## **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

#### FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported):

June 6, 2022

|  |  | ock Hospitality  |  |   |
|--|--|--|--|---|
| Maryland<br>(State or Other Jurisdiction<br>of Incorporation)                            | <b>,</b>   | 001-325<br>(Commiss<br>File Num  | 514<br>sion                                  | 20-1180098<br>(IRS Employer<br>Identification No.)    |
|  |  | Bethesda Metro Center, Suite 1400<br>Bethesda, MD 20814<br>Iress of Principal Executive Offices) (Zip Co |  |   |
|  | (Registrant's                                      | telephone number, including area code): (24  | 10) 744-1150                                 |   |
| Check the appropriate box below if the Form 8-K filing                                   | s is intended to simultaneously satisfy the filing | ng obligation of the registrant under a  | any of the following provisions (see General | al Instruction A.2. below):                           |
| ☐ Written communications pursuant to Rule  | e 425 under the Securities Act (17 CFR 230.4       | 425)   |  |   |
| ☐ Soliciting material pursuant to Rule 14a-1   | 12 under the Exchange Act (17 CFR 240.14a          | -12)   |  |   |
| ☐ Pre-commencement communications purs   | suant to Rule 14d-2(b) under the Exchange A        | Act (17 CFR 240.14d-2(b))  |  |   |
| ☐ Pre-commencement communications purs   | suant to Rule 13e-4(c) under the Exchange A        | act (17 CFR 240.13e-4(c))  |  |   |
| Securities registered pursuant to Section 12(b) of the Ad                                | ct:  |  |  |   |
| Title of each class  |  | Trading Symbol(s)  |  | nge on which registered                               |
| Common Stock, \$0.01 pa<br>8.250% Series A Cumulative Redeemable I<br>\$0.01 per share   |  | DRH<br>DRH Pr A  |  | tock Exchange<br>tock Exchange                        |
| Indicate by check mark whether the registrant is a this chapter).                        | n emerging growth company as defined in Re         | ule 405 of the Securities Act of 1933  | (§230.405 of this chapter) or Rule 12b-2 of  | of the Securities Exchange Act of 1934 (§240.12b-2 of |
| $\square$ Emerging growth company  |  |  |  |   |
| If an emerging growth company, indicate by check 13(a) of the Exchange Act. $\hfill\Box$ | k mark if the registrant has elected not to use    | the extended transition period for co  | mplying with any new or revised financial    | accounting standards provided pursuant to Section     |
|  |  |  |  |   |
|  |  |  |  |   |
|  |  |  |  |   |

This Current Report on Form 8-K ("Current Report") 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," "anticipate," "position," 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 national and local economic and business conditions, including the impact of COVID-19 on occupancy rates at our hotels and the demand for hotel products and services, and those risks and uncertainties described from time to time in our filings with the Securities and Exchange Commission, including our Annual Report on Form 10-K filed on February 22, 2022 and our Quarterly Report on Form 10-Q filed on May 6, 2022. Although we believe the expectations reflected in such forward-looking statements are based upon reasonable assumptions, we can give no assurance that the expectations will be attained or that any deviation will not be material. All information in this Current Report is as of the date of this Current Report, and we undertake no obligation to update any forward-looking statement to conform the statement to actual results or changes in our expectations.

#### ITEM 7.01. Regulation FD Disclosure.

A copy of a slide presentation that DiamondRock Hospitality Company (the "Company") intends to use at investor meetings is attached to this Current Report on Form 8-K ("Current Report") as Exhibit 99.1 and is incorporated by reference herein. Additionally, the Company has posted the slide presentation in the investor relations/presentations section of its website at www.drhc.com

The information in this Item 7.01, including Exhibit 99.1 attached hereto, is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of such section. The information in this Current Report, including Exhibit 99.1, shall not be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, regardless of any incorporation by reference language in any such filing. This Current Report will not be deemed an admission as to the materiality of any information in this Current Report that is required to be disclosed solely by Regulation FD.

#### ITEM 9.01. Financial Statements and Exhibits.

(d) Exhibits.

