



## Supplemental Financial Information

For the quarter ended September 30, 2019

November 4, 2019



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# CORPORATE PROFILE, FINANCIAL DISCLOSURES, AND SAFE HARBOR

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## About Sunstone

Sunstone Hotel Investors, Inc. (NYSE: SHO) is a lodging real estate investment trust (“REIT”) that as of November 4, 2019 has interests in 20 hotels comprised of 10,610 rooms. Sunstone’s business is to acquire, own, asset manage and renovate or reposition hotels considered to be Long-Term Relevant Real Estate®, the majority of which are operated under nationally recognized brands, such as Marriott, Hilton and Hyatt.

As demand for lodging generally fluctuates with the overall economy, we seek to own a portfolio of hotels that will maintain a high appeal with travelers over long periods of time and will generate economic earnings materially in excess of recurring capital requirements. Our strategy is to maximize stockholder value through focused asset management and disciplined capital recycling, which is likely to include selective acquisitions and dispositions, while maintaining balance sheet flexibility and strength. Our goal is to maintain appropriate leverage and financial flexibility to position the Company to create value throughout all phases of the operating and financial cycles.

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## Forward-Looking Statement

This presentation 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 “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “predict,” “project,” “should,” “will” and other similar terms and phrases, including opinions, 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 that 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: volatility in the debt or equity markets affecting our ability to acquire or sell hotel assets; international, national and local economic and business conditions, including the likelihood of a U.S. recession, government shutdown, changes in the European Union or global economic slowdown, as well as any type of flu, disease-related pandemic or the adverse effects of climate change, affecting the lodging and travel industry; the ability to maintain sufficient liquidity and our access to capital markets; terrorist attacks or civil unrest, which would affect occupancy rates at our hotels and the demand for hotel products and services; operating risks associated with the hotel business; risks associated with the level of our indebtedness and our ability to meet covenants in our debt and equity agreements; relationships with property managers and franchisors; our ability to maintain our properties in a first-class manner, including meeting capital expenditure requirements; our 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; our ability to identify, successfully compete for and complete acquisitions; the performance of hotels after they are acquired; necessary capital expenditures and our ability to fund them and complete them with minimum disruption; our ability to continue to satisfy complex rules in order for us to qualify as a REIT for federal income tax purposes; severe weather events or other natural disasters; risks impacting our ability to pay anticipated future dividends; and other risks and uncertainties associated with our business described 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 forward-looking information provided herein is as of the date of this presentation, 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.

This presentation contains unaudited information, and should be read together with the consolidated financial statements and notes thereto included in our most recent reports on Form 10-K and Form 10-Q. Copies of these reports are available on our website at [www.sunstonehotels.com](http://www.sunstonehotels.com) and through the SEC’s Electronic Data Gathering Analysis and Retrieval System (“EDGAR”) at [www.sec.gov](http://www.sec.gov).

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## Non-GAAP Financial Measures

We present the following non-GAAP financial measures that we believe are useful to investors as key supplemental measures of our operating performance: earnings before interest expense, taxes, depreciation and amortization for real estate, or EBITDA<sub>re</sub>; Adjusted EBITDA<sub>re</sub>, excluding noncontrolling interest (as defined below); funds from operations attributable to common stockholders, or FFO attributable to common stockholders; Adjusted FFO attributable to common stockholders (as defined below); hotel Adjusted EBITDA<sub>re</sub>; and hotel Adjusted EBITDA<sub>re</sub> margin. These measures should not be considered in isolation or as a substitute for measures of performance in accordance with GAAP. In addition, our calculation of these measures may not be comparable to other companies that do not define such terms exactly the same as the Company. These non-GAAP measures are used in addition to and in conjunction with results presented in accordance with GAAP. They should not be considered as alternatives to net income, cash flow from operations, or any other operating performance measure prescribed by GAAP. These non-GAAP financial measures reflect additional ways of viewing our operations that we believe, when viewed with our GAAP results and the reconciliations to the corresponding 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.

We present EBITDA<sub>re</sub> in accordance with guidelines established by the National Association of Real Estate Investment Trusts (“NAREIT”), as defined in its September 2017 white paper “Earnings Before Interest, Taxes, Depreciation and Amortization for Real Estate.” We believe EBITDA<sub>re</sub> is a useful performance measure to help investors evaluate and compare the results of our operations from period to period in comparison to our peers. NAREIT defines EBITDA<sub>re</sub> as net income (calculated in accordance with GAAP) plus interest expense, income tax expense, depreciation and amortization, gains or losses on the disposition of depreciated property (including gains or losses on change in control), impairment write-downs of depreciated property and of investments in unconsolidated affiliates caused by a decrease in the value of depreciated property in the affiliate, and adjustments to reflect the entity’s share of EBITDA<sub>re</sub> of unconsolidated affiliates.

