from Group cancellations
- Some citywides have shifted to virtual, been cancelled, are continuing with reduced attendance or have postponed to 2022
 - Mask and vaccination mandates impacting attendance

Lodging fundamentals are expected to meaningfully strengthen in 2022

- Delayed post-Labor Day demand could provide incremental lift in 2022

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HIGH-QUALITY
PORTFOLIO



RENAISSANCE PITTSBURGH

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

Portfolio Overview⁽¹⁾

23

States

97

Comparable Hotels

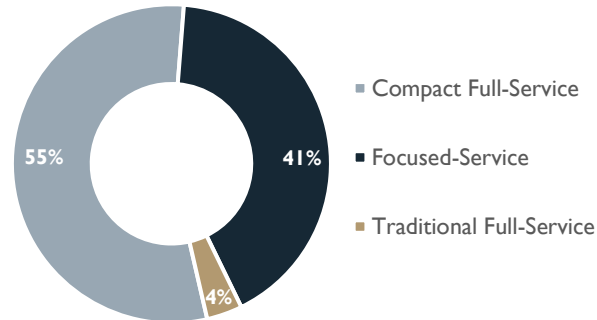
22,100

Guestrooms

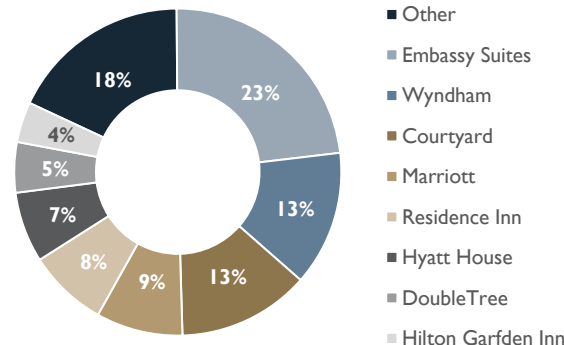
84%

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

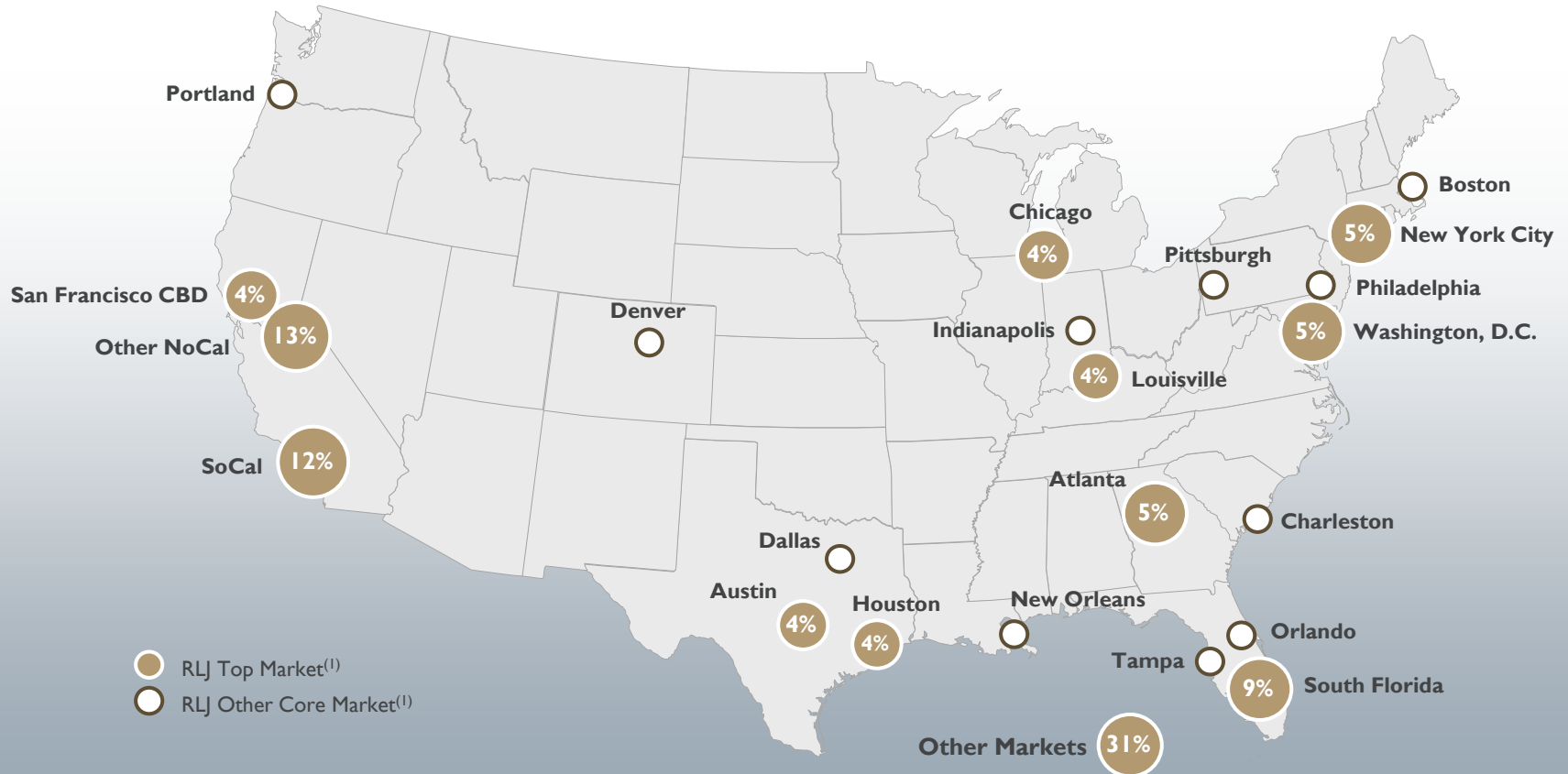
(1) As of September 15, 2021

(2) Represented as a percentage of FY 2019 EBITDA

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

RLJ's footprint in top Urban markets is well-positioned to capture the recovery in all segments

- Sunbelt markets represent 47% of RLJ's Hotel EBITDA⁽¹⁾



⁽¹⁾ Based on FY 2019 EBITDA pro forma for the portfolio owned as of September 15, 2021; excludes Chateau LeMoyné; the recently acquired Hampton Inn & Suites Atlanta Midtown hotel is based on stabilized EBITDA

RLJ's Transient orientation, product type, favorable market exposure and lean operating model position the Company for outperformance throughout the entire cycle

Transient segment, especially leisure, is expected to remain strong throughout this cycle

