

## **COMPANY CONTACT**

Briony Quinn Chief Financial Officer (240) 744-1196

## DIAMONDROCK HOSPITALITY COMPANY REPORTS THIRD QUARTER 2024 RESULTS

**BETHESDA**, Maryland, Thursday, November 7, 2024 – DiamondRock Hospitality Company (the "Company") (NYSE: DRH), a lodging real estate investment trust that owns a portfolio of 36 premium hotels and resorts in the United States, today announced results of operations for the quarter ended September 30, 2024.

# Third Quarter 2024 Highlights

- **Net Income:** Net income was \$26.6 million, or \$0.11 per diluted share.
- Comparable Revenues: \$285.1 million, increased 2.5% compared to the third quarter of 2023.
- Comparable RevPAR: \$214.44, increased 2.8% compared to the third quarter of 2023.
- Comparable Hotel Adjusted EBITDA: \$82.3 million, increased 2.2% compared to the third quarter of 2023.
- Comparable Hotel Adjusted EBITDA Margin: 28.85%, decreased 9 basis points compared to the third quarter of 2023.
- Adjusted EBITDA: \$75.6 million, increased 3.3% compared to the third quarter of 2023.
- Adjusted FFO per Share: \$0.26, equal to the third quarter of 2023.
- **Debt Financing:** The Company repaid its \$73.3 million mortgage loan secured by the Courtyard New York Manhattan/Midtown East in August 2024. Additionally, the Company extended the maturity date of its \$300 million unsecured term loan by one year to January 2026.
- Share Repurchases: The Company repurchased 0.7 million shares of its common stock at a weighted average price of \$8.14 per share for a total consideration of approximately \$5.4 million during the third quarter of 2024.

"Third quarter operating results were largely in line with our expectations, with group revenues increasing over 15% compared to last year. As expected, Total RevPAR growth was more closely aligned with RevPAR growth this quarter as compared to the first half of this year due to the nature of the significant concentration in citywide group business this quarter. While our hotels in South Florida, New Orleans and Charleston sustained no damage from Hurricane Helene in September, the business interruption held back our company-wide third quarter RevPAR and Total RevPAR growth by 35 basis points.

We are updating our full-year guidance range for RevPAR from a range of 1.5% to 3.0% to a range of 1.5% to 2.0% to reflect current transient trends and the impacts of Hurricanes Helene and Milton. We expect full-year Total RevPAR growth will continue to be approximately 150bp basis points higher.

Importantly, we are reiterating the midpoint of our full-year Adjusted EBITDA guidance and increasing the midpoint of our Adjusted FFO per share guidance.

Looking ahead, we continue to be keenly focused on maximizing free cash flow from our portfolio and a key component of that strategy is to recycle capital from non-core properties into more attractive investments such as additional on-strategy investments, share repurchases, and high return-on-investment projects."

# - Jeffrey J. Donnelly, Chief Executive Officer of DiamondRock Hospitality Company

# **Operating Results**

Please see "Non-GAAP Financial Measures" attached to this press release for an explanation of the terms "EBITDAre," "Adjusted EBITDA," "Hotel Adjusted EBITDA," "Hotel Adjusted EBITDA Margin," "FFO" and "Adjusted FFO" and a reconciliation of these measures to net income. Comparable operating results include all hotels currently owned for all periods presented. See "Reconciliation of Comparable Operating Results" attached to this press release for a reconciliation to historical amounts.

		Three Months Ended September 30,					Nine Mon	ths ]	Ended Septen	nber 30,
		2024		2023	Change		2024		2023	Change
			(\$ am	ounts in million	ns, except hotel	sta	itistics and pe	r sha	re amounts)	
Comparable Operating Results (1	.)									
ADR	\$	282.02	\$	273.28	3.2 %	\$	282.56	\$	280.98	0.6 %
Occupancy		76.0 %	, )	76.4 %	(0.4)%		74.1 %	<b>6</b>	73.3 %	0.8 %
RevPAR	\$	214.44	\$	208.66	2.8 %	\$	209.31	\$	206.07	1.6 %
Total RevPAR	\$	317.67	\$	310.54	2.3 %	\$	318.32	\$	308.80	3.1 %
Room Revenues	\$	192.5	\$	186.9	3.0 %	\$	559.5	\$	547.4	2.2 %
Total Revenues	\$	285.1	\$	278.2	2.5 %	\$	850.8	\$	820.3	3.7 %
Hotel Adjusted EBITDA	\$	82.3	\$	80.5	2.2 %	\$	243.2	\$	238.2	2.1 %
Hotel Adjusted EBITDA Margin		28.85 %	, )	28.94 %	(9 bps)		28.58 %	<b>6</b>	29.04 %	(46 bps)
Available Rooms		897,552		895,743	1,809		2,672,871		2,656,299	16,572
Actual Operating Results (2)										
Total Revenues	\$	285.1	\$	276.5	3.1 %	\$	850.8	\$	811.3	4.9 %
Net income	\$	26.6	\$	27.3	(2.6)%	\$	59.5	\$	75.7	(21.4)%
Earnings per diluted share	\$	0.11	\$	0.12	(8.3)%	\$	0.25	\$	0.32	(21.9)%
Adjusted EBITDA	\$	75.6	\$	73.2	3.3 %	\$	221.7	\$	214.4	3.4 %
Adjusted FFO	\$	55.7	\$	54.6	2.0 %	\$	164.2	\$	159.9	2.7 %
Adjusted FFO per diluted share	\$	0.26	\$	0.26	<b>—</b> %	\$	0.77	\$	0.75	2.7 %

Amounts represent the pre-acquisition operating results for Chico Hot Springs Resort from January 1, 2023 to July 31, 2023. The pre-acquisition operating results were obtained from the seller of the hotel during the acquisition due diligence process. We have made no adjustments to the amounts provided to us by the seller. The pre-acquisition operating results were not audited or reviewed by the Company's independent auditors.

<sup>(2)</sup> Actual operating results include the operating results of all hotels for the Company's respective ownership periods.

## **Capital Expenditures**

The Company currently expects to spend approximately \$85 million on capital improvements at its hotels in 2024. The Company has invested approximately \$58.4 million in capital improvements at its hotels during the nine months ended September 30, 2024. Significant projects in 2024 include the following:

- *Hotel Champlain Burlington:* The Company completed the rebranding and repositioning of the Hilton Burlington Lake Champlain to Hotel Champlain Burlington, a Curio Collection by Hilton in July 2024.
- *Westin San Diego Bayview:* The Company completed a comprehensive renovation of the hotel's guestrooms during the second quarter of 2024.
- *Bourbon Orleans Hotel:* The Company completed a comprehensive renovation of the hotel's guestrooms during the third quarter of 2024.
- *Orchards Inn Sedona:* The Company commenced the repositioning of Orchards Inn as the Cliffs at L'Auberge on November 1, 2024. The repositioning will integrate the hotel with the adjacent L'Auberge de Sedona and include construction of a new pool connecting the two properties, renovation of the guestrooms and creation of a new arrival experience and new outdoor event space. The Company expects to complete the project in 2025.

## **Balance Sheet and Liquidity**

As of September 30, 2024, the Company had total debt outstanding of \$1.1 billion, consisting of \$800.0 million of unsecured term loans and \$297.9 million of property-specific mortgage debt, with a weighted average interest rate of 5.60%. During the quarter ended September 30, 2024, the Company repaid the \$73.3 million mortgage loan secured by the Courtyard New York Manhattan/Midtown East with cash on hand and exercised its right to extend the maturity date of its \$300.0 million unsecured term loan for one year to January 3, 2026. The Company has no debt maturities until May 2025 and full availability on its \$400.0 million revolving credit facility.

The Company ended the quarter with \$591.7 million of liquidity, comprised of \$75.3 million of unrestricted corporate cash, \$116.4 million of unrestricted cash at its hotels and full availability of its revolving credit facility.

## **Share Repurchase Program**

The Company has in place a Share Repurchase Program that provides for share repurchases in open market transactions. During the quarter ended September 30, 2024, the Company repurchased 0.7 million shares of its common stock at an average price of \$8.14 per share for a total purchase price of \$5.4 million, bringing the total shares purchased year to date through September 30, 2024, to 3.1 million shares at an average price of \$8.33 per share for a total purchase price of \$26.0 million. The Company currently has \$174.0 million of remaining capacity under its \$200.0 million share repurchase program.

## Dividends

The Company declared a quarterly cash dividend of \$0.03 per common share, which was paid on October 11, 2024 to shareholders of record as of September 30, 2024. The Company paid a quarterly dividend of \$0.515625 per share on its 8.250% Series A Cumulative Redeemable Preferred Stock on September 30, 2024 to shareholders of record as of September 20, 2024.