The following exhibits are included with this report:

Exhibit No. Description

101.SCH

Inline XBRL Taxonomy Extension Schema Document 101.CAL Inline XBRL Taxonomy Extension Calculation Linkbase Document 101.DEF Inline XBRL Taxonomy Extension Definition Linkbase Document 101.LAB Inline XBRL Taxonomy Extension Label Linkbase Document Inline XBRL Taxonomy Extension Presentation Linkbase Document

101.PRE 104 Cover Page Interactive Data File

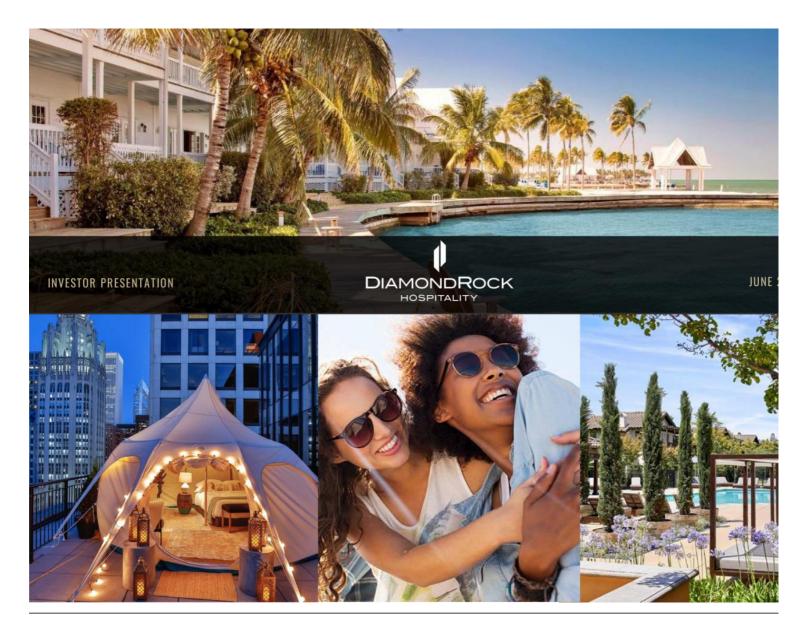
#### SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

#### DIAMONDROCK HOSPITALITY COMPANY

Dated: June 6, 2022 /s/ Briony R. Quinn

Briony R. Quinn Senior Vice President and Treasurer



#### FORWARD LOOKING STATEMENTS



Certain statements made during this presentation are forward-looking statements that are subject to risks and uncertainties. Forward-looking statements generally include the words "believe," "expect," "anticipate," "plan," "estimate," "project," "will," "intend" or other similar expressions. Forward-looking statements include, without limitation, statements regarding, industry outlook, results of operations, cash flows, business strategies, growth and value opportunities, capital and other expenditures, financing plans, expense reduction initiatives and projected dispositions.

Factors that could cause actual results to materially differ from those contained in the forward-looking statements include, without limitation, national and local economic and business conditions, including the impact of COVID-19 on occupancy rates at the Company's hotels and the demand for hotel products and services, and those risks and uncertainties discussed in the most recent Annual Report on Form 10-K, which DiamondRock Hospitality Company (the "Company") has filed with the Securities and Exchange Commission, and which you should carefully review. The forward-looking statements made are based on our beliefs, assumptions and expectations of future performance, taking into account all information currently available to the Company. Actual results could differ materially from the forward-looking statements made in this presentation. The forward-looking statements made in this presentation are subject to the safe harbor of the Private Securities Litigation Reform Act of 1995.

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This presentation contains statistics and other data that has obtained or compiled from information made available by th party service providers and believed to be reliable, but the accuracy and completeness of the information is not assure The Company has not independently verified any such information.

## **KEY TAKEAWAYS AND HIGHLIGHTS**



## **KEY TAKEAWAYS**

- FY2022 Revenues Expected to Meet/Surpass FY2019 Comparable Revenues
- 2. Urban Hotels Are Largest Profit Opportunity
- 3. ROI Projects Outperforming Underwriting Planning for 2022-23 Projects Underway
- 4. Leading Q1 2022 Operating Results
- ESG Leader Corporate Responsibility Report

## 2022 TRANSACTIONS

#### KIMPTON FORT LAUDERDALE BEACH RESORT

- Acquired the 96-room Kimpton Fort Lauderdale Beach Resort in Fort Lauderdale, Florida, proximate to our Westin Fort Lauderdale Beach Resort
  - 7.0%+ Hotel NOI yield in next twelve months
  - 8.0%+ estimated stabilized Hotel NOI yield

#### TRANQUILITY BAY BEACHFRONT RESORT

Acquired commercial interest in the 103-unit
 Tranquility Bay Beachfront Resort in Marathon, Florida