- RLJ's portfolio is primarily transient oriented (~80% of revenues⁽¹⁾)
- Portfolio is benefitting from relative leisure strength in markets such as South Florida, Orlando and Charleston
- Drive-to markets represent ~35% of revenues⁽¹⁾
- RLJ has eight hotels located in resort-oriented markets, which represent ~10% of revenues⁽¹⁾

Suite product is very attractive to our core demand segments

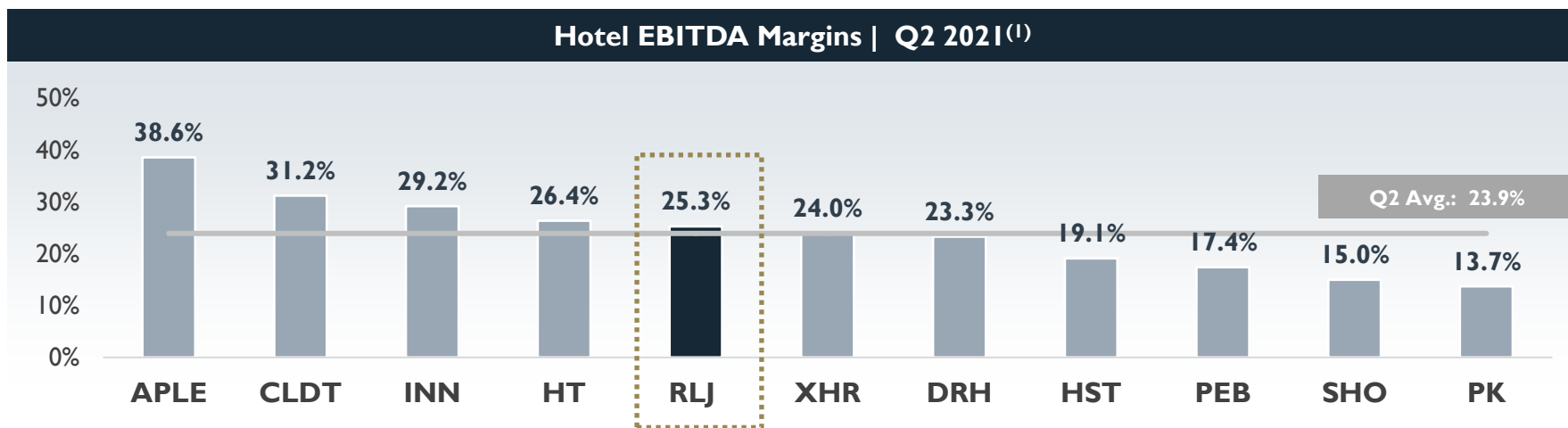
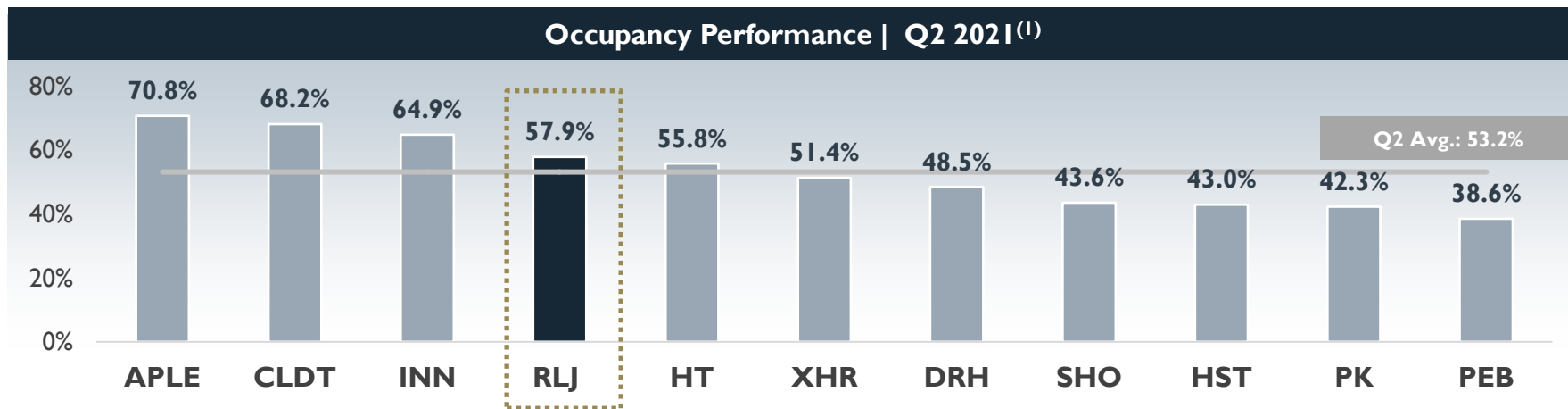
- Hotels with extended-stay features represent ~50% of revenues⁽¹⁾
- Brands such as Residence Inn and Embassy Suites offer larger rooms, which are appealing
- The all-suite product is ideal for longer-term business travelers

Lean operating model allowing hotels to quickly recover profitability

- RLJ's select-service and compact full-service hotels have smaller footprints with lean staffing and are achieving profitability / strong flowthrough
 - RLJ portfolio is achieving positive hotel EBITDA and positive cash corporate cash flow

⁽¹⁾ Based on FY 2019 revenues

Occupancy and Margin outperformance relative to most peers underscores RLJ's more resilient model



(1) Represents total portfolio, as of June 30, 2021

RLJ is uniquely positioned with multiple channels to drive growth that is incremental to the Lodging recovery, allowing the Company to outperform throughout the entire cycle

RLJ’s reshaped portfolio has an improved long-term growth profile and operating metrics

- 2019 dispositions improved long-term RevPAR growth and market concentration
- RLJ’s portfolio should thrive as Business Transient returns during a sustained recovery

Significant liquidity of over \$1B should enable RLJ to emerge with a healthy balance sheet

- Minimize the need to raise unattractive capital
- Balance sheet positioned to support internal and external growth

Well-positioned to deploy growth capital early during this recovery

- RLJ has an attractive and active acquisition pipeline

RLJ’s growth will be amplified by unlocking embedded growth catalysts

- Opportunity to reposition the Wyndham portfolio which represented 13% of RLJ’s pre-COVID EBITDA⁽¹⁾ as well as other conversion and ROI opportunities
 - \$23M to \$28M in incremental EBITDA to be generated from 2022 Conversions, Revenue Enhancement and Margin Expansion opportunities