## Guidance

The Company has updated its full year outlook for 2024. The outlook is based on the current economic and operating environment for its existing portfolio of hotels and does not take into account any unanticipated impacts to it the business or operations. Achievement of the anticipated results is subject to the risks disclosed in the Company's filings with the U.S. Securities and Exchange Commission, which may cause actual results to differ materially from the anticipated results expressed or implied below.

	Previous	Guidance	Revised (	Guidance	Change at	
Metric	Low End	Low End High End L		High End	Midpoint	
Comparable RevPAR Growth	1.5%	3.0%	1.5%	2.0%	(0.5%)	
Comparable Total RevPAR Growth	3.0%	4.5%	3.0%	3.5%	(0.5%)	
Adjusted EBITDA	\$278 million	\$290 million	\$281 million	\$287 million	-	
Adjusted FFO	\$201.5 million	\$213.5 million	\$205 million	\$210 million	-	
Adjusted FFO per share	\$0.95 per share	\$1.00 per share	\$0.97 per share	\$0.99 per share	+\$0.005	

The guidance above incorporates the following assumptions:

- Corporate expenses of \$30.5 million to \$31.5 million, excluding executive transition costs which are excluded from Adjusted EBITDA and Adjusted FFO;
- Interest expense of approximately \$66 million;
- Income tax expense of \$0.5 million to \$1.5 million;
- 212.1 million weighted average diluted shares; and
- 3,570,423 available rooms.

## **Earnings Call**

The Company will host a conference call to discuss its third quarter results on Friday, November 8, 2024, at 9:00 a.m. Eastern Time (ET). The conference call will be accessible by telephone and through the internet. Interested individuals are requested to register for the call by visiting <a href="https://investor.drhc.com">https://investor.drhc.com</a>. A replay of the conference call webcast will be archived and available online.

## **About the Company**

DiamondRock Hospitality Company is a self-advised real estate investment trust (REIT) that is an owner of a leading portfolio of geographically diversified hotels concentrated in leisure destinations and top gateway markets. The Company currently owns 36 premium quality hotels with over 9,700 rooms. The Company has strategically positioned its portfolio to be operated both under leading global brand families as well as independent boutique hotels in the lifestyle segment. For further information on the Company and its portfolio, please visit DiamondRock Hospitality Company's website at <a href="https://www.drhc.com">www.drhc.com</a>.

This press release contains forward-looking statements within the meaning of federal securities laws and regulations. These forward-looking statements are identified by their use of terms and phrases such as "believe," "expect," "intend," "project," "forecast," "plan" and other similar terms and phrases, including references to assumptions and forecasts of future results. Forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors which may cause the actual results to differ materially from those anticipated at the time the forward-looking statements are made. These risks include, but are not limited to: the adverse impact of any future pandemic, epidemic or outbreak of any highly infectious disease on the U.S., regional and global economies, travel, the hospitality industry, and the financial condition and results of operations of the Company and its hotels; national and local economic and business conditions, including the potential for additional terrorist attacks, that will affect occupancy rates at the Company's hotels and the demand for hotel products and services; operating risks associated with the hotel business; relationships with property

managers; the ability to compete effectively in areas such as access, location, quality of accommodations and room rate structures; changes in travel patterns, taxes and government regulations which influence or determine wages, prices, construction procedures and costs; and other risk factors contained in the Company's filings with the Securities and Exchange Commission. Although the Company believes the expectations reflected in such forward-looking statements are based upon reasonable assumptions, it can give no assurance that the expectations will be attained or that any deviation will not be material. All information in this release is as of the date of this release, and the Company undertakes no obligation to update any forward-looking statement to conform the statement to actual results or changes in the Company's expectations.

# DIAMONDROCK HOSPITALITY COMPANY

# CONSOLIDATED BALANCE SHEETS (in thousands, except share and per share amounts)

	September 30, 2024			
ASSETS	(1	ınaudited)		
Property and equipment, net	\$	2,727,299	\$	2,755,195
Right-of-use assets		96,512		97,692
Restricted cash		44,493		45,576
Due from hotel managers		167,959		144,689
Prepaid and other assets		69,773		73,940
Cash and cash equivalents		75,287		121,595
Total assets	\$	3,181,323	\$	3,238,687
LIABILITIES AND EQUITY				
Liabilities:				
Debt, net of unamortized debt issuance costs		1,097,215		1,177,005
Lease liabilities		114,387		112,866
Due to hotel managers		126,011		116,522
Deferred rent		72,576		69,209
Unfavorable contract liabilities, net		58,622		59,866
Accounts payable and accrued expenses		39,944		39,563
Distributions declared and unpaid		6,664		6,324
Deferred income related to key money, net		8,026		8,349
Total liabilities		1,523,445		1,589,704
Equity:				
Preferred stock, \$0.01 par value; 10,000,000 shares authorized;				
8.250% Series A Cumulative Redeemable Preferred Stock (liquidation preference \$25.00 per share), 4,760,000 shares issued and outstanding at September 30, 2024 and December 31, 2023		48		48
Common stock, \$0.01 par value; 400,000,000 shares authorized; 207,276,487 and 209,627,197 shares issued and outstanding at September 30, 2024 and				
December 31, 2023, respectively		2,073		2,096
Additional paid-in capital		2,269,938		2,291,297
Accumulated other comprehensive loss		(5,997)		(2,036)
Distributions in excess of earnings		(616,934)		(649,330)
Total stockholders' equity		1,649,128		1,642,075
Noncontrolling interests		8,750		6,908
Total equity		1,657,878		1,648,983
Total liabilities and equity	\$	3,181,323	\$	3,238,687

# DIAMONDROCK HOSPITALITY COMPANY

## CONSOLIDATED STATEMENTS OF OPERATIONS

(in thousands, except share and per share amounts) (unaudited)

	Three Months Ended September 30, N		Ni	ne Months End	ed	September 30,		
		2024		2023		2024		2023
Revenues:								
Rooms	\$	192,471	\$	186,334	\$	559,465	\$	544,325
Food and beverage		65,787		64,723		212,279		192,869
Other		26,871		25,463		79,088		74,126
Total revenues		285,129	Ξ	276,520		850,832	Ξ	811,320
<b>Operating Expenses:</b>								
Rooms		47,919		45,773		139,472		131,092
Food and beverage		47,319		45,428		145,275		134,486
Other departmental and support expenses		67,357		65,952		199,774		193,365
Management fees		7,093		7,323		20,411		19,196
Franchise fees		10,117		8,913		29,710		26,393
Other property-level expenses		24,752		25,704		78,558		76,755
Depreciation and amortization		28,356		27,683		84,542		82,995
Impairment losses		1,596		_		1,596		941
Corporate expenses		7,660		7,526		45,083		23,677
Business interruption insurance income		_		(537)		_		(647)
Total operating expenses, net		242,169		233,765		744,421	_	688,253
Interest expense		16,986		15,973		49,434		48,712
Interest (income) and other (income) expense, net		(1,001)		(772)		(3,265)		(1,717)
Total other expenses, net		15,985	_	15,201		46,169	_	46,995
Income before income taxes		26,975	_	27,554		60,242	_	76,072
Income tax expense		(418)		(224)		(696)		(420)
Net income		26,557		27,330		59,546		75,652
Less: Net income attributable to noncontrolling interests		(125)		(58)		(256)		(259)
Net income attributable to the Company		26,432		27,272		59,290		75,393
Distributions to preferred stockholders		(2,454)		(2,454)		(7,362)		(7,362)
Net income attributable to common	Ф.		Φ.	· · · ·	Ф.		Ф	
stockholders  Formings per shores	\$	23,978	<u></u>	24,818	<u> </u>	51,928	<u></u>	68,031
Earnings per share:								
Earnings per share available to common stockholders - basic	\$	0.11	\$	0.12	\$	0.25	\$	0.32
Earnings per share available to common stockholders - diluted	\$	0.11	\$	0.12	\$	0.25	\$	0.32
Weighted-average number of common shares								
outstanding:								
Basic		209,339,807	_	211,490,571		210,729,779	_	211,525,596
Diluted		210,208,081	_	212,204,989		211,600,114	_	212,129,712

#### **Non-GAAP Financial Measures**

We use the following non-GAAP financial measures that we believe are useful to investors as key measures of our operating performance: EBITDA, EBITDA*re*, Adjusted EBITDA, Hotel Adjusted EBITDA, FFO and Adjusted FFO. These measures should not be considered in isolation or as a substitute for measures of performance in accordance with U.S. GAAP. EBITDA, EBITDA*re*, Adjusted EBITDA, Hotel Adjusted EBITDA, FFO and Adjusted FFO, as calculated by us, may not be comparable to other companies that do not define such terms exactly as the Company.