## **2022 OUTLOOK**

#### **EXIT CREDIT FACILITY WAIVERS**

Expect full compliance with original, unmodified covenants in Q2 2022

#### **RESTORING COMMON DIVIDEND**

Expect to resume a common dividend in H2 2022

## **OPERATING UPDATE – SECTOR LEADING PERFORMANCE**



DRI

25%

-239

-4%

0%

#### Q1 2022 PEER PERFORMANCE

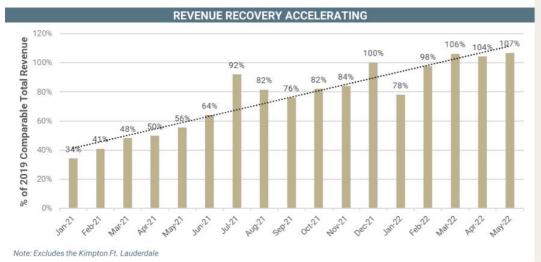
|                     | PK   | SHO  | PEB  | RLJ  | XHR  | HST  | APLE |
|---------------------|------|------|------|------|------|------|------|
| ADR Growth          | 0%   | 10%  | 18%  | -7%  | 7%   | 14%  | -2%  |
| Occupancy Growth    | -33% | -35% | -36% | -20% | -25% | -28% | -9%  |
| RevPAR Growth       | -33% | -28% | -26% | -26% | -20% | -18% | -11% |
| Hotel EBITDA Growth | -54% | -42% | -41% | -39% | -28% | -18% | -14% |

Source: Company filings

## 2022 MONTHLY COMPARABLE OPERATING RESULTS(1)

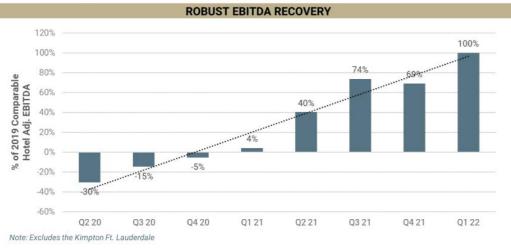
|                       | Occ (%) | ADR (\$) | RevPAR (\$) | RevPAR B/(W) 2019 | Revenue (\$000s) | Revenue B/(W) 2 |
|-----------------------|---------|----------|-------------|-------------------|------------------|-----------------|
| Jan-22                | 41.3%   | 245.13   | 101.19      | (21.5%)           | 45,356           | (22.0%)         |
| Feb-22                | 57.9%   | 283.49   | 164.25      | 0.7%              | 64,302           | (2.2%)          |
| Mar-22                | 68.4%   | 296.22   | 202.67      | 5.3%              | 87,605           | 6.2%            |
| Apr-22 <sup>(2)</sup> | 72.4%   | 291.71   | 211.29      | 4.8%              | 86,320           | 4.4%            |
| May-22 <sup>(2)</sup> | 72.7%   | 296.34   | 215.43      | 4.8%              | 95,085           | 6.8%            |

 <sup>(1)</sup> Comparable operating information excludes the Kimpton Fort Lauderdale Beach Resort as it was not operating in 2019
 (2) Preliminary results

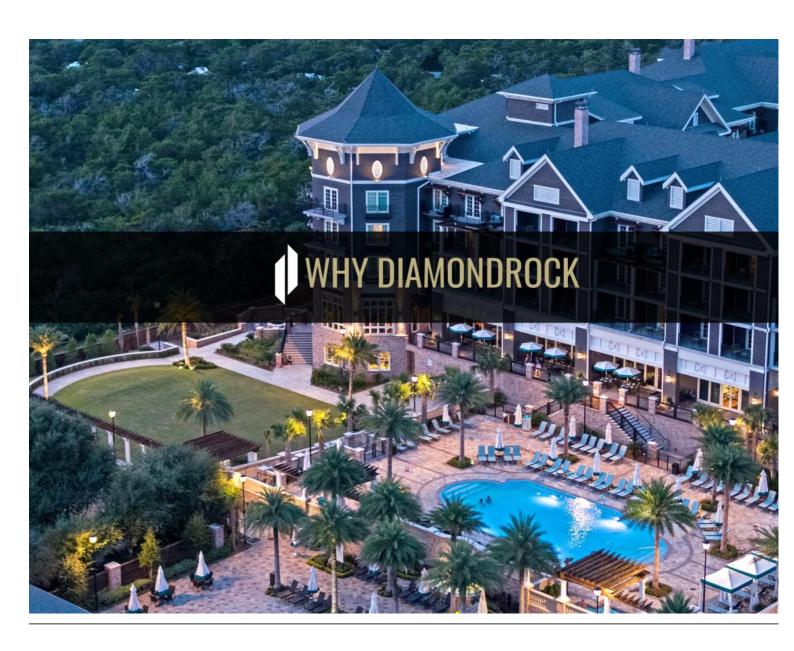


## & OUTLOOK

- PREPARE FOR TAKEOFI Leisure demand remains rol
- RETURN TO TRAVEL
   Corporate travel recovery al with return-to-office policies
- ENCOURAGING OUTLO( Group activity returning to p pandemic levels. Profitable banquet business is rebuild