(1) Based on FY 2019 EBITDA

EXTERNAL
GROWTH



HAMPTON INN & SUITES ATLANTA MIDTOWN

Recently acquired the newly-built Hampton Inn & Suites Atlanta Midtown



(1) Source: STR

- **Atlanta is ranked as a top growth market for both population and corporate relocations**
 - Ranks 3rd in largest concentration of Fortune 500 headquarters
 - Home to globally ranked universities
 - Southeast's largest concentration of arts & culture institutions

- **Midtown Atlanta is a high growth submarket**
 - 5x population growth (since 2015) compared to Atlanta
 - Home to 46% of City's tech / science / management jobs
 - RevPAR premium of +88% relative to the Atlanta market
 - RevPAR CAGR outpaced Top 25 Markets and U.S. by 360 bps and 270 bps from 2015 – 2019⁽¹⁾

- **Newly-built hotel, heart of demand location**
 - Opened in February 2020
 - Located just three blocks from Google's new office in Atlanta
 - In the heart of new development including 3.0M SF of office space and +4,200 residential units under construction

Acquisition is expected to be accretive to RLJ's RevPAR, EBITDA margins and growth profile



In line with RLJ's investment parameters...

- ✓ Premium brand
- ✓ Strong RevPAR
- ✓ Rooms-oriented
- ✓ High margins
- ✓ High growth market
- ✓ Heart of demand location
- ✓ Young asset
- ✓ Off-market transaction

~8.0 - 8.5%
Stabilized
NOI Yield ⁽¹⁾

\$150
Stabilized
RevPAR ⁽¹⁾

42%
Stabilized
Margins ⁽¹⁾

RLJ has a strong pipeline of attractive acquisition opportunities

⁽¹⁾ Annual, upon stabilization

INTERNAL
GROWTH



MARRIOTT LOUISVILLE DOWNTOWN

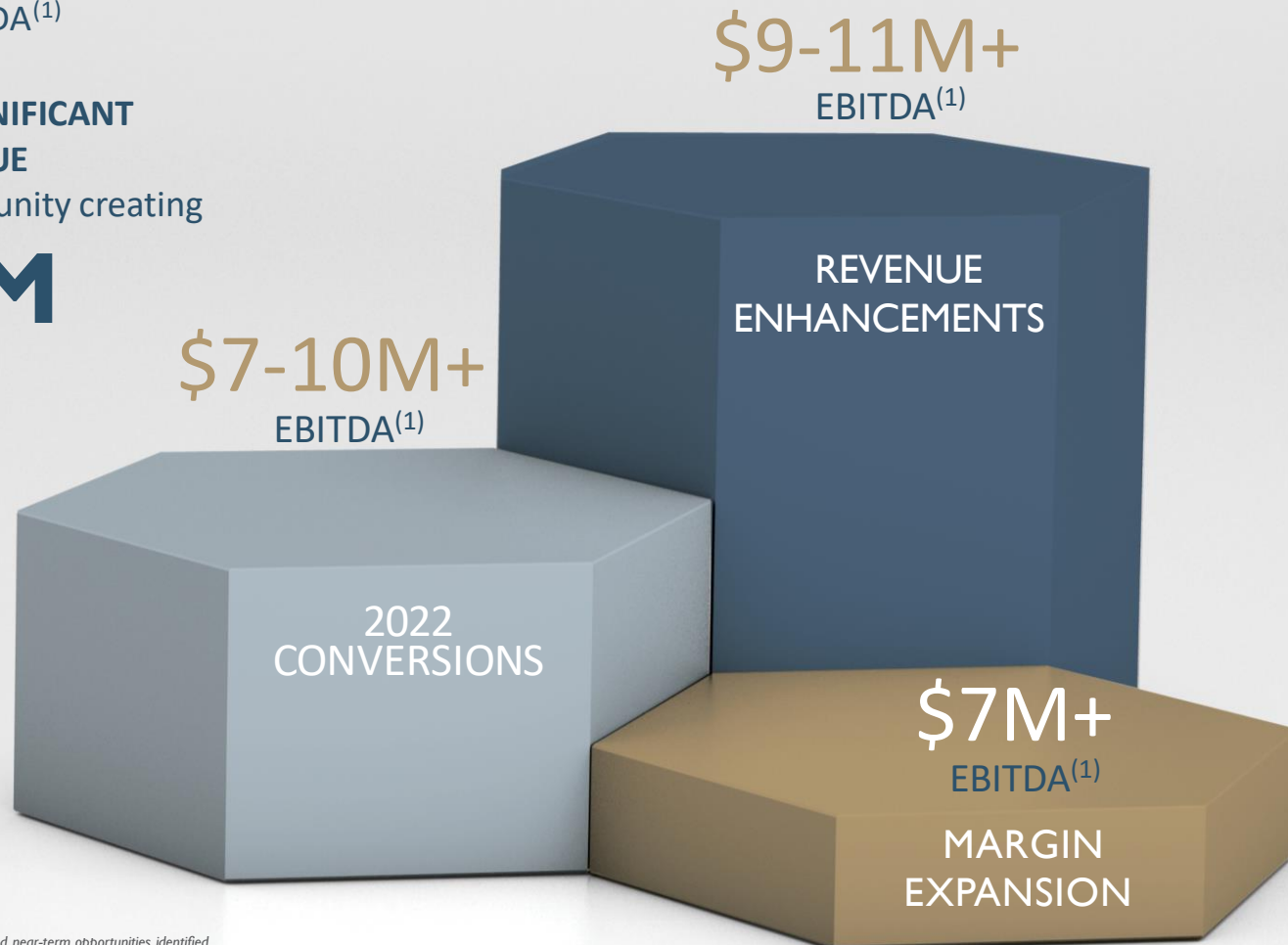
\$23M to \$28M

of Incremental EBITDA⁽¹⁾

**RLJ IS UNLOCKING SIGNIFICANT
EMBEDDED VALUE**
across three areas of opportunity creating

~\$325M

of value⁽²⁾



(1) Incremental annual EBITDA on a stabilized basis for in-progress projects and near-term opportunities identified
 (2) Additional details on the following page