## Use and Limitations of Non-GAAP Financial Measures

Our management and Board of Directors use EBITDA, EBITDA*re*, Adjusted EBITDA, Hotel Adjusted EBITDA, FFO and Adjusted FFO to evaluate the performance of our hotels and to facilitate comparisons between us and other lodging REITs, hotel owners who are not REITs and other capital intensive companies. The use of these non-GAAP financial measures has certain limitations. These non-GAAP financial measures as presented by us, may not be comparable to non-GAAP financial measures as calculated by other real estate companies. These measures do not reflect certain expenses or expenditures that we incurred and will incur, such as depreciation, interest and capital expenditures. We compensate for these limitations by separately considering the impact of these excluded items to the extent they are material to operating decisions or assessments of our operating performance. Our reconciliations to the most comparable U.S. GAAP financial measures, and our consolidated statements of operations and comprehensive income and consolidated statements of cash flows, include interest expense, capital expenditures, and other excluded items, all of which should be considered when evaluating our performance, as well as the usefulness of our non-GAAP financial measures.

These non-GAAP financial measures are used in addition to and in conjunction with results presented in accordance with U.S. GAAP. They should not be considered as alternatives to operating profit, cash flow from operations, or any other operating performance measure prescribed by U.S. GAAP. These non-GAAP financial measures reflect additional ways of viewing our operations that we believe, when viewed with our U.S. GAAP results and the reconciliations to the corresponding U.S. GAAP financial measures, provide a more complete understanding of factors and trends affecting our business than could be obtained absent this disclosure. We strongly encourage investors to review our financial information in its entirety and not to rely on a single financial measure.

## EBITDA and EBITDAre

EBITDA represents net income (calculated in accordance with U.S. GAAP) excluding: (1) interest expense; (2) provision for income taxes, including income taxes applicable to sale of assets; and (3) depreciation and amortization. The Company computes EBITDAre in accordance with the National Association of Real Estate Investment Trusts ("Nareit") guidelines, as defined in its September 2017 white paper "Earnings Before Interest, Taxes, Depreciation and Amortization for Real Estate." EBITDAre represents net income (calculated in accordance with U.S. GAAP) adjusted for: (1) interest expense; (2) provision for income taxes, including income taxes applicable to sale of assets; (3) depreciation and amortization; (4) gains or losses on the disposition of depreciated property including gains or losses on change of control; (5) impairment write-downs of depreciated property and of investments in unconsolidated affiliates caused by a decrease in value of depreciated property in the affiliate; and (6) adjustments to reflect the entity's share of EBITDAre of unconsolidated affiliates.

We believe EBITDA and EBITDA*re* are useful to an investor in evaluating our operating performance because they help 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, and in the case of EBITDA*re*, impairment and gains or losses on dispositions of depreciated property) from our operating results. In addition, covenants included in our debt agreements use EBITDA as a measure of financial compliance. We also use EBITDA and EBITDA*re* as measures in determining the value of hotel acquisitions and dispositions.

## **FFO**

The Company computes FFO in accordance with standards established by Nareit, which defines FFO as net income (calculated in accordance with U.S. GAAP) excluding gains or losses from sales of properties and impairment losses, plus real estate related depreciation and amortization. The Company believes that the presentation of FFO provides useful information to investors regarding its operating performance because it is a measure of the Company's operations without regard to specified non-cash items, such as real estate related depreciation and amortization and gains or losses on the sale of assets. The Company also uses FFO as one measure in assessing its operating results.

## Adjustments to EBITDAre and FFO

We adjust EBITDA*re* and FFO when evaluating our performance because we believe that the exclusion of certain additional items described below provides useful supplemental information to investors regarding our ongoing operating performance and that the presentation of Adjusted EBITDA and Adjusted FFO when combined with U.S. GAAP net income, EBITDA*re* and FFO, is beneficial to an investor's complete understanding of our consolidated and property-level operating performance. We adjust EBITDA*re* and FFO for the following items:

- Non-Cash Lease Expense and Other Amortization: We exclude the non-cash expense incurred from the straight line recognition of expense from our ground leases and other contractual obligations and the non-cash amortization of our favorable and unfavorable contracts, originally recorded in conjunction with certain hotel acquisitions. We exclude these non-cash items because they do not reflect the actual cash amounts due to the respective lessors in the current period and they are of lesser significance in evaluating our actual performance for that period.
- Cumulative Effect of a Change in Accounting Principle: The Financial Accounting Standards Board promulgates new accounting standards that require or permit the consolidated statement of operations and comprehensive income to reflect the cumulative effect of a change in accounting principle. We exclude the effect of these adjustments, which include the accounting impact from prior periods, because they do not reflect the Company's actual underlying performance for the current period.
- Gains or Losses from Early Extinguishment of Debt: We exclude the effect of gains or losses recorded on the early extinguishment of debt because these gains or losses result from transaction activity related to the Company's capital structure that we believe are not indicative of the ongoing operating performance of the Company or our hotels.
- *Hotel Acquisition Costs*: We exclude hotel acquisition costs expensed during the period because we believe these transaction costs are not reflective of the ongoing performance of the Company or our hotels.
- Severance Costs: We exclude corporate severance costs, or reversals thereof, incurred with the termination of corporate-level employees and severance costs incurred at our hotels related to lease terminations or structured severance programs because we believe these costs do not reflect the ongoing performance of the Company or our hotels.
- *Hotel Manager Transition Items*: We exclude the transition items associated with a change in hotel manager because we believe these items do not reflect the ongoing performance of the Company or our hotels.
- *Hotel Pre-Opening Costs*: We exclude the pre-opening costs associated with the redevelopment or rebranding of a hotel because we believe these items do not reflect the ongoing performance of the Company or our hotels.
- Other Items: From time to time we incur costs or realize gains that we consider outside the ordinary course of business and that we do not believe reflect the ongoing performance of the Company or our hotels. Such items may include, but are not limited to the following: lease preparation costs incurred to prepare vacant space for marketing; management or franchise contract termination fees; gains or losses from legal settlements; costs incurred related to natural disasters; and gains on property insurance claim settlements, other than income related to business interruption insurance.

In addition, to derive Adjusted FFO we exclude any unrealized fair value adjustments to interest rate swaps. We exclude these non-cash amounts because they do not reflect the underlying performance of the Company.

## Hotel Adjusted EBITDA

We believe that Hotel Adjusted EBITDA provides our investors a useful financial measure to evaluate our hotel operating performance, excluding the impact of our capital structure (primarily interest), our asset base (primarily depreciation and amortization), and our corporate-level expenses. With respect to Hotel Adjusted EBITDA, we believe that excluding the effect of corporate-level expenses provides a more complete understanding of the operating results over which individual hotels and third-party management companies have direct control. We believe property-level results provide investors with supplemental information on the ongoing operational performance of our hotels and effectiveness of the third-party management companies operating our business on a property-level basis. Hotel Adjusted EBITDA margins are calculated as Hotel Adjusted EBITDA divided by total hotel revenues.

## **Reconciliations of Non-GAAP Measures**

# EBITDA, EBITDAre, Adjusted EBITDA and Hotel Adjusted EBITDA

The following tables are reconciliations of our GAAP net income to EBITDA, EBITDAre and Adjusted EBITDA and Hotel Adjusted EBITDA (in thousands):

	Three Months Ended September 30					Nine Months Ended September 30,				
		2024		2023		2024		2023		
Net income	\$	26,557	\$	27,330	\$	59,546	\$	75,652		
Interest expense		16,986		15,973		49,434		48,712		
Income tax expense		418		224		696		420		
Real estate related depreciation and amortization		28,356		27,683		84,542		82,995		
EBITDA		72,317		71,210		194,218		207,779		
Impairment losses		1,596		<u> </u>		1,596		941		
EBITDAre		73,913		71,210		195,814		208,720		
Non-cash lease expense and other amortization		1,531		1,533		4,604		4,620		
Severance costs		_		_		20,362				
Hotel pre-opening costs		156		496		925		1,038		
Adjusted EBITDA		75,600		73,239		221,705		214,378		
Corporate expenses		7,660		7,526		24,721		23,677		
Interest (income) and other (income) expense, net		(1,001)		(772)		(3,265)		(1,717)		
Hotel Adjusted EBITDA	\$	82,259	\$	79,993	\$	243,161	\$	236,338		

		Full Year 2024 Guidance					
	I	ow End		High End			
Net income	\$	71,305	\$	77,305			
Interest expense		65,683		65,683			
Income tax expense		500		1,500			
Real estate related depreciation and amortization		116,000		115,000			
EBITDA/EBITDAre		253,488		259,488			
Non-cash lease expense and other amortization		6,200		6,200			
Severance costs		20,362		20,362			
Hotel pre-opening costs		950		950			
Adjusted EBITDA	\$	281,000	\$	287,000			

# FFO and Adjusted FFO

The following tables are reconciliations of our GAAP net income to FFO and Adjusted FFO (in thousands):