- HOTEL EBITDA RECOVE Strong quarter-on-quarter growth in recovery of Hotel Adjusted EBITDA
- HOTEL MARGINS
  We expect DRH's stabilized
  margins will be 200-300bp
  higher post-pandemic





- **1** 2022-2023 SETUP
- COMPELLING ROI PIPELINE
- STRONG/IMPROVING PORTFOLIO
- MARGIN IMPROVEMENT POTENTIAL
- **5** POWERFUL CAPITAL RECYCLING



## 2022-2023 POSITIONED FOR OUTSIZED GROWTH



## FOUR HOTEL UP-BRANDINGS

Sonoma Autograph Collection
 The Hythe, The Luxury Collection
 Margaritaville Beach House
 Hotel Clio, The Luxury Collection
 Q3 2021
 Q4 2021
 Q4 2021
 Q1 2022

## IMPROVING BUSINESS TRANSIENT

- Strong Expected Growth in 2022 Group Revenue
- City-wide room nights in 2022/2023 in major urban markets expected to see gains versus 2019

## IMPROVING GROUP TRENDS

- Strong Expected Growth in 2022 Group Revenue
- 92% of Budgeted Group Nights On The Books

## **ROBUST LEISURE TRENDS**

- Projected to add \$20MM+ to 2022E EBITDA
- Tranquility Bay Beachfront Resort Marathon, FL
- Henderson Beach Resort Destin, FL
- Henderson Park Inn Destin, FL
- Bourbon Orleans Hotel New Orleans, LA

## MARGIN IMPROVEMENT POTENTIAL

200-300bp of long-term potential





TRANQUILITY BAY RESORT

## RECENTLY COMPLETED PROJECTS



JW MARRIOTT CHER SONOMA RENAISSANCE **VAIL MARRIOTT** SHERATON KEY WEST











PROJECT COST \$8.4MM

**IRR** 88%

Completed Nov 2021

82%

PROJECT COST

**IRR** 

Completed

## ROI PIPELINE: \$90MM+ of ROI Projects at 40%+ IRRs



| PROPERTY                      | PROJECT   | ESTIMATED<br>Capital Spend <sup>(1)</sup> | UNDERWRITTEN<br>Incremental ebitda <sup>(1)</sup> | ESTIMATED<br>IRR(2) | CC       |
|-------------------------------|---|---|---|---------------------|----------|
| LODGE AT SONOMA               | Autograph Collection Conversion                               | \$9.8                                     | \$1.4   | 25%                 | Co       |
| THE HYTHE, LUXURY COLLECTION  | Luxury Collection Conversion                                  | \$8.4                                     | \$3.4   | 88%                 | Co       |
| CHARLESTON RENAISSANCE        | F&B Repositioning   | \$2.1                                     | \$0.5   | 52%                 | Co       |
| MARGARITAVILLE BEACH HOUSE    | Rebranding  | \$3.5                                     | \$1.3   | 82%                 | Сс       |
| EMBASSY SUITES BETHESDA       | Brand Conversion  | \$3.3                                     | \$0.5   | 28%                 | Co       |
| HOTEL CLIO, LUXURY COLLECTION | F&B and Public Space Renovation  Luxury Collection Conversion | \$2.5<br>\$3.6                            | \$0.5<br>\$1.2                                    | 42%<br>74%          | Cc<br>Cc |
|                               | Recently Completed  | \$33.2                                    | \$8.8   | 59%                 |          |
| ORCHARDS INN                  | Resort Repositioning  | \$19.8                                    | \$2.6   | 22%                 |          |
| BOSTON HILTON                 | Third Floor Reconfiguration                                   | \$6.0                                     | \$1.0   | 33%                 |          |
| THE LANDING                   | Additional 14 Keys  | \$6.1                                     | \$1.2   | 42%                 |          |
| BURLINGTON HILTON             | Soft brand Conversion<br>F&B Repositioning                    | \$2.6<br>\$1.3                            | \$0.8<br>\$0.4                                    | 75%<br>69%          |          |
|                               | Total in Planning   | \$35.8                                    | \$6.1   | 34%                 |          |
|                               | Recently Completed &<br>Active ROI Pipeline                   | \$69.0                                    | \$14.9  | 47%                 |          |
|                               | Shadow ROI Pipeline   | \$25MM of Capital Spend                   |   | Estimated           | 120%+    |