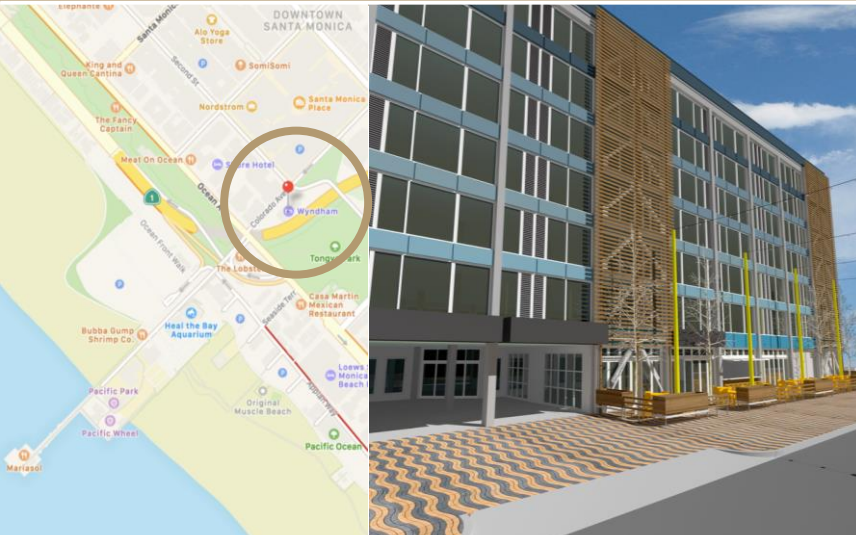
Conversions, Revenue Enhancement and Margin Expansion opportunities represent a significant source of value creation

Property	Project	Incremental Investment ⁽¹⁾	EBITDA ⁽²⁾	Value Creation ⁽³⁾	Unlevered IRR
2022 Conversions					
Wyndham Santa Monica	Conversion to Independent	\$10.0M to \$11.0M	\$2.0M to \$3.0M	\$120M	40%+
Wyndham Mills House	Conversion to Curio Brand	\$6.0M to \$7.0M	\$2.0M to \$3.0M		
Embassy Suites Mandalay Beach	Conversion to Curio Brand	\$12.0M to \$13.0M	\$3.0M to \$4.0M		
Revenue Enhancements					
Completed ROIs	Space initiatives and operational	\$5.0M	\$3.0M	\$120M	50%+
Near-Term ROIs	Space initiatives and operational	\$3.0M to \$4.0M	\$6.0M to \$8.0M		
Margin Expansion					
Amended Agreements	Renewals	--	\$4.0M / 30 bps	\$85M	--
2022-2023 Renewals	Renewals	--	\$3.0M / 20 bps		
Aggregate		\$36 to \$40M	\$23M to \$28M	~\$325M	--

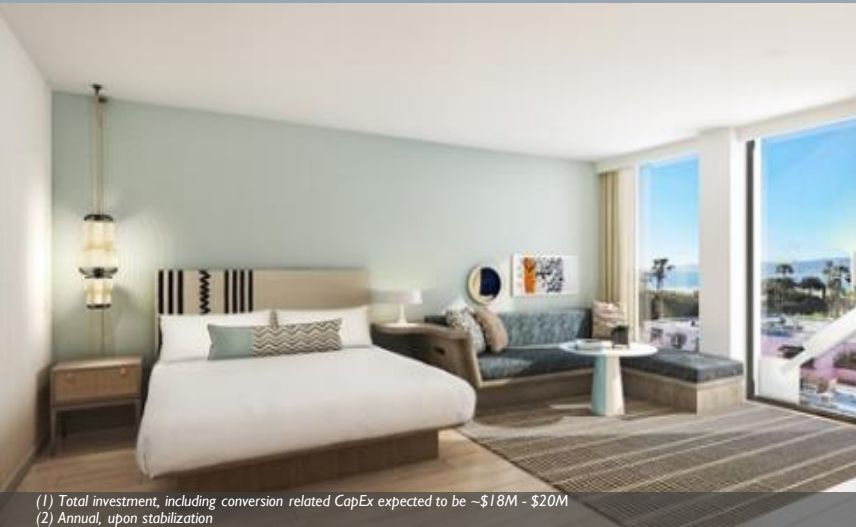
(1) For conversions, incremental investment calculated as additional investment required for conversion vs normal renovation

(2) Stabilized EBITDA

(3) Assumed 14x stabilized EBITDA for Conversions and 12x average industry mid-cycle multiple for Revenue Enhancements and Margin Expansion initiatives



 Irreplaceable Santa Monica location



(1) Total investment, including conversion related CapEx expected to be ~\$18M - \$20M
 (2) Annual, upon stabilization

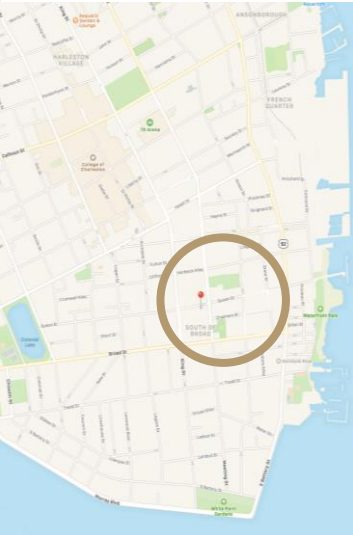
KEY HIGHLIGHTS

- Santa Monica is a top leisure market in the U.S.
- Hotel located at the entrance of Santa Monica Pier
- Expect significant lift in ADR
 - Position as a “Lifestyle” hotel to capture higher ADR already in the market
- Expected to also unlock significant real estate value
 - Cap rate compression with up-branding

VALUE CREATION OPPORTUNITY

- Enhance margins by 400 to 500 bps
- Conversion investment includes:
 - Comprehensive guestroom renovation
 - Addition of al fresco dining / sidewalk café
 - Reimagined lobby
 - Enhanced pool experience
 - \$10M to \$11M of conversion capex⁽¹⁾
- Evaluating Phase 2 opportunity to create new rooftop bar

\$50 - \$60 Incremental RevPAR ⁽²⁾	\$2M - \$3M Incremental EBITDA ⁽²⁾	40%+ Unlevered IRR
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 Irreplaceable Charleston Historic District location



(1) Total investment, including conversion related CapEx to be ~\$15M - \$17M, net of key money
 (2) Annual, upon stabilization

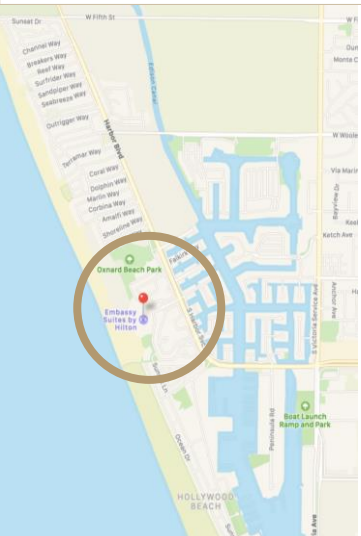
KEY HIGHLIGHTS

- Charleston is a top leisure, drive-to market
 - Over 7M annual visitors
- Location in Charleston Historic District
- Expect significant lift in ADR
 - Reposition as a Curio Collection to capture higher ADR
 - Curio will attract top Hilton Honors members
- Expected to also unlock significant real estate value
 - Cap rate compression with up-branding