Three	Months En	ded S	eptember 30,	Nine Months Ended September 30,				
	2024		2023		2024		2023	
\$	26,557	\$	27,330	\$	59,546	\$	75,652	
	28,356		27,683		84,542		82,995	
	1,596		<u> </u>		1,596		941	
	56,509		55,013		145,684		159,588	
	(2,454)		(2,454)		(7,362)		(7,362)	
	54,055		52,559		138,322		152,226	
	1,531		1,533		4,604		4,620	
					20,362		_	
	156		496		925		1,038	
							2,033	
\$	55,742	\$	54,588	\$	164,213	\$	159,917	
\$	0.26	\$	0.26	\$	0.77	\$	0.75	
		2024 \$ 26,557 28,356 1,596 56,509 (2,454) 54,055 1,531 — 156 — \$ 55,742	2024 \$ 26,557 \$ 28,356 1,596 56,509 (2,454) 54,055 1,531 156 \$ 55,742 \$	\$ 26,557 \$ 27,330 28,356 27,683 1,596 — 56,509 55,013 (2,454) (2,454) 54,055 52,559 1,531 1,533 — — 156 496 — — \$ 55,742 \$ 54,588	2024     2023       \$ 26,557     \$ 27,330       28,356     27,683       1,596     —       56,509     55,013       (2,454)     (2,454)       54,055     52,559       1,531     1,533       —     —       156     496       —     —       \$ 55,742     \$ 54,588       \$	2024         2023         2024           \$ 26,557         \$ 27,330         \$ 59,546           28,356         27,683         84,542           1,596         —         1,596           56,509         55,013         145,684           (2,454)         (2,454)         (7,362)           54,055         52,559         138,322           1,531         1,533         4,604           —         —         20,362           156         496         925           —         —         —           \$ 55,742         \$ 54,588         \$ 164,213	2024         2023         2024           \$ 26,557         \$ 27,330         \$ 59,546         \$           28,356         27,683         84,542         1,596         — 1,596           56,509         55,013         145,684         (2,454)         (7,362)           54,055         52,559         138,322           1,531         1,533         4,604           —         — 20,362           156         496         925           —         — —           \$ 55,742         \$ 54,588         \$ 164,213         \$	

	Full Year 2024 Guidance						
	]	Low End		High End			
Net income	\$	71,305	\$	77,305			
Real estate related depreciation and amortization		116,000		115,000			
FFO		187,305		192,305			
Distribution to preferred stockholders		(9,817)		(9,817)			
FFO available to common stock and unit holders		177,488		182,488			
Non-cash lease expense and other amortization		6,200		6,200			
Severance costs		20,362		20,362			
Hotel pre-opening costs		950		950			
Adjusted FFO available to common stock and unit holders	\$	205,000	\$	210,000			
Adjusted FFO available to common stock and unit holders, per diluted share	\$	0.97	\$	0.99			

## **Reconciliation of Comparable Operating Results**

The following presents the revenues, Hotel Adjusted EBITDA and Hotel Adjusted EBITDA Margin together with comparable prior year results (in thousands):

	Three Months Ended September 30,					Nine Months Ended September 30,				
		2024		2023		2024	2023			
Revenues	\$	285,129	\$	276,520	\$	850,832	\$	811,320		
Hotel revenues from prior ownership (1)				1,642				8,935		
<b>Comparable Revenues</b>	\$	285,129	\$	278,162	\$	850,832	\$	820,255		
<b>Hotel Adjusted EBITDA</b>	\$	82,259	\$	79,993	\$	243,161	\$	236,338		
Hotel Adjusted EBITDA from prior ownership (1)				499				1,825		
Comparable Hotel Adjusted EBITDA	\$	82,259	\$	80,492	\$	243,161	\$	238,163		
<b>Hotel Adjusted EBITDA Margin</b>		28.85 %		28.93 %		28.58 %		29.13 %		
Comparable Hotel Adjusted EBITDA Margin		28.85 %		28.94 %		28.58 %		29.04 %		

<sup>(1)</sup> Amounts represent the pre-acquisition operating results for Chico Hot Springs Resort from January 1, 2023 to July 31, 2023. The pre-acquisition operating results were obtained from the seller of the hotel during the acquisition due diligence process. We have made no adjustments to the amounts provided to us by the seller. The pre-acquisition operating results were not audited or reviewed by the Company's independent auditors.

# **Selected Quarterly Comparable Operating Information**

The following tables are presented to provide investors with selected quarterly comparable operating information for the Company's existing portfolio of hotels.

	Qua	arter 1, 2023	Qu	arter 2, 2023	Q	uarter 3, 2023	Q	uarter 4, 2023	F	ull Year 2023
ADR	\$	276.43	\$	292.67	\$	273.28	\$	282.57	\$	281.36
Occupancy		66.9 %		76.6 %		76.4 %		68.4 %		72.1 %
RevPAR	\$	185.00	\$	224.27	\$	208.66	\$	193.16	\$	202.81
Total RevPAR	\$	282.28	\$	333.24	\$	310.54	\$	294.05	\$	305.08
Revenues (in thousands)	\$	247,034	\$	295,059	\$	278,162	\$	263,547	\$	1,083,802
Hotel Adjusted EBITDA (in thousands)	\$	63,336	\$	94,335	\$	80,492	\$	64,817	\$	302,980
Hotel Adjusted EBITDA Margin		25.64 %		31.97 %		28.94 %		24.59 %		27.96 %
Available Rooms		875,126		885,430		895,743		896,260		3,552,559

	Qu	<b>Quarter 1, 2024</b>		uarter 2, 2024	Qu	arter 3, 2024
ADR	\$	269.53	\$	294.55	\$	282.02
Occupancy		68.4 %		77.8 %		76.0 %
RevPAR	\$	184.23	\$	229.21	\$	214.44
Total RevPAR	\$	288.92	\$	348.37	\$	317.67
Revenues (in thousands)	\$	256,423	\$	309,280	\$	285,129
Hotel Adjusted EBITDA (in thousands)	\$	61,414	\$	99,488	\$	82,259
Hotel Adjusted EBITDA Margin		23.95 %		32.17 %		28.85 %
Available Rooms		887,523		887,796		897,552

# Market Capitalization as of September 30, 2024 (in thousands)

## **Enterprise Value**

Common equity capitalization (at September 30, 2024 closing price of \$8.73/share)	\$ 1,841,475
Preferred equity capitalization (at liquidation value of \$25.00/share)	119,000
Consolidated debt (face amount)	1,097,866
Cash and cash equivalents	(75,287)
Total enterprise value	\$ 2,983,054
Share Reconciliation	
Common shares outstanding	207,276
Operating partnership units	1,135
Unvested restricted stock held by management and employees	622
Share grants under deferred compensation plan	1,904
Combined shares and units	210,937

# Debt Summary as of September 30, 2024 (dollars in thousands)

Loan	Interest Rate	Term	Outstanding Principal	Maturity
Worthington Renaissance Fort Worth Hotel	3.66%	Fixed	72,267	May 2025
Hotel Clio	4.33%	Fixed	55,025	July 2025
Westin Boston Seaport District	4.36%	Fixed	170,574	November 2025
Unsecured term loan	SOFR + 1.35% <sup>(1)</sup>	Variable	500,000	January 2028
Unsecured term loan	SOFR + 1.35% (2)	Variable	300,000	January 2026 (3)
Senior unsecured credit facility	SOFR + 1.40%	Variable		September 2026 (4)
Total debt			1,097,866	
Unamortized debt issuance costs (5)			(651)	
Debt, net of unamortized debt issuance costs			\$ 1,097,215	
Weighted-average interest rate of fixed rate debt	4.44%	_		
Total weighted-average interest rate (6)	5.60%			

<sup>(1)</sup> Interest rate as of September 30, 2024 was 5.93%, which includes the effect of interest rate swaps.

<sup>(2)</sup> Interest rate as of September 30, 2024 was 6.31%.

<sup>(3)</sup> In September 2024, we exercised our option to extend the maturity by an additional year to January 2026.

<sup>(4)</sup> Maturity date may be extended for an additional year upon the payment of applicable fees and the satisfaction of certain customary conditions.

Excludes debt issuance costs related to our senior unsecured credit facility, which are included within Other Assets on the accompanying consolidated balance sheet.

<sup>(6)</sup> Weighted-average interest rate includes the effect of interest rate swaps.