Estimated Capital Spend and Estimated Incremental EBITDA based upon management proformas Estimated IRRs are calculated assuming a 3-year stabilization period and a 10.0x terminal multiple

## **IMPROVING GROUP TRENDS**



## **WELL-POSITIONED FOR GROUP RECOVERY**

- **ENCOURAGING CITY-WIDE TRENDS** Convention centers in major-markets positioned to surpass 2019 room nights
- **GROUPS ARE LOOKING TO MEET** Group sales activity for DRH portfolio was 36% ahead of pre-pandemic periods. No demand for "hybrid" meetings
- **LUCRATIVE BANQUETS RETURNING** Quality of group demand on-the-books improves as we move through the year
- **ROOM NIGHTS RECOVERED** Room night leads in Q1 2022 was in line with pre-pandemic volume
- **AVERAGE EVENT SIZE IS SMALLER...** The average lead in Q1'22 was 30% smaller than pre-pandemic periods, favors DRH's hotel profile

| C              | ITYWIDE CONVENTION | ROOM NIGHTS | "ON THE BOOKS" | re |
|----------------|--------------------|-------------|----------------|----|
| MARKET         | % of 2019A EBITDA  | 2019        | 2022E          |    |
| BOSTON         | 15%                | 349,030     | 330,296        |    |
| CHICAGO        | 15%                | 1,141,525   | 1,189,447      | 1  |
| WASHINGTON, DO | 6%                 | 387,442     | 394,486        |    |
| SAN DIEGO      | 4%                 | 732,411     | 692,376        |    |
| PHOENIX        | 3%                 | 290,541     | 293,139        |    |
| TOTALS(1)      | 43%                | 2,900,949   | 2,899,744      | 2  |

(1) As of May 5, 202. Source: Convention & Visitor Bureaus

|         | DIAMONDROCK | PORTFOLIO GROUP | SALES LEAD ACTIVITY | (2) |
|---------|-------------|-----------------|---------------------|-----|
|         | <u>LE</u>   | ADS (#)         | LEADS (ROOM N       | IIG |
| PERIOD  | (2000)      | % OF Q1'20      | (MILLIONS)          | 0   |
| Q1 2020 | 11.8        | 100%            | 2.9                 |     |
| Q2 2020 | 4.3         | 36%             | 1.0                 |     |
| Q3 2020 | 4.1         | 35%             | 0.7                 |     |
| Q4 2020 | 4.3         | 36%             | 0.7                 |     |
| Q1 2021 | 8.2         | 69%             | 1.2                 |     |
| Q2 2021 | 11.2        | 95%             | 1.7                 |     |
| Q3 2021 | 12.4        | 105%            | 2.1                 |     |
| Q4 2021 | 12.1        | 103%            | 2.0                 |     |
| 01 2022 | 16.1        | 136%            | 2.8                 |     |

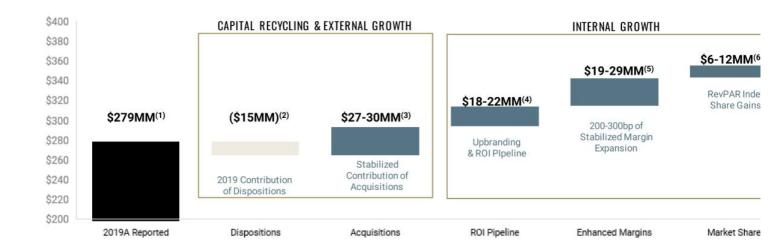
(2) As of May 5, 2022 dRock hotel portfolio

**Average Room Count** of DRH Hotel Portfolio

92% 2022 Budgeted Group Rooms On-The-Books as of May 31st



## \$55-75 MILLION OF POTENTIAL INCREMENTAL HOTEL ADJUSTED EBITDA



<sup>(1) 2019</sup>A reported Hotel Adjusted EBITDA

<sup>(2)</sup> Contribution to 2019A Hotel Adjusted EBITDA from The Lexington and Frenchman's Reef. These assets were sold in 2021.

<sup>(3)</sup> Proforma stabilized Hotel Adjusted EBITDA of Henderson Beach Resort, Henderson Park Inn, Bourbon Orleans and Tranquility Bay. These assets were acquired in 2021-2022.

<sup>(4)</sup> Proforma stabilized Hotel Adjusted EBITDA of Upbranding & ROI pipeline: 2022 Budget vs. 2019A for completed projects and proforma for remainder.