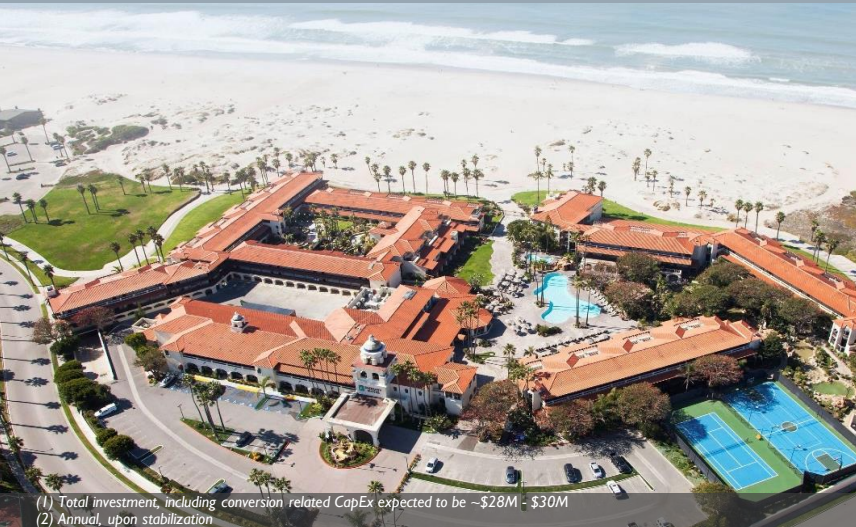
VALUE CREATION OPPORTUNITY

- Capture higher rated Hilton Honors guests and enhanced F&B to drive higher out-of-room spend
- Conversion investment includes
 - Comprehensive guestroom renovation
 - Reimagined public space, including upscale finishes
 - Adding new premium cafe
 - Enhanced pool experience and adding a bar
 - \$6M to \$7M of conversion capex⁽¹⁾

\$30 - \$40 Incremental RevPAR ⁽²⁾	\$2M - \$3M Incremental EBITDA ⁽²⁾	50%+ Unlevered IRR
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Irreplaceable beachfront location



(1) Total investment, including conversion related CapEx expected to be ~\$28M - \$30M
 (2) Annual, upon stabilization

KEY HIGHLIGHTS

- Beachfront location between Los Angeles and Santa Barbara
- Physical configuration consistent with high-end destination resort experience
- Expect significant lift in ADR
 - Reinvented as a “curated” lifestyle resort
 - Curio collection will attract higher rated Hilton Honors members
- Elimination of Embassy Suites complimentary services
- Expected to also unlock significant real estate value

VALUE CREATION OPPORTUNITY

- Attract higher rated Hilton Honors members and reconcepting F&B to increase profitability
- Conversion scope includes:
 - Comprehensive guestroom renovation
 - Addition of meeting space, new pool deck and outdoor spaces
 - New outdoor coffee bar / food truck
 - Reinvented arrival experience throughout public space
 - \$12M to \$13M of conversion capex⁽¹⁾

\$30 - \$40

Incremental RevPAR⁽²⁾

\$3M - \$4M

Incremental EBITDA⁽²⁾

40%+

Unlevered IRR

Additional conversions to unlock significant embedded value

REPRESENTS ~20%⁽¹⁾ OF PORTFOLIO

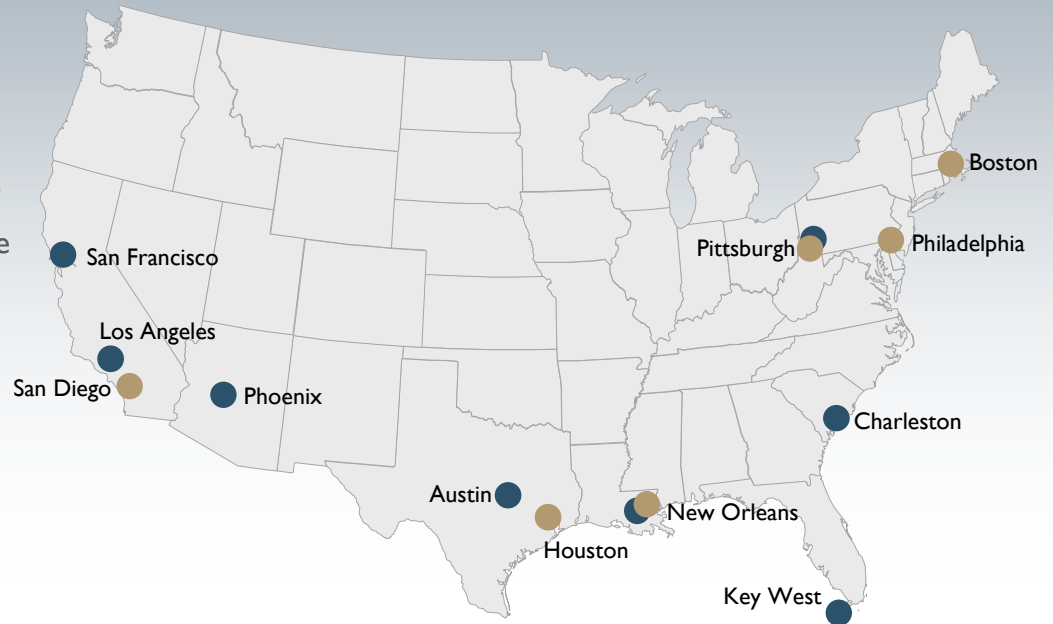


Conversion Opportunities Include:

- Wyndham Portfolio (remaining 6)
- 8-10 additional opportunities

- Brand expirations
- Conversions with renovations

- Remix customer base
- Drive higher ADR
- Gain Market Share



Expect to execute two incremental conversions per year

⁽¹⁾ Consolidated, based on 2019 Hotel EBITDA

Revenue ROI opportunities expected to generate incremental EBITDA



RECENTLY COMPLETED

- Additional rooms in Emeryville, Buckhead, South San Francisco and Milpitas
- New meeting space in Buckhead
- Antenna, retail and amenity fees