**Operating Statistics – Third Quarter** 

	Number _	ADR			J	Occupancy		RevPAR				
	of Rooms	3Q 2024	3Q 2023	B/(W) 2023	3Q 2024	3Q 2023	B/(W) 2023	3Q	2024	3Q 2023	B/(W) 2023	
Atlanta Marriott Alpharetta	318	\$ 151.36	\$ 154.82	(2.2)%	65.5 %	69.4 %	(3.9)%	\$	99.12	\$ 107.43	(7.7)%	
Bourbon Orleans Hotel	220 5	\$ 205.99	\$ 201.95	2.0 %	51.1 %	66.4 %	(15.3)%	\$	105.26	\$ 134.04	(21.5)%	
Cavallo Point, The Lodge at the Golden Gate	142	603.32	\$ 589.26	2.4 %	66.8 %	57.8 %	9.0 %	\$	402.94	\$ 340.41	18.4 %	
Chicago Marriott Downtown Magnificent Mile	1,200	\$ 277.90	\$ 250.00	11.2 %	73.8 %	71.4 %	2.4 %	\$	205.06	\$ 178.61	14.8 %	
Chico Hot Springs Resort & Day Spa	117 5	\$ 231.43	\$ 184.10	25.7 %	77.8 %	84.3 %	(6.5)%	\$	180.10	\$ 155.29	16.0 %	
Courtyard Denver Downtown	177 5	\$ 234.62	\$ 241.09	(2.7)%	86.2 %	82.6 %	3.6 %	\$	202.34	\$ 199.12	1.6 %	
Courtyard New York Manhattan/Fifth Avenue	189	313.09	\$ 299.95	4.4 %	91.9 %	97.2 %	(5.3)%	\$	287.59	\$ 291.65	(1.4)%	
Courtyard New York Manhattan/Midtown East	321 5	361.67	\$ 356.68	1.4 %	92.6 %	91.2 %	1.4 %	\$	334.84	\$ 325.19	3.0 %	
Embassy Suites by Hilton Bethesda	272	\$ 171.55	\$ 159.76	7.4 %	72.9 %	73.8 %	(0.9)%	\$	125.15	\$ 117.93	6.1 %	
Havana Cabana Key West	106	\$ 200.26	\$ 236.66	(15.4)%	67.9 %	78.0 %	(10.1)%	\$	135.93	\$ 184.58	(26.4) %	
Henderson Beach Resort	269	\$ 448.94	\$ 470.03	(4.5)%	61.5 %	67.4 %	(5.9)%	\$	276.32	\$ 316.76	(12.8)%	
Henderson Park Inn	37 5	629.44	\$ 648.09	(2.9)%	69.4 %	80.5 %	(11.1)%	\$	437.13	\$ 521.86	(16.2)%	
Hilton Garden Inn New York/Times Square Central	282 5	\$ 280.91	\$ 276.77	1.5 %	90.2 %	97.0 %	(6.8)%	\$	253.27	\$ 268.48	(5.7)%	
Hotel Champlain Burlington	258 5	\$ 292.90	\$ 323.75	(9.5)%	90.5 %	86.1 %	4.4 %	\$	264.96	\$ 278.74	(4.9)%	
Hotel Clio	199	330.21	\$ 331.92	(0.5)%	84.1 %	77.4 %	6.7 %	\$	277.62	\$ 256.83	8.1 %	
Hotel Emblem San Francisco	96 9	184.77	\$ 234.01	(21.0)%	66.3 %	70.3 %	(4.0)%	\$	122.53	\$ 164.57	(25.5)%	
Kimpton Hotel Palomar Phoenix	242	173.90	\$ 164.84	5.5 %	70.0 %	76.1 %	(6.1)%	\$	121.69	\$ 125.47	(3.0)%	
Kimpton Shorebreak Fort Lauderdale Beach Resort	96 9	137.87	\$ 134.25	2.7 %	56.1 %	46.4 %	9.7 %	\$	77.34	\$ 62.25	24.2 %	
Kimpton Shorebreak Huntington Beach Resort	157	367.61	\$ 378.69	(2.9)%	87.2 %	85.0 %	2.2 %	\$	320.50	\$ 321.77	(0.4) %	
L'Auberge de Sedona	88 5	698.04	\$ 765.90	(8.9)%	58.8 %	54.6 %	4.2 %	\$	410.76	\$ 418.24	(1.8)%	
Lake Austin Spa Resort	40 5	980.21	\$ 983.07	(0.3)%	49.6 %	53.1 %	(3.5)%	\$	485.84	\$ 521.72	(6.9)%	
Margaritaville Beach House Key West	186	301.33	\$ 313.67	(3.9)%	72.0 %	77.8 %	(5.8)%	\$	216.95	\$ 244.18	(11.2)%	
Orchards Inn Sedona	70 5	\$ 234.32	\$ 240.57	(2.6)%	44.5 %	49.4 %	(4.9)%	\$	104.21	\$ 118.79	(12.3)%	
Salt Lake City Marriott Downtown at City Creek	510	183.42	\$ 181.37	1.1 %	66.6 %	61.6 %	5.0 %	\$	122.22	\$ 111.69	9.4 %	
The Dagny Boston	403	313.80	\$ 292.31	7.4 %	91.5 %	86.5 %	5.0 %	\$	287.06	\$ 252.93	13.5 %	
The Gwen	311 5	326.58	\$ 320.89	1.8 %	79.0 %	79.9 %	(0.9) %	\$	257.90	\$ 256.33	0.6 %	
The Hythe Vail	344 5	\$ 293.87	\$ 282.10	4.2 %	66.3 %	65.0 %	1.3 %	\$	194.73	\$ 183.45	6.1 %	
The Landing Lake Tahoe Resort & Spa	82 5	555.15	\$ 569.67	(2.5)%	80.7 %	76.9 %	3.8 %	\$	448.01	\$ 437.83	2.3 %	
The Lindy Renaissance Charleston Hotel	167	314.33	\$ 326.08	(3.6)%	83.7 %	88.9 %	(5.2)%	\$	262.97	\$ 289.98	(9.3)%	
The Lodge at Sonoma Resort	182 5	\$ 442.44	\$ 490.51	(9.8)%	80.9 %	68.3 %	12.6 %	\$	358.04	\$ 334.84	6.9 %	
Tranquility Bay Beachfront Resort	103	\$ 452.06	\$ 495.75	(8.8)%	72.8 %	79.3 %	(6.5)%	\$	328.98	\$ 393.05	(16.3)%	
Westin Boston Waterfront	793	\$ 283.29	\$ 250.75	13.0 %	91.5 %	92.4 %	(0.9)%	\$	259.28	\$ 231.78	11.9 %	
Westin Fort Lauderdale Beach Resort	433	176.75	\$ 187.46	(5.7)%	69.5 %	58.6 %	10.9 %	\$	122.83	\$ 109.90	11.8 %	
Westin San Diego Bayview	436	\$ 237.94	\$ 223.42	6.5 %	83.2 %	85.5 %	(2.3)%	\$	198.01	\$ 191.04	3.6 %	
Westin Washington D.C. City Center	410	\$ 221.11	\$ 185.80	19.0 %	71.1 %	81.5 %	(10.4)%	\$	157.14	\$ 151.37	3.8 %	
Worthington Renaissance Fort Worth Hotel	504 5	193.88	\$ 186.10	4.2 %	67.0 %	70.4 %	(3.4) %	\$	129.91	\$ 130.98	(0.8)%	
Comparable Total (1)	9,760	\$ 282.02	\$ 273.28	3.2 %	76.0 %	76.4 %	(0.4)%	\$	214.44	\$ 208.66	2.8 %	

<sup>(1)</sup> Amounts include the pre-acquisition operating results of Chico Hot Springs Resort & Day Spa acquired in 2023.