We make additional adjustments to EBITDA<sub>re</sub> when evaluating our performance because we believe that the exclusion of certain additional items described below provides useful information to investors regarding our operating performance, and that the presentation of Adjusted EBITDA<sub>re</sub>, excluding noncontrolling interest, when combined with the primary GAAP presentation of net income, is beneficial to an investor’s complete understanding of our operating performance. In addition, we use both EBITDA<sub>re</sub> and Adjusted EBITDA<sub>re</sub>, excluding noncontrolling interest as measures in determining the value of hotel acquisitions and dispositions.

We believe that the presentation of FFO attributable to common stockholders provides useful information to investors regarding our operating performance because it is a measure of our operations without regard to specified noncash items such as real estate depreciation and amortization, any real estate impairment loss and any gain or loss on sale of real estate assets, all of which are based on historical cost accounting and may be of lesser significance in evaluating our current performance. Our presentation of FFO attributable to common stockholders conforms to the NAREIT definition of “FFO applicable to common shares.” Our presentation may not be comparable to FFO reported by other REITs that do not define the terms in accordance with the current NAREIT definition, or that interpret the current NAREIT definition differently than we do.



We also present Adjusted FFO attributable to common stockholders when evaluating our operating 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 may facilitate comparisons of operating performance between periods and our peer companies.

We adjust EBITDAre and FFO attributable to common stockholders for the following items, which may occur in any period, and refer to these measures as either Adjusted EBITDAre, excluding noncontrolling interest or Adjusted FFO attributable to common stockholders:

- *Amortization of favorable and unfavorable contracts:* we exclude the noncash amortization of the favorable management contract asset recorded in conjunction with our acquisition of the Hilton Garden Inn Chicago Downtown/Magnificent Mile, along with the favorable and unfavorable tenant lease contracts, as applicable, recorded in conjunction with our acquisitions of the Boston Park Plaza, the Hilton Garden Inn Chicago Downtown/Magnificent Mile, the Hyatt Regency San Francisco and the Wailea Beach Resort. We exclude the noncash amortization of favorable and unfavorable contracts because it is based on historical cost accounting and is of lesser significance in evaluating our actual performance for the current period.
- *Gains or losses from debt transactions:* we exclude the effect of finance charges and premiums associated with the extinguishment of debt, including the acceleration of deferred financing costs from the original issuance of the debt being redeemed or retired because, like interest expense, their removal helps investors evaluate and compare the results of our operations from period to period by removing the impact of our capital structure.
- *Acquisition costs:* under GAAP, costs associated with completed acquisitions that meet the definition of a business are expensed in the year incurred. We exclude the effect of these costs because we believe they are not reflective of the ongoing performance of the Company or our hotels.
- *Cumulative effect of a change in accounting principle:* from time to time, the FASB promulgates new accounting standards that require the consolidated statement of operations to reflect the cumulative effect of a change in accounting principle. We exclude these one-time adjustments, which include the accounting impact from prior periods, because they do not reflect our actual performance for that period.
- *Other adjustments:* we exclude other adjustments that we believe are outside the ordinary course of business because we do not believe these costs reflect our actual performance for the period and/or the ongoing operations of our hotels. Such items may include: lawsuit settlement costs; prior year property tax assessments or credits; the write-off of development costs associated with abandoned projects; property-level restructuring, severance and management transition costs; lease terminations; and property insurance proceeds or uninsured losses.

In addition, to derive Adjusted EBITDAre, excluding noncontrolling interest we exclude the noncontrolling partner's pro rata share of the net income (loss) allocated to the Hilton San Diego Bayfront partnership, as well as the noncontrolling partner's pro rata share of any EBITDAre and Adjusted EBITDAre components. We also exclude the noncash expense incurred with the amortization of deferred stock compensation as this expense is based on historical stock prices at the date of grant to our corporate employees and does not reflect the underlying performance of our hotels. In addition, we exclude the amortization of our right-of-use assets, which includes the amortization of our operating lease

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intangible, as well as the noncash expense incurred from straight-lining our lease obligations, as these expenses are based on historical cost accounting and do not reflect the actual rent amounts due to the respective lessors or the underlying performance of our hotels. Additionally, we include an adjustment for the cash finance lease expenses recorded on the ground lease at the Courtyard by Marriott Los Angeles and the building lease at the Hyatt Centric Chicago Magnificent Mile. We determined that both of these leases are finance leases, and, therefore, we include a portion of the lease payments each month in interest expense. We adjust EBITDA<sub>re</sub> for these two finance leases in order to more accurately reflect the actual rent due to both hotels' lessors in the current period, as well as the operating performance of both hotels. We also exclude the effect of gains and losses on the disposition of undepreciated assets because we believe that including them in Adjusted EBITDA<sub>re</sub>, excluding noncontrolling interest is not consistent with reflecting the ongoing performance of our assets.