PIPELINE

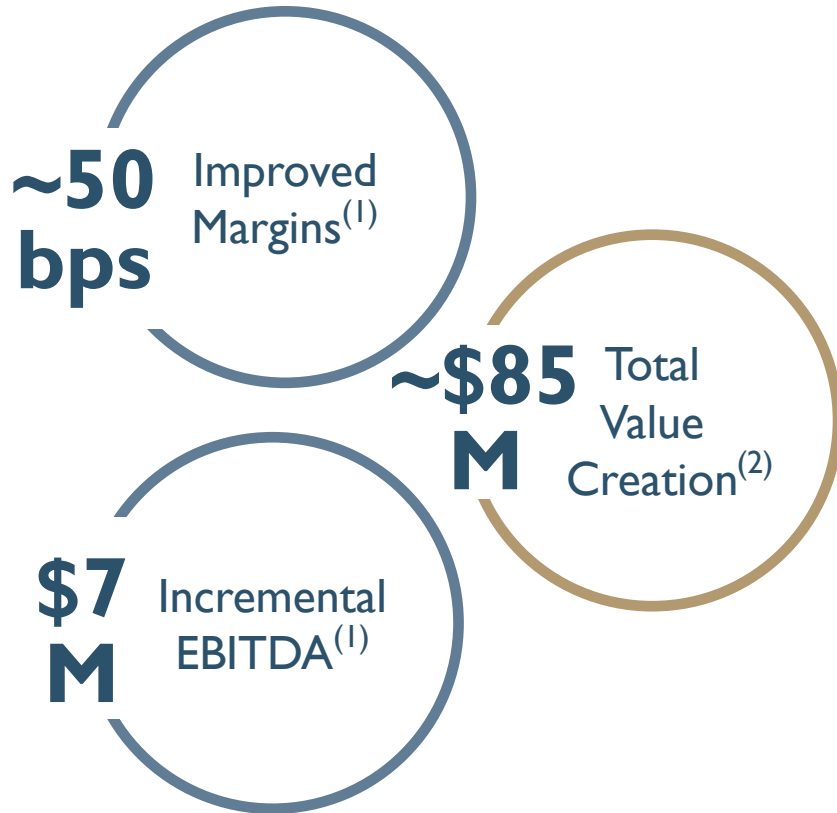
- Guestroom additions
- Parking contract renegotiations
- Retail / antenna leases
- Amenity fees
- F&B reconfigurations

TOTAL REVENUE ENHANCING

Projects require small investments while generating significant returns

⁽¹⁾ Annual, upon stabilization

Amendments provide favorable terms with increased flexibility



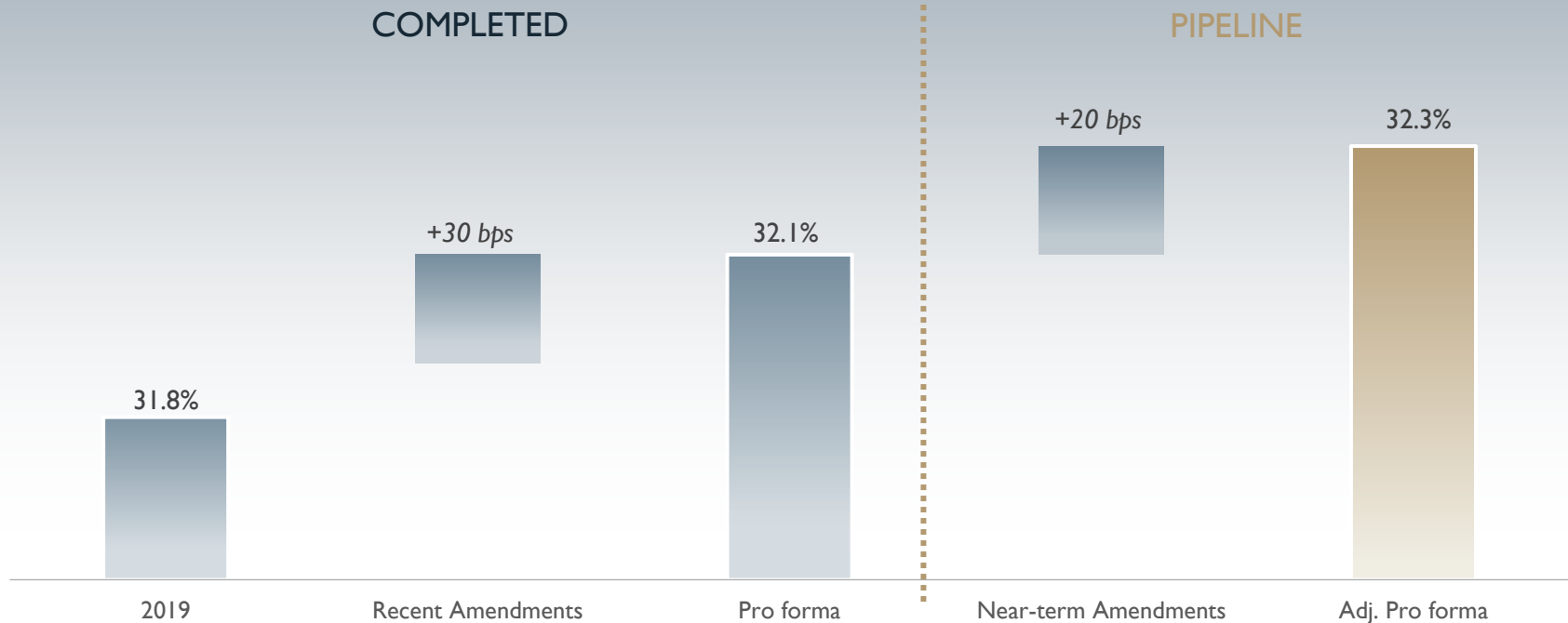
- Harvest the embedded value at contract renewals to reduce fees + additional incentives
 - Reduce base fees by 50 to 125 bps
 - Additional incentives:
 - Key money
 - Fee ramp at certain assets
- Enhanced contract flexibility will enhance exit value
 - Significantly increase the number of agreements with “at-will” termination and terminable on sale
- Pipeline of 2022 - 2023 renewals should generate incremental margin improvement and EBITDA
 - Management agreements at 20 hotels are either month-to-month or maturing near-term

Margin lift from amended contracts are incremental to 2019 EBITDA margins

(1) Annualized, based on 2019A
 (2) Assumes 12x average industry mid-cycle multiple

Represents ~50 bps of incremental margins, including ~30 bps of recently completed initiatives and ~20 bps from 2022 - 2023 renewals