**Operating Statistics – Year to Date** 

	Number -	ADR				Occupancy		RevPAR			
		YTD 2024	YTD 2023	B/(W) 2023	YTD 2024	YTD 2023	B/(W) 2023	YTD 2024	YTD 2023	B/(W) 2023	
Atlanta Marriott Alpharetta	318	\$ 157.67	\$ 154.52	2.0 %	64.8 %	68.5 %	(3.7)%	\$ 102.15	\$ 105.84	(3.5)%	
Bourbon Orleans Hotel	220	\$ 240.93	\$ 236.68	1.8 %	68.7 %	76.9 %	(8.2)%	\$ 165.54	\$ 182.12	(9.1)%	
Cavallo Point, The Lodge at the Golden Gate	142	\$ 578.72	\$ 590.72	(2.0)%	59.9 %	55.8 %	4.1 %	\$ 346.52	\$ 329.54	5.2 %	
Chicago Marriott Downtown Magnificent Mile	1,200	\$ 252.74	\$ 246.14	2.7 %	62.5 %	60.7 %	1.8 %	\$ 158.06	\$ 149.41	5.8 %	
Chico Hot Springs Resort & Day Spa	117	\$ 205.30	\$ 176.15	16.5 %	74.0 %	75.4 %	(1.4)%	\$ 152.00	\$ 132.75	14.5 %	
Courtyard Denver Downtown	177	\$ 207.97	\$ 220.51	(5.7)%	79.3 %	78.4 %	0.9 %	\$ 164.84	\$ 172.83	(4.6)%	
Courtyard New York Manhattan/Fifth Avenue	189	\$ 279.65	\$ 270.33	3.4 %	89.9 %	95.1 %	(5.2)%	\$ 251.53	\$ 257.20	(2.2)%	
Courtyard New York Manhattan/Midtown East	321	\$ 324.06	\$ 314.26	3.1 %	92.6 %	90.5 %	2.1 %	\$ 299.98	\$ 284.44	5.5 %	
Embassy Suites by Hilton Bethesda	272	\$ 175.22	\$ 163.58	7.1 %	71.8 %	71.9 %	(0.1)%	\$ 125.78	\$ 117.54	7.0 %	
Havana Cabana Key West	106	\$ 305.80	\$ 305.56	0.1 %	78.8 %	84.2 %	(5.4)%	\$ 241.10	\$ 257.20	(6.3)%	
Henderson Park Resort	269	\$ 427.29	\$ 458.10	(6.7)%	58.9 %	61.7 %	(2.8)%	\$ 251.66	\$ 282.64	(11.0)%	
Henderson Park Inn	37	\$ 592.59	\$ 627.97	(5.6)%	70.5 %	70.2 %	0.3 %	\$ 417.70	\$ 440.90	(5.3)%	
Hilton Garden Inn New York/Times Square Central	282	\$ 249.13	\$ 252.61	(1.4)%	89.8 %	89.4 %	0.4 %	\$ 223.67	\$ 225.73	(0.9)%	
Hotel Champlain Burlington	258	\$ 238.69	\$ 252.40	(5.4)%	74.3 %	76.2 %	(1.9)%	\$ 177.25	\$ 192.25	(7.8)%	
Hotel Clio	199	\$ 311.61	\$ 320.35	(2.7)%	77.7 %	71.2 %	6.5 %	\$ 242.10	\$ 227.96	6.2 %	
Hotel Emblem San Francisco	96	\$ 206.22	\$ 245.70	(16.1)%	62.6 %	67.0 %	(4.4)%	\$ 129.00	\$ 164.55	(21.6)%	
Kimpton Hotel Palomar Phoenix	242	\$ 224.89	\$ 221.99	1.3 %	76.0 %	76.0 %	— %	\$ 170.98	\$ 168.72	1.3 %	
Kimpton Shorebreak Fort Lauderdale Beach Resort	96	\$ 201.68	\$ 217.03	(7.1)%	74.5 %	66.3 %	8.2 %	\$ 150.23	\$ 143.81	4.5 %	
Kimpton Shorebreak Huntington Beach Resort	157	\$ 328.41	\$ 338.09	(2.9)%	83.8 %	81.3 %	2.5 %	\$ 275.26	\$ 274.92	0.1 %	
L'Auberge de Sedona	88	\$ 845.89	\$ 907.24	(6.8)%	66.0 %	60.0 %	6.0 %	\$ 558.05	\$ 544.22	2.5 %	
Lake Austin Spa Resort	40	\$ 1,020.45	\$ 1,071.67	(4.8)%	59.2 %	58.5 %	0.7 %	\$ 604.45		· /	
Margaritaville Beach House Key West	186	\$ 402.31	\$ 403.61	(0.3)%	84.1 %	84.3 %	(0.2)%	\$ 338.15	\$ 340.19	(0.6) %	
Orchards Inn Sedona	70	\$ 282.06	\$ 281.82	0.1 %	56.5 %	59.6 %	(3.1)%	\$ 159.41	\$ 167.87	(5.0)%	
Salt Lake City Marriott Downtown at City Creek	510	\$ 192.95	\$ 190.89	1.1 %	68.5 %	63.3 %	5.2 %	\$ 132.09	\$ 120.75	9.4 %	
The Dagny Boston	403	\$ 274.31	\$ 292.40	(6.2)%	85.9 %	75.0 %	10.9 %	\$ 235.63	\$ 219.35	7.4 %	
The Gwen	311	\$ 295.55	\$ 299.15	(1.2)%	75.5 %	74.5 %	1.0 %	\$ 223.12	\$ 222.97	0.1 %	
The Hythe Vail	344	\$ 418.51	\$ 435.10	(3.8)%	64.5 %	61.1 %	3.4 %	\$ 269.93	\$ 265.81	1.5 %	
The Landing Lake Tahoe Resort & Spa	82	\$ 436.36	\$ 472.57	(7.7)%	64.2 %	53.0 %	11.2 %	\$ 279.94	\$ 250.32	11.8 %	
The Lindy Renaissance Charleston Hotel	167	\$ 342.25	\$ 352.01	(2.8)%	88.1 %	89.2 %	(1.1)%	\$ 301.38	\$ 313.99	(4.0)%	
The Lodge at Sonoma Resort	182	\$ 410.10		(10.0)%	66.3 %	62.7 %	3.6 %		\$ 285.78	(4.9)%	
Tranquility Bay Beachfront Resort	103	\$ 623.30	\$ 652.82	(4.5)%	76.0 %	77.8 %	(1.8)%	\$ 473.45	\$ 507.60	(6.7)%	
Westin Boston Waterfront	793	\$ 263.76	•	8.2 %	86.4 %	85.3 %	1.1 %				
Westin Fort Lauderdale Beach Resort	433	\$ 257.19	\$ 274.94	(6.5)%	79.3 %	73.3 %	6.0 %	\$ 203.94	\$ 201.56	1.2 %	
Westin San Diego Bayview	436	\$ 231.87	\$ 214.93	7.9 %	73.3 %	79.9 %	(6.6)%	\$ 170.02	\$ 171.62	(0.9)%	
Westin Washington D.C. City Center	410			11.3 %	72.6 %	75.9 %	(3.3)%				
Worthington Renaissance Fort Worth Hotel	504	\$ 207.28	\$ 194.08	6.8 %	71.2 %	74.5 %	(3.3)%		\$ 144.59		
Comparable Total (1)	9,760	\$ 282.56	\$ 280.98	0.6 %	74.1 %	73.3 %	0.8 %	\$ 209.31	\$ 206.07	1.6 %	

<sup>(1)</sup> Amounts include the pre-acquisition operating results of Chico Hot Springs Resort & Day Spa acquired in 2023.

**Hotel Adjusted EBITDA Reconciliation - Third Quarter 2024** 

			Net Income /		Plus:	Plus:	Plus:	Equals: Hotel	
	Tota	l Revenues		(Loss)	Depreciation	Interest Expense	Adjustments (1)	Adjusted EBITDA	
Atlanta Marriott Alpharetta	\$	4,071	\$	1,067 \$	382		\$ —	\$ 1,449	
Bourbon Orleans Hotel	\$	2,800	\$	(900) \$	937	\$ —	\$ 3	\$ 40	
Cavallo Point, The Lodge at the Golden Gate	\$	12,730	\$	2,108 \$	1,453	\$	\$ 94	\$ 3,655	
Chicago Marriott Downtown Magnificent Mile	\$	34,444	\$	8,595 \$	3,212	\$ 6	\$ (397)	\$ 11,416	
Chico Hot Springs Resort & Day Spa	\$	4,661	\$	818 \$	418	\$	\$ 1	\$ 1,237	
Courtyard Denver Downtown	\$	3,623	\$	1,245 \$	374	\$ —	\$ —	\$ 1,619	
Courtyard New York Manhattan/Fifth Avenue	\$	5,128	\$	323 \$	358		\$ 253	\$ 934	
Courtyard New York Manhattan/Midtown East	\$	10,264	\$	2,894 \$	538	\$ 340	\$ —	\$ 3,772	
Embassy Suites by Hilton Bethesda	\$	3,633	\$	(1,403) \$	576	\$	\$ 1,448	\$ 621	
Havana Cabana Key West	\$	2,003	\$	(405) \$	323	\$ —	\$ —	\$ (82)	
Henderson Beach Resort	\$	11,403	\$	1,800 \$	1,096	\$	\$ —	\$ 2,896	
Henderson Park Inn	\$	2,361	\$	801 \$	277	\$ —	\$ —	\$ 1,078	
Hilton Garden Inn New York/Times Square Central	\$	7,388	\$	1,320 \$	653	\$	\$ —	\$ 1,973	
Hotel Champlain Burlington	\$	8,454	\$	2,440 \$	780	\$ —	\$ —	\$ 3,220	
Hotel Clio	\$	8,134	\$	1,185 \$	853	\$ 620	\$ 5	\$ 2,663	
Hotel Emblem San Francisco	\$	1,369	\$	(271) \$	295	\$ —	\$ —	\$ 24	
Kimpton Hotel Palomar Phoenix	\$	4,801	\$	(116) \$	506	\$	\$ 193	\$ 583	
Kimpton Shorebreak Fort Lauderdale Beach Resort	\$	1,473	\$	(752) \$	366	\$ —	\$ —	\$ (386)	
Kimpton Shorebreak Huntington Beach Resort	\$	6,243	\$	2,127 \$	340	\$	\$ —	\$ 2,467	
L'Auberge de Sedona	\$	5,963	\$	482 \$	390	\$ —	\$ —	\$ 872	
Lake Austin Spa Resort	\$	4,304	\$	(146) \$	701	\$	\$ —	\$ 555	
Margaritaville Beach House Key West	\$	5,405	\$	566 \$	763	\$ —	\$ —	\$ 1,329	
Orchards Inn Sedona	\$	1,409	\$	(61) \$	87	\$	\$ 42	\$ 68	
Salt Lake City Marriott Downtown at City Creek	\$	7,878	\$	1,700 \$	945	\$ —	\$ 11	\$ 2,656	
The Dagny Boston	\$	11,684	\$	3,575 \$	1,532		\$ —	\$ 5,107	
The Gwen	\$	11,137	\$	2,661 \$	745	\$ —	\$ —	\$ 3,406	
The Hythe Vail	\$	11,180	\$	2,628 \$	1,168		\$ —	\$ 3,796	
The Landing Lake Tahoe Resort & Spa	\$	5,727	\$	2,424 \$	214	\$ —	\$ —	\$ 2,638	
The Lindy Renaissance Charleston Hotel	\$	5,152	\$	1,717 \$	362	\$	\$ —	\$ 2,079	
The Lodge at Sonoma Resort	\$	9,283	\$	2,736 \$	492	\$ —	\$ —	\$ 3,228	
Tranquility Bay Beachfront Resort	\$	4,099	\$	589 \$	456		\$ —	Ψ 1,015	
Westin Boston Seaport District	\$	26,731	\$	3,680 \$	2,412	\$ 1,949	\$ (122)	\$ 7,919	
Westin Fort Lauderdale Beach Resort	\$	11,670	\$	(354) \$	1,046	\$ —	\$ —	\$ 692	
Westin San Diego Bayview	\$	10,390	\$	2,014 \$	1,361	\$ —	\$ —	\$ 3,375	
Westin Washington D.C. City Center	\$	7,335	\$	430 \$	1,035		\$ —	\$ 1,465	
Worthington Renaissance Fort Worth Hotel	\$	10,799	\$	1,239 \$	910	\$ 701	\$	\$ 2,850	
Comparable Total	\$	285,129	\$	48,756 \$	28,356	\$ 3,616	\$ 1,531	\$ 82,259	