<sup>(5)</sup> Estimated potential increase to stabilized Hotel Adjusted EBITDA margins for DRH portfolio. Stabilized increase to industry-wide margins estimated to be 0-100bp

<sup>(6)</sup> RevPAR Index Share gains for select hotels

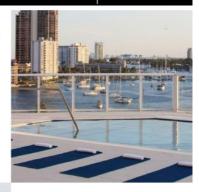
## ACQUIRED KIMPTON FORT LAUDERDALE BEACH (FORT LAUDERDALE, FLORIDA)





#### **KEY DEAL HIGHLIGHTS**

- Off-market acquisition of a lifestyle resort property with dedicated beach amenities and services for guests
- Fee simple, unencumbered by management.
- Reopened mid-2021 after a complete rehabilitation to current building and hurricane codes while preserving historic Art Deco architecture
- Price/key is 40% below AC Hotel (\$600k/key, Feb 2022)
- Only IHG Hotels & Resorts or Kimpton in the market.
- Forecast stabilization at an 8% NOI yield.



**ACQUISITION DATE PURCHASE PRICE** LOCATION

4/1/22 \$35.3 MILLION FORT LAUDERDALE, FL

NUMBER OF ROOMS



#### **UPSIDE OPPORTUNITIES**

- Revenue and expense synergies with DiamondRock's Westin Fort Lauderdale Beach Resort two blocks away
- Significant profit upside in resort
  - · Enhance revenue management
  - · Un-utilized rooftop bar and swimming pool with panoramic views of the Intracoastal
  - · Revenue opportunity in resort fees
  - · Improve marketing of hotel and F&B outlets
- Profit potential in adjacent Tiffany House residences (not included in underwriting)
  - Opportunity to collect parking revenue from 230+ space parking garage (DRH owned) with mandatory valet access for guests and
  - · Create RMA program for condo-owners

#### ACCOLADES FOR FORT LAUDERDALE

- Third highest occupancy market in Florida
- Top 25 Popular U.S. Destinations (TripAdvis
- Best U.S. Destination for Meetings & Conver
- Annual Formula 1 event scheduled for 2022



This summary information sheet contains certain "forward-looking statements" relating to, among other things, hotel EBITDA and hotel net operating income after capital reserves. The forward-looking statements made are based on our beliefs, assumptions and expectations of future performance, taking into account all information currently available to us. Actual results could differ materially from the forward-looking statements made on this summary information sheet. When we use the words "projected," "expected," "planned" and "estimated" or other similar expressions, we are identifying forward-looking statements. The forward-looking statements on this summary information sheet are subject to the safe harbor of the Private Securities Litigation Reform Act of 1995. All information on this sheet is as of August 4, 2021. We undertake no duty to update the information to conform to actual results or changes in our expectations. This fact sheet contains statistics and other data that has been obtained from information available from public sources. For additional information, please visit our website at <a href="https://www.drhc.com">www.drhc.com</a>.

## ACQUIRED TRANQUILITY BAY BEACHFRONT RESORT (MARATHON, FLORIDA)





ACQUISITION DATE 1/6/22
PURCHASE PRICE \$63 MILLION
LOCATION MARATHON, FL
NUMBER OF UNITS 103



#### **KEY DEAL HIGHLIGHTS**

- 2021 TripAdvisor Traveler's Choice Award and consistently among the top hotels in Marathon, FL.
- 12 oceanfront acres with 1,000 feet of shoreline
- Strict development ordinances constrain supply and supports the highest RevPAR of any major U.S. market
- >\$645 ADR (2021E), nearly 3x the portfolio average
- >11% capitalization rate on trailing 2021 proforma NOI or over \$50,000/key in Hotel EBITDA
- Investment comprised of (1) fee simple ownership of 16 units and all resort amenities and infrastructure and (2) durable, long-term rental management agreements for 84 third-party owned beach homes and (3) majority of three vacation rental units.

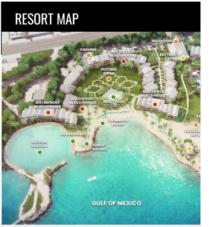
#### UNIT COMPOSITION

| 103 Unite | 231 Redrooms |               | 970 Sa Et     |
|-----------|--------------|---------------|---------------|
| 41 Units  | 123 Bedrooms | Three Bedroom | 1,320 Sq. Ft. |
| 46 Units  | 92 Bedrooms  | Two Bedroom   | 840 Sq. Ft.   |
| 16 Units  | 16 Bedrooms  | One Bedroom   | 450 Sq. Ft.   |

#### **UPSIDE OPPORTUNITIES**

- Significant revenue upside
  - · Entitled for marina development
  - Enhanced F&B programming at pool and beach area
  - · Initiate wedding-market programming
  - · Enhanced revenue management
  - · Benefit from clustering with other DRH Resorts





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## ACQUIRED HENDERSON BEACH RESORT (DESTIN, FLORIDA)





ACQUISITION DATE 12/23/21
PURCHASE PRICE \$112.5 MILLION
LOCATION DESTIN, FL
NUMBER OF ROOMS 170

EVENT SPACE 40,000 SQ FT

NUMBER OF RMAs:



#### **KEY DEAL HIGHLIGHTS**

- AAA Four Diamond Award in 2019. Consistently recognized by Travel + Leisure, US News & World Report and other periodicals as one of the best resorts in Florida.
- Best located resort in the market; A+ beach access to the white sands of Florida's "Emerald Coast"
- Explosive population growth in feeder markets (Houston, Dallas, Atlanta, Nashville, Birmingham); outpaced U.S. growth 2.5-to-1
- >\$430 ADR (2021E), 80%+ above the portfolio average
- 6.4% capitalization rate on 2021E NOI; stabilization at 8% NOI yield or \$53,000/key in Hotel EBITDA



#### **UPSIDE OPPORTUNITIES**

- Significant revenue upside
  - · Enhanced revenue management
  - · Room segmentation strategies
  - · Operating synergies with Henderson Park Inn
  - · Benefit from clustering with other DRH Resorts
  - Improve F&B programming
  - · Enhance group sales penetration
  - Yield management of 46 onsite condo units operated under Rental Management Agreements (RMA)



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## LOWEST EXPOSURE TO LONG-TERM, BRAND-MANAGED CONTRACTS



#### % BRAND MANAGED

| COMPANY      | PERCENT OF<br>MANAGEMENT<br>CONTRACTS |
|--------------|---------------------------------------|
| XHR          | 86%                                   |
| HST          | 84%                                   |
| PK           | 81%                                   |
| SHO          | 59%                                   |
| PEER AVERAGE | 57%                                   |
| PEB          | 25%                                   |
| DRH-Prior    | 24%                                   |
| DRH-Current  | 6%                                    |

Source: Company fillings, Robert W. Baird & Co Note: DRH Prior is prior to the disposition of Frenchman's Reef and The Lexington Hotel, and the six Marriott-managed hotels converted to franchise agreements.

# 2 LONG-TERM MANAGEMENT CONTRACTS

## BENEFITS OF LOW EXPOSURE

#### SUPERIOR COST CONTROLS

- Utilize most cost-effective procurement & sourcing
- Identify cost-effective product alternatives

## SUPERIOR LABOR MANAGEMENT

- Management staff levels and compensation
- Non-exempt staff levels, scheduling, and compensation

#### OWNER-CENTRIC CASH/CAPITAL MANAGE

- Owner dictates cash man and distribution
- Owner dictates capital inv purchasing decisions

#### LOWER COST OF OPERATIONS

- Management fee different
- Operating cost savings
- . Measurably enhance prof

## **CREATES VALUE ENTERPRISE / ASSET VALUE**

- Source of value to self-managed portfolio/asset buyers
- Buyers value ability to execute their strategy
- Expands audience of prospective buyers
- Unencumbered hotels worth 15-20% over encumbered



## DIAMONDROCK AT A GLANCE







34 PROPERTIES



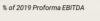
23 GEOGRAPHIC MARKETS

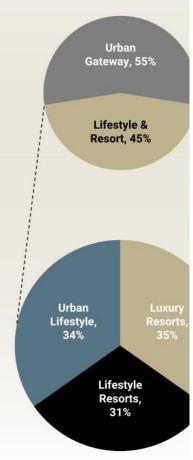
## **DIVERSIFIED GEOGRAPHICAL SOURCES OF EBITDA**

| LOCATION           | EBITDA | LOCATION             | EBITDA |
|--------------------|--------|----------------------|--------|
| Boston, MA         | 15%    | Denver, CO           | 3%     |
| Chicago, IL        | 15%    | Phoenix, AZ          | 3%     |
| New York, NY       | 6%     | Burlington, VT       | 3%     |
| Ft. Lauderdale, FL | 6%     | Sonoma, CA           | 2%     |
| Washington, D.C.   | 6%     | New Orleans, LA      | 2%     |
| Ft. Worth, TX      | 5%     | Charleston, SC       | 2%     |
| Key West, FL       | 5%     | Huntington Beach, CA | 2%     |
| San Diego, CA      | 4%     | Atlanta, GA          | 2%     |
| Salt Lake City, UT | 4%     | Destin, FL           | 2%     |
| Sausalito, CA      | 4%     | Lake Tahoe, CA       | 1%     |
| Vail, CO           | 4%     | San Francisco, CA    | 1%     |
|                    |        |                      |        |

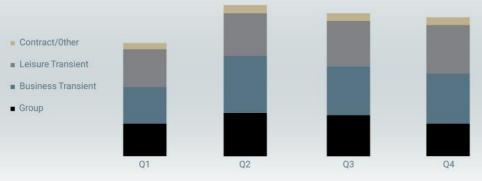
3%

#### DIVERSIFIED PORTFOLIO WITH FOCUS ON AND LIFESTYLE PROPERTIES





#### **VARIOUS SOURCES OF REVENUE**



Sedona, AZ

NOTE: All operating information is based on 2019 results, pro forma for all acquisitions and dispositions.

## PORTFOLIO: DATA TABLE

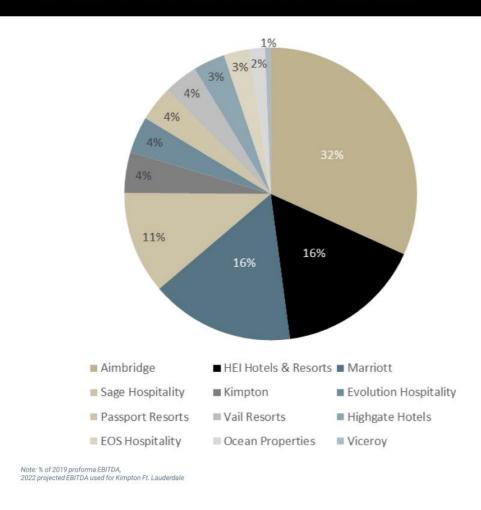


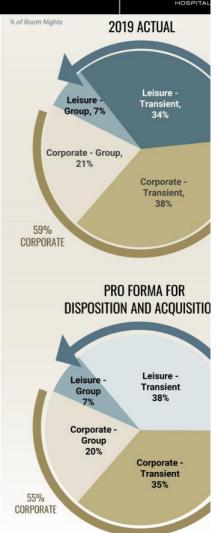
|                  | KEYS  | REVPAR (\$) | TREVPAR (\$) | REVENUE/KEY<br>(\$000s) | EBITDA/KEY<br>(\$000s) | % of 201:<br>EBITDA |
|------------------|-------|-------------|--------------|-------------------------|------------------------|---------------------|
| LUXURY RESORT    | 930   | \$281       | \$489        | \$179                   | \$48                   | 15%                 |
| LIFESTYLE RESORT | 1,312 | \$185       | \$302        | \$110                   | \$32                   | 15%                 |
| LIFESTYLE URBAN  | 1,491 | \$185       | \$256        | \$93                    | \$29                   | 15%                 |
| RESORT/LIFESTYLE | 3,733 | \$209       | \$330        | \$120                   | \$35                   | 45%                 |
| URBAN GATEWAY    | 5,815 | \$176       | \$240        | \$88                    | \$27                   | 55%                 |
| TOTAL            | 9,548 | \$189       | \$275        | \$100                   | \$30                   | 100%                |

Note: 2021A results used for Henderson Beach Resort, 2022 Forecast used for Kimpton Goodland, 2019A results used for all other hotels.

## PORTFOLIO: OPERATOR AND GUEST MIX DIVERSIFICATION







## STRONG RESORT MARKET PRESENCE



## OVER 60% OF HOTELS LOCATED IN DESTINATION LEISURE MARKETS

## LUXURY RESORT













## LIFESTYLE RESORT















CHICAGO, IL



URBAN Lifestyle















## HIGH QUALITY PORTFOLIO IN KEY GATEWAY MARKETS



## **NEARLY 40% OF HOTELS LOCATED IN TOP GATEWAY MARKETS**































## **RESPONSIBLE CORPORATE CITIZEN**

G R E S B REAL ESTATE Sector Leader 2020



#### **GRESB ANNUAL RESULTS** ISS ESG RANKINGS(2) **ISS-ESG CORPORATE RANKING** 2017 2018 2019 2020 2021 DRH GRESB 53 75 81 84 86 Score Peer Score Average<sup>(1)</sup> 58 69 69 72 ENVIRONMENTAL Index to Peer 93% 129% 117% 122% Score Average Currently Ranked in Top 1% of all US Real estate companies SOCIAL DiamondRock ranks in the top 5% of th Worldwide Real Estate Sector, earning an ISS ESG Prime designation GRESB GRESB 2021 CORPORATE RESPONSIBILITY REPORT ★★★☆☆ 2021 sector leader 2021 GOVERNANCE