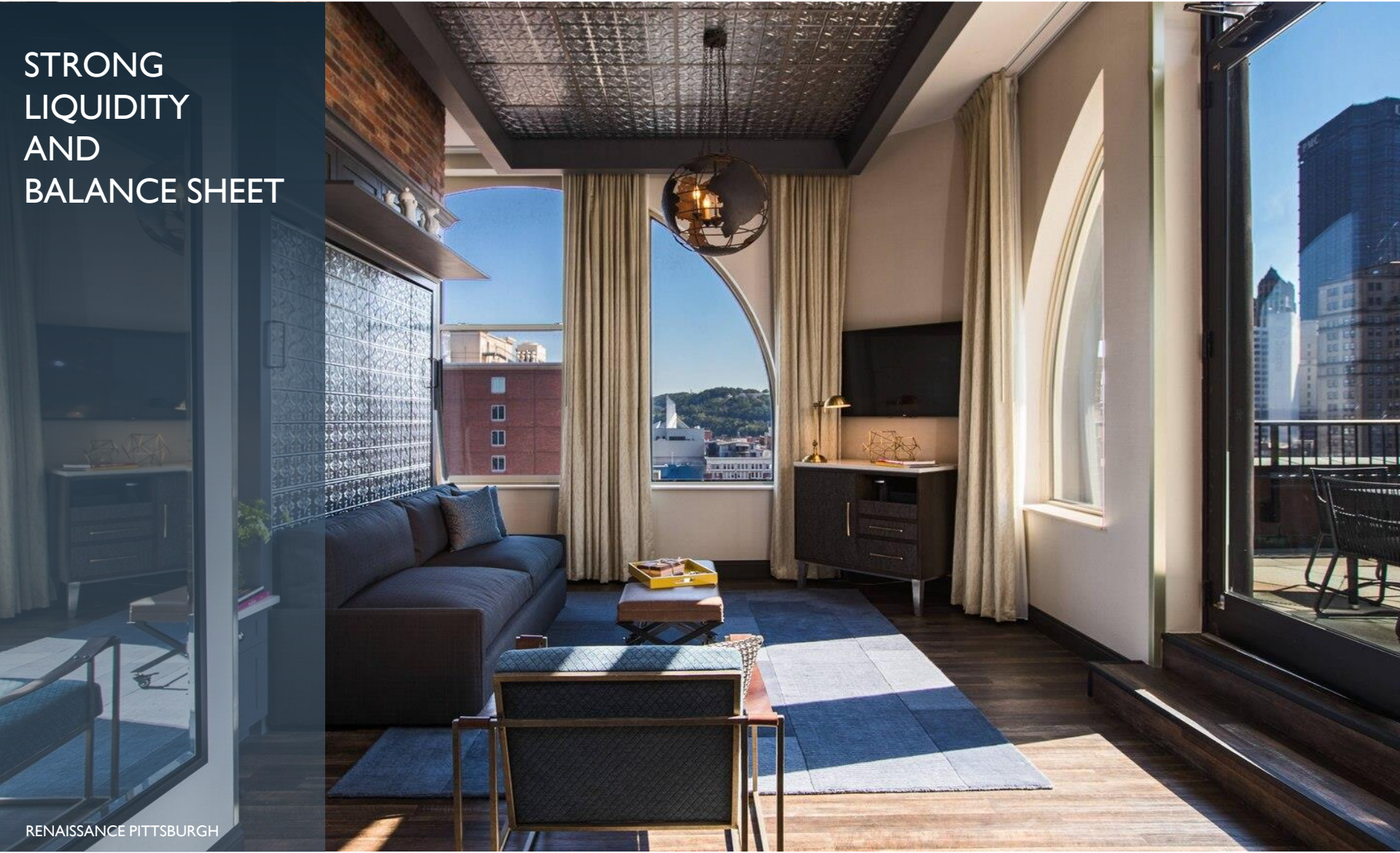
Portfolio Margin Lift⁽¹⁾ | Completed vs. Pipeline



Total margin lift incremental to expected industrywide post COVID-19 EBITDA margin expansion

(1) Annualized, based on 2019A

STRONG
LIQUIDITY
AND
BALANCE SHEET



RENAISSANCE PITTSBURGH

Recent financing initiatives have created significant flexibility to drive growth and further strengthened balance sheet

Raised \$1.0B of debt in 2021 resulting in improved laddering of debt maturities and reduced interest expense

- June: completed an oversubscribed, \$500M five-year, high-yield bond offering
 - Annual coupon of 3.75%; tightest pricing ever for a non-investment grade lodging REIT
 - Proceeds used to repay 2021, 2022 and 2023 maturing debt
- September: completed a \$500M eight-year, high-yield bond offering
 - Annual coupon of 4.0%
 - Proceeds used to redeem Sr. Notes at 6.0%, representing annual interest savings of \$9.5M
- Extended weighted average maturity by 1.4 years and reduced weighted average interest rate by ~50 bps

Amended our corporate credit agreements

- Covenant waivers through Q1 2022
- Added option for one-year extension on \$225M of 2023 maturing term loans
- Extended the maturity on \$100 million term loan from January 2022 to June 2024
- Increased acquisition bucket to \$450M⁽¹⁾

\$658M
Unrestricted Cash⁽²⁾

\$1.0B +
Total Liquidity⁽²⁾

100%
Debt Fixed or Hedged⁽²⁾

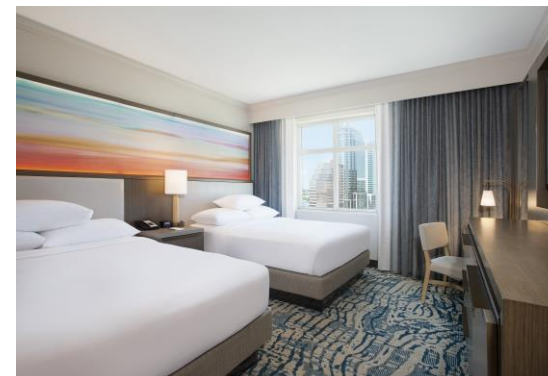
⁽¹⁾ Subject to zero balance on the line of credit