<sup>(1)</sup> Includes non-cash expenses incurred by the hotels due to the straight lining of the rent from ground lease obligations and the non-cash amortization of intangible assets and liabilities.

**Hotel Adjusted EBITDA Reconciliation - Third Quarter 2023** Plus: Plus: Plus: **Equals: Hotel** Net Income / **Depreciation** Adjustments (1) **Total Revenues** Adjusted EBITDA (Loss) **Interest Expense** 4.328 \$ 1.018 \$ 367 \$ — **\$** — **\$** 1.385 Atlanta Marriott Alpharetta \$ 3,437 \$ 76 \$ 866 \$ **—** \$ 6 \$ 948 Bourbon Orleans Hotel \$ 11.114 \$ 1.348 \$ 1.410 \$ **—** \$ 94 \$ 2.852 Cavallo Point, The Lodge at the Golden Gate \$ 32,302 \$ 8.332 \$ 3.517 \$ 6 \$ (397) \$ 11.458 Chicago Marriott Downtown Magnificent Mile 2,595 \$ 357 \$ 195 \$ **—** \$ **—** \$ 552 Chico Hot Springs Resort & Day Spa \$ 3,562 \$ 1.386 \$ 372 \$ **—** \$ **—** \$ 1,758 Courtyard Denver Downtown 780 \$ 350 \$ **—** \$ 253 \$ 1.383 5,327 \$ Courtyard New York Manhattan/Fifth Avenue \$ 9.921 \$ 2,073 \$ 519 \$ 895 \$ — **\$** 3,487 Courtyard New York Manhattan/Midtown East \$ 570 \$ **—** \$ 1.463 \$ 268 Embassy Suites by Hilton Bethesda 3,361 (1,765) \$ \$ \$ (35) \$ 290 \$ — **\$** — **\$** 255 Havana Cabana Key West 2.517 \$ 1,015 \$ **—** \$ **—** \$ 3,049 11,721 2,034 \$ Henderson Beach Resort \$ 2,846 \$ 1,071 \$ 283 \$ **—** \$ **—** \$ 1,354 Henderson Park Inn 7,700 \$ 2,341 \$ 646 \$ **—** \$ **—** \$ 2,987 Hilton Garden Inn New York/Times Square Central \$ 8,421 \$ 3,555 \$ 551 \$ **—** \$ **—** \$ 4,106 Hotel Champlain Burlington 7,679 \$ 836 \$ 768 \$ 635 \$ 5 \$ 2,244 Hotel Clio 1.684 \$ (263) \$ 296 \$ **—** \$ \$ 33 Hotel Emblem San Francisco 4,724 \$ (200) \$ 496 \$ **—** \$ 178 \$ 474 Kimpton Hotel Palomar Phoenix \$ 1.022 \$ (938) \$ 312 \$ — **\$ —** \$ (626)Kimpton Shorebreak Fort Lauderdale Beach Resort 6.203 \$ 2.048 \$ 381 \$ **—** \$ \$ 2,429 Kimpton Shorebreak Huntington Beach Resort \$ 5.950 \$ 641 \$ 362 \$ — \$ **—** \$ 1.003 L'Auberge de Sedona 4.543 \$ 118 \$ 647 \$ **—** \$ **—** \$ 765 Lake Austin Spa Resort \$ 5,933 \$ 934 \$ 775 \$ **—** \$ **—** \$ 1,709 Margaritaville Beach House Key West 1.586 \$ 6 \$ 93 \$ **—** \$ 42 \$ 141 Orchards Inn Sedona \$ \$ 2.035 \$ 677 \$ **—** \$ 11 \$ 2,723 Salt Lake City Marriott Downtown at City Creek 7.630 10,420 2.096 \$ 1.522 \$ **—** \$ **—** \$ 3.618 The Dagny Boston \$ \$ 2,725 \$ 1.030 \$ — **\$** — **\$** The Gwen 10.747 3.755 \$ 1.897 \$ 1.201 \$ **—** \$ **—** \$ 3.098 10.420 The Hythe Vail \$ \$ 2,676 \$ 135 \$ **—** \$ **—** \$ 5,767 2,811 The Landing Lake Tahoe Resort & Spa 5.507 1.798 \$ 477 \$ **—** \$ **—** \$ 2.275 The Lindy Renaissance Charleston Hotel \$ 8,746 \$ 2,337 \$ 635 \$ **—** \$ **—** \$ 2,972 The Lodge at Sonoma Resort 4,888 \$ 713 \$ 449 \$ **—** \$ **—** \$ 1.162 Tranquility Bay Beachfront Resort \$ 26,082 \$ 3,135 \$ 2,473 \$ 1,999 \$ (122) \$ 7,485 Westin Boston Seaport District 10,846 (1,632) \$ 1,028 \$ **—** \$ **—** \$ (604)

\$

\$

\$

\$

10,006

10.159

276,520

278,162

1.642

6.826

\$

\$

\$

\$

\$

Westin Fort Lauderdale Beach Resort

Westin Washington D.C. City Center

Add: Prior Ownership Results (2)

Comparable Total

Worthington Renaissance Fort Worth Hotel

Westin San Diego Bayview

Total

2.585 \$

(244) \$

46,525 \$

46,949 \$

651 \$

424 \$

850 \$

1.026 \$

1.099 \$

75 **\$** 

27,683 \$

27,758 \$

— **\$** 

**—** \$

— **\$** 

718 \$

4.253 \$

4.253 \$

**—** \$

**—** \$

— **\$** 

1.533 \$

1.533 \$

\$

3,435

2,468

79,993

80,492

782

499

Includes non-cash expenses incurred by the hotels due to the straight lining of the rent from ground lease obligations and the non-cash amortization of intangible assets and liabilities. Represents the pre-acquisition operating results of Chico Hot Springs Resort & Day Spa acquired in 2023.