To derive Adjusted FFO attributable to common stockholders, we also exclude the noncash interest on our derivatives and finance lease obligations as we believe that these items are not reflective of our ongoing finance costs. Additionally, we exclude the noncontrolling partner's pro rata share of any FFO adjustments related to our consolidated Hilton San Diego Bayfront partnership. We also exclude the real estate amortization of our right-of-use assets, which includes the amortization of both our finance and operating lease intangibles, as well as the noncash expense incurred from straight-lining our lease obligations (with the exception of our corporate operating lease), as these expenses are based on historical cost accounting and do not reflect the actual rent amounts due to the respective lessors or the underlying performance of our hotels. In addition, we exclude changes to deferred tax assets, liabilities or valuation allowances, and income tax benefits or provisions associated with the application of net operating loss carryforwards, uncertain tax positions or with the sale of assets other than real estate investments.

In presenting hotel Adjusted EBITDA<sub>re</sub> and hotel Adjusted EBITDA<sub>re</sub> margins, miscellaneous non-hotel items have been excluded. We believe the calculation of hotel Adjusted EBITDA<sub>re</sub> results in a more accurate presentation of the hotel Adjusted EBITDA<sub>re</sub> margins for our hotels, and that these non-GAAP financial measures are useful to investors in evaluating our property-level operating performance.

Reconciliations of net income to EBITDA<sub>re</sub> and Adjusted EBITDA<sub>re</sub>, excluding noncontrolling interest are set forth on page 13 of this supplemental package. Reconciliations of net income to FFO attributable to common stockholders and Adjusted FFO attributable to common stockholders are set forth on page 14 of this supplemental package.

Our 20 Hotel Comparable Portfolio is comprised of all hotels we owned as of September 30, 2019, with the exception of the Courtyard by Marriott Los Angeles due to its sale in October 2019. We believe that providing comparable hotel data is useful to us and to investors in evaluating our operating performance because this measure helps us and investors evaluate and compare the results of our operations from period to period by removing the fluctuations caused by any acquisitions or dispositions, as well as by those hotels that we classify as held for sale, those hotels that are undergoing a material renovation or repositioning and those hotels whose room counts have materially changed during either the current or prior year. We strongly encourage investors to review our financial information in its entirety and not to rely on a single financial measure.



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## Condensed Consolidated Balance Sheets Q3 2019 – Q3 2018

| (In thousands)                               | September 30, 2019 <sup>(1)</sup> | June 30, 2019 <sup>(2)</sup> | March 31, 2019 <sup>(3)</sup> | December 31, 2018 <sup>(4)</sup> | September 30, 2018 <sup>(5)</sup> |
|----------------------------------------------|-----------------------------------|------------------------------|-------------------------------|----------------------------------|-----------------------------------|
| <b>Assets</b>                                |                                   |                              |                               |                                  |                                   |
| Investment in hotel properties:              |                                   |                              |                               |                                  |                                   |
| Land                                         | \$ 605,581                        | \$ 605,581                   | \$ 605,388                    | \$ 611,993                       | \$ 615,641                        |
| Buildings & improvements                     | 2,968,241                         | 2,957,631                    | 2,950,723                     | 2,983,308                        | 3,013,659                         |
| Furniture, fixtures, & equipment             | 512,333                           | 497,082                      | 492,317                       | 486,441                          | 489,153                           |
| Other                                        | 68,677                            | 102,125                      | 88,305                        | 117,543                          | 132,813                           |
|                                              | 4,154,832                         | 4,162,419                    | 4,136,733                     | 4,199,285                        | 4,251,266                         |
| Less accumulated depreciation & amortization | (1,243,980)                       | (1,225,741)                  | (1,189,937)                   | (1,168,287)                      | (1,177,644)                       |
|                                              | 2,910,852                         | 2,936,678                    | 2,946,796                     | 3,030,998                        | 3,073,622                         |
| Finance lease right-of-use assets, net (6)   | 48,019                            | 54,991                       | 55,359                        | —                                | —                                 |
| Operating lease right-of-use assets, net (6) | 61,512                            | 62,380                       | 63,235                        | —                                | —                                 |
| Other noncurrent assets, net                 | 25,348                            | 27,029                       | 32,878                        | 33,361                           | 35,019                            |
| Current assets:                              |                                   |                              |                               |                                  |                                   |
| Cash and cash equivalents                    | 730,039                           | 741,503                      | 683,995                       | 809,316                          | 650,691                           |
| Restricted cash                              | 46,206                            | 46,199                       | 50,746                        | 53,053                           | 68,794                            |
| Other current assets, net                    | 58,380                            | 56,960                       | 57,648                        | 46,105                           | 57,175                            |
| Assets held for sale, net                    | 18,481                            | —                            | —                             | —                                | 33,312                            |
| <b>Total assets</b>                          | <b>\$ 3,898,837</b>               | <b>\$ 3,925,740</b>          | <b>\$ 3,890,657</b>           | <b>\$ 3,972,833</b>              | <b>\$ 3,918,613</b>               |

\*Footnotes on following page.



## Condensed Consolidated Balance Sheets Q3 2019– Q3 2018 (cont.)

| (In thousands)                                                | September 30, 2019 <sup>(1)</sup> | June 30, 2019 <sup>(2)</sup> | March 31, 2019 <sup>(3)</sup> | December 31, 2018 <sup>(4)</sup> | September 30, 2018 <sup>(5)</sup> |
|---------------------------------------------------------------|-----------------------------------|------------------------------|-------------------------------|----------------------------------|-----------------------------------|
| <b>Liabilities</b>                                            |                                   |                              |                               |                                  |                                   |
| Current liabilities:                                          |                                   |                              |                               |                                  |                                   |
| Current portion of notes payable, net                         | \$ 6,271                          | \$ 6,167                     | \$ 6,064                      | \$ 5,838                         | \$ 5,913                          |
| Other current liabilities                                     | 114,805                           | 115,024                      | 106,318                       | 226,887                          | 118,050                           |
| Liabilities of assets held for sale                           | 12,446                            | —                            | —                             | —                                | 3,459                             |
| Total current liabilities                                     | 133,522                           | 121,191                      | 112,382                       | 232,725                          | 127,422                           |
| Notes payable, less current portion, net                      | 966,496                           | 968,090                      | 969,657                       | 971,225                          | 972,814                           |
| Finance lease obligations, less current portion (6)           | 15,571                            | 27,120                       | 27,064                        | 27,009                           | 26,956                            |
| Operating lease obligations, less current portion (6)         | 50,905                            | 52,097                       | 53,276                        | —                                | —                                 |
| Other liabilities                                             | 19,824                            | 19,176                       | 17,991                        | 30,703                           | 30,981                            |
| <b>Total liabilities</b>                                      | <b>1,186,318</b>                  | <b>1,187,674</b>             | <b>1,180,370</b>              | <b>1,261,662</b>                 | <b>1,158,173</b>                  |
| <b>Equity</b>                                                 |                                   |                              |                               |                                  |                                   |
| Stockholders' equity:                                         |                                   |                              |                               |                                  |                                   |
| 6.95% Series E cumulative redeemable preferred stock          | 115,000                           | 115,000                      | 115,000                       | 115,000                          | 115,000                           |
| 6.45% Series F cumulative redeemable preferred stock          | 75,000                            | 75,000                       | 75,000                        | 75,000                           | 75,000                            |
| Common stock, \$0.01 par value, 500,000,000 shares authorized | 2,249                             | 2,282                        | 2,286                         | 2,282                            | 2,282                             |
| Additional paid in capital                                    | 2,681,754                         | 2,723,737                    | 2,726,466                     | 2,728,684                        | 2,726,523                         |
| Retained earnings                                             | 1,274,039                         | 1,243,002                    | 1,199,039                     | 1,182,722                        | 1,106,391                         |
| Cumulative dividends and distributions                        | (1,483,907)                       | (1,469,456)                  | (1,454,838)                   | (1,440,202)                      | (1,313,741)                       |
| <b>Total stockholders' equity</b>                             | <b>2,664,135</b>                  | <b>2,689,565</b>             | <b>2,662,953</b>              | <b>2,663,486</b>                 | <b>2,711,455</b>                  |
| Noncontrolling interest in consolidated joint venture         | 48,384                            | 48,501                       | 47,334                        | 47,685                           | 48,985                            |
| <b>Total equity</b>                                           | <b>2,712,519</b>                  | <b>2,738,066</b>             | <b>2,710,287</b>              | <b>2,711,171</b>                 | <b>2,760,440</b>                  |
| <b>Total liabilities and equity</b>                           | <b>\$ 3,898,837</b>               | <b>\$ 3,925,740</b>          | <b>\$ 3,890,657</b>           | <b>\$ 3,972,833</b>              | <b>\$ 3,918,613</b>               |

(1) As presented on Form 10-Q to be filed in November 2019.

(2) As presented on Form 10-Q filed on August 5, 2019.

(3) As presented on Form 10-Q filed on May 8, 2019.

(4) As presented on Form 10-K filed on February 14, 2019.

(5) As presented on Form 10-Q filed on November 6, 2018.

(6) Upon adoption of ASC 842 *Leases* in January 2019, the Company recorded operating lease right-of-use assets and related operating lease obligations on its balance sheet. In addition, the Company reclassified its capital lease assets from investment in hotel properties to finance lease right-of-use assets and the related capital lease obligations to finance lease obligations.

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## Consolidated Statements of Operations

### Q3 and Q3 YTD 