⁽²⁾ As of June 30, 2021

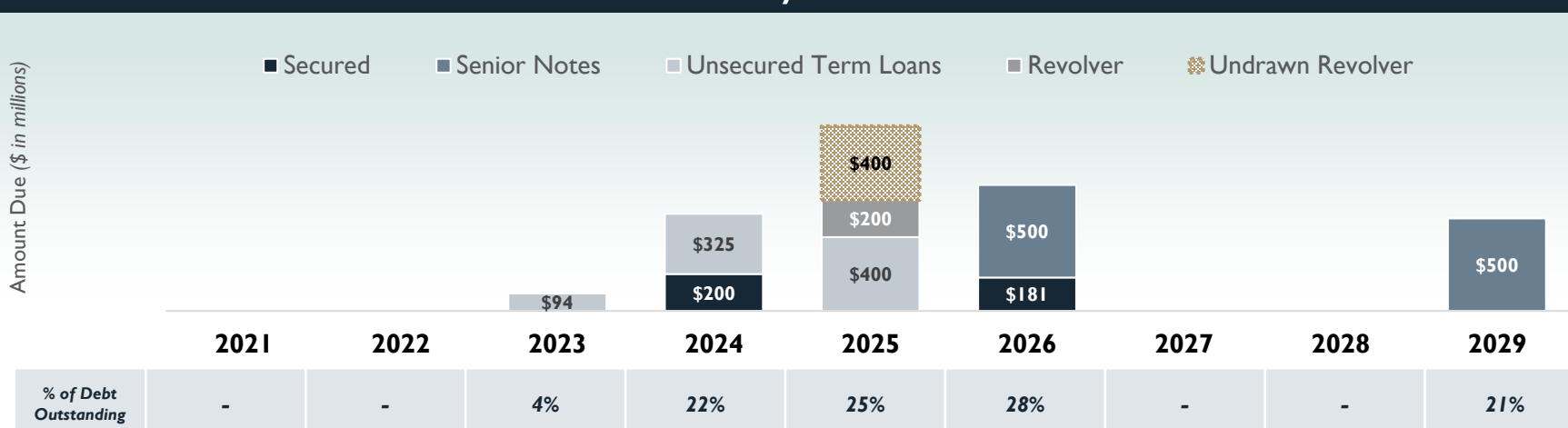
RLJ has solid liquidity, low leverage and a well-staggered maturity profile with no debt maturities until 2023

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
- Nearest debt maturity is only \$94M in 2023
- \$400M of undrawn line of credit
- 100% of debt is fixed or hedged and 83 of 97 hotels are unencumbered⁽¹⁾








Debt Maturity Schedule⁽²⁾



(1) Portfolio as of September 15, 2021

(2) As of September 15, 2021; pro forma for the repayment of \$475M FelCor Senior Notes due 2025; assumes all extension options are exercised; % of Debt Outstanding based on Revolver balance of \$200M

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ESG
UPDATE



HILTON CABANA MIAMI BEACH

Our sustainability strategy aligns our ESG objectives with our commitment to all stakeholders



- **In recognition of the strategic importance of increasing environmental efficiency we...**
 - Achieved cost reductions through investment in energy, carbon and water efficiency projects across our portfolio
 - Routinely track asset efficiency profile to monitor progress and identify opportunities for continued cost and energy reductions



- **Our commitment and leadership on social responsibility continues with...**
 - Supporting communities through inclusive labor practices, policies and philanthropic volunteer and donation programs that encourage a culture of generosity and community engagement
 - Maintaining a diverse and inclusive culture at all levels of our organization from associate to board membership

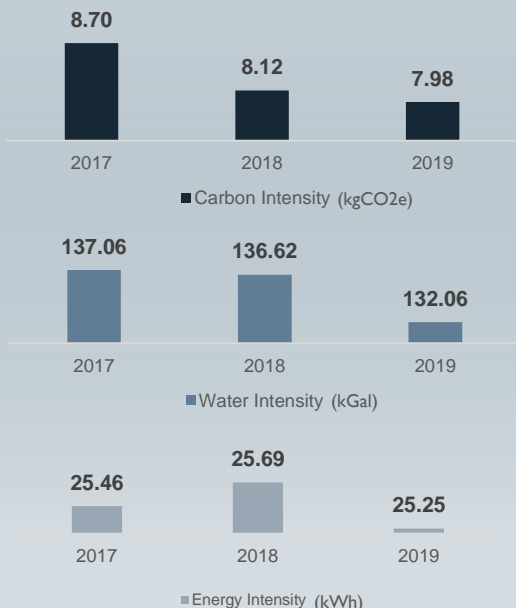


- **We are strengthening our approach to governance by...**
 - Maintaining transparency with investors on our strategic approach to ESG performance
 - Establishing a Corporate Responsibility Committee reporting to the Board of Trustees

Our longstanding commitment to ESG is evidenced by...

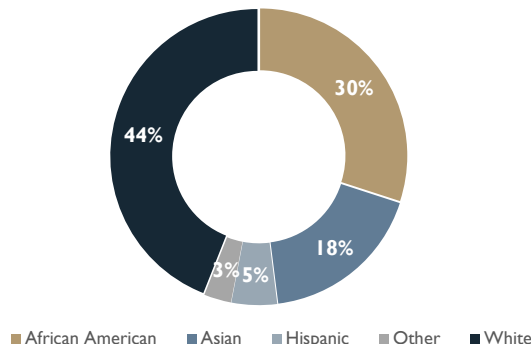
ENVIRONMENTAL

- 77% of our properties have equipped guestrooms with digital thermostats
- 76% of our properties utilize an environmental management system, while 73% have low-flow toilets, faucets, or showerheads
- 40% cost savings on water & carbon reduction investments



SOCIAL

Associate Ethnicity



- 56% of trustees are ethnically diverse, with 33% female
- Over half of RLJ's corporate employees are ethnically diverse, with 52% female
- RLJ is active in social contribution with over \$4 million in donations and 427 service hours among associates

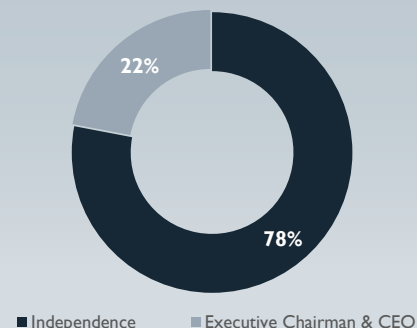
PARTNERSHIPS



GOVERNANCE

- Maintain a highly diverse and independent Board, and committed to continuing refreshment
 - 7 of 9 trustees are independent, including all members of our Board Committees
 - 3 of 9 trustees are women
 - 5 of 9 trustees are ethnically diverse
 - Trustee skills, qualifications and experience matrix are disclosed in proxy statements
- Robust Code of Business Conduct and Ethics to consistently guide and set our ethical standards across our Company
- Robust policy development centered around ethics and risk mitigation

Board Independence



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.