**Hotel Adjusted EBITDA Reconciliation - Year to Date 2024** 

	Total	al Revenues	Net Income / (Loss)	DI.	us: Depreciation	Plus: Interest Expense	Dluc	s: Adjustments (1)	Equals: H	otel
Atlanta Marriott Alpharetta	\$	12,834	\$ 3,517		1,105	\$ 	S	- Aujustinents		4,622
Bourbon Orleans Hotel	\$	12,619	\$ 1,550		2,694	<u> </u>	\$	(23)		4,221
Cavallo Point, The Lodge at the Golden Gate	\$	35,223	\$ 4,283		4,324	_	\$	281		8,888
Chicago Marriott Downtown Magnificent Mile	\$	87,188	\$ 15,319		9,685	18		(1,192)		23,830
Chico Hot Springs Resort & Day Spa	\$	11,647	\$ 620		1,201	_	\$	4		1,825
Courtyard Denver Downtown	\$	8,907	\$ 2,587		1,085	_	\$			3,672
Courtyard New York Manhattan/Fifth Avenue	\$	13,391	\$ (239)		1,041	_	\$			1,562
Courtyard New York Manhattan/Midtown East	\$	27,378	\$ 4,630		1,554	2,086				8,270
Embassy Suites by Hilton Bethesda	\$	10,703	\$ (4,368)		1,789		\$	4,368		1,789
Havana Cabana Key West	\$	9,310	\$ 1,607		1,065	<u> </u>	\$			2,672
Henderson Beach Resort	\$	33,139	\$ 4,697		3,249	_	\$			7,946
Henderson Park Inn	\$	6,668	\$ 2,029		818	<u> </u>	\$			2,847
Hilton Garden Inn New York/Times Square Central	\$	19,628	\$ 2,301			_	\$			4,254
Hotel Champlain Burlington	\$	16,841	\$ 2,233		1,975	<u> </u>	\$	<u> </u>		4,208
Hotel Clio	\$	21,936	\$ 1,623		2,497	1,859	\$	14		5,993
Hotel Emblem San Francisco	\$	4,242	\$ (621)		910		\$	<u> </u>	\$	289
Kimpton Hotel Palomar Phoenix	\$	18,527	\$ 2,791		1,471	\$ _	\$	584	\$	4,846
Kimpton Shorebreak Fort Lauderdale Beach Resort	\$	7,106	\$ (577)	\$	1,074	\$ _	\$	_	\$	497
Kimpton Shorebreak Huntington Beach Resort	\$	16,997	\$ 4,991	\$	1,061	\$ _	\$	_	\$	6,052
L'Auberge de Sedona	\$	23,127	\$ 5,303	\$	1,121	\$ _	\$	_	\$	6,424
Lake Austin Spa Resort	\$	15,421	\$ 1,550	\$	2,083	\$ _	\$	_	\$	3,633
Margaritaville Beach House Key West	\$	23,317	\$ 7,386	\$	2,064	\$ _	\$	<u> </u>	\$	9,450
Orchards Inn Sedona	\$	6,020	\$ 1,047	\$	265	\$ _	\$	126	\$	1,438
Salt Lake City Marriott Downtown at City Creek	\$	25,304	\$ 6,425	\$	2,828	\$ _	\$	49	\$	9,302
The Dagny Boston	\$	29,043	\$ 5,278	\$	4,718	\$ _	\$	_	\$	9,996
The Gwen	\$	28,076	\$ 3,722	\$	2,475	\$ _	\$	_	\$	6,197
The Hythe Vail	\$	39,671	\$ 12,333			_	\$			5,853
The Landing Lake Tahoe Resort & Spa	\$	11,198	\$ 2,967		653	\$ _	\$	_	\$	3,620
The Lindy Renaissance Charleston Hotel	\$	17,153	\$ 6,395	\$	1,143	\$ _	\$	_	\$	7,538
The Lodge at Sonoma Resort	\$	22,026	\$ 4,471		1,615	_	\$	_		6,086
Tranquility Bay Beachfront Resort	\$	17,150	\$ 4,048		1,361	_	\$			5,409
Westin Boston Seaport District	\$	77,585	\$ 7,568		7,336	5,842	\$	(367)		0,379
Westin Fort Lauderdale Beach Resort	\$	52,237	\$ 10,671		3,182	_	\$			3,853
Westin San Diego Bayview	\$	26,838	\$ 4,099		3,761	_	\$			7,860
Westin Washington D.C. City Center	\$	24,830	\$ 2,968		3,231	_				6,199
Worthington Renaissance Fort Worth Hotel	\$	37,552	\$ 6,809		2,635	2,100		_		1,544
Comparable Total	\$	850,832	\$ 142,013	\$	84,542	\$ 11,905	\$	4,604	\$ 24	3,161

<sup>(1)</sup> Includes non-cash expenses incurred by the hotels due to the straight lining of the rent from ground lease obligations and the non-cash amortization of intangible assets and liabilities.

**Hotel Adjusted EBITDA Reconciliation - Year to Date 2023** 

		Net Income / Plus:		Plus:	Plus:	Plus:	Equals: Hotel	
	Tota	l Revenues	1	(Loss)	Depreciation	Interest Expense	Adjustments (1)	Adjusted EBITDA
Atlanta Marriott Alpharetta	\$	12,584	\$	3,080 \$			\$ —	\$ 4,170
Bourbon Orleans Hotel	\$	13,449	\$	2,831 \$			\$ 19	
Cavallo Point, The Lodge at the Golden Gate	\$	33,762	\$	4,447 \$			\$ 281	\$ 8,926
Chicago Marriott Downtown Magnificent Mile	\$	79,569	\$	14,293	10,709	\$ 18	\$ (1,192)	\$ 23,828
Chico Hot Springs Resort & Day Spa	\$	2,595	\$	357 \$	195	\$	\$ —	\$ 552
Courtyard Denver Downtown	\$	9,215	\$	2,899	1,126	\$ —	\$ —	\$ 4,025
Courtyard New York Manhattan/Fifth Avenue	\$	13,671	\$	874 \$	1,097		\$ 760	\$ 2,731
Courtyard New York Manhattan/Midtown East	\$	25,890	\$	3,351			\$ —	\$ 7,547
Embassy Suites by Hilton Bethesda	\$	10,113	\$	(4,917) \$			\$ 4,409	\$ 1,205
Havana Cabana Key West	\$	9,856	\$	2,294			\$ —	\$ 3,171
Henderson Beach Resort	\$	32,520	\$	4,492 \$			\$	\$ 7,539
Henderson Park Inn	\$	7,044	\$	2,210 \$			\$	\$ 2,995
Hilton Garden Inn New York/Times Square Central	\$	19,308	\$	3,322 \$			\$ —	\$ 5,251
Hotel Champlain Burlington	\$	17,899	\$	4,837	,	·	\$	\$ 6,516
Hotel Clio	\$	19,814	\$	118 \$	,			\$ 4,520
Hotel Emblem San Francisco	\$	5,224	\$	(740) \$		·	\$ —	\$ 150
Kimpton Hotel Palomar Phoenix	\$	18,580	\$	2,724			\$ 538	\$ 4,908
Kimpton Shorebreak Fort Lauderdale Beach Resort	\$	6,168	\$	(751) \$		·	\$ —	\$ 170
Kimpton Shorebreak Huntington Beach Resort	\$	16,579	\$	4,662			\$	\$ 5,839
L'Auberge de Sedona	\$	21,566	\$	4,622	,		\$ —	\$ 5,728
Lake Austin Spa Resort	\$	15,462	\$	1,837			\$	\$ 3,753
Margaritaville Beach House Key West	\$	23,355	\$	7,819			\$	\$ 10,185
Orchards Inn Sedona	\$	6,225	\$	1,106			\$ 126	\$ 1,505
Salt Lake City Marriott Downtown at City Creek	\$	23,233	\$	6,549			\$ 32	\$ 8,493
The Dagny Boston	\$	27,018	\$	3,674			\$ —	\$ 7,869
The Gwen	\$	27,126	\$	3,510 \$			\$	\$ 6,673
The Hythe Vail	\$	37,727	\$	11,374 \$			\$ —	\$ 14,977
The Landing Lake Tahoe Resort & Spa	\$	10,074	\$	2,520 \$			\$ —	\$ 3,186
The Lindy Renaissance Charleston Hotel	\$	17,758	\$	6,584			\$ —	\$ 8,002
The Lodge at Sonoma Resort	\$	23,812	\$	4,918			\$	\$ 6,851
Tranquility Bay Beachfront Resort	\$	18,222	\$	4,401			\$ —	\$ 5,716
Westin Boston Seaport District	\$	71,511	\$	5,271 \$	,			
Westin Fort Lauderdale Beach Resort	\$	50,066	\$	9,178			\$	\$ 12,274
Westin San Diego Bayview	\$	27,124	\$	6,023			\$ —	\$ 8,584
Westin Washington D.C. City Center	\$	22,481	\$	1,435			· ·	\$ 4,505
Worthington Renaissance Fort Worth Hotel	\$	34,720	\$	4,824				\$ 10,304
Total	\$	811,320	\$	136,028 \$			\$ 4,620	\$ 236,338
Add: Prior Ownership Results (2)	\$	8,935	\$	1,300 \$			\$ —	\$ 1,825
Comparable Total	\$	820,255	\$	137,328 \$	83,520	\$ 12,702	\$ 4,620	\$ 238,163

Includes non-cash expenses incurred by the hotels due to the straight lining of the rent from ground lease obligations and the non-cash amortization of intangible assets and liabilities.

(2) Represents the pre-acquisition operating results of Chico Hot Springs Resort & Day Spa acquired in 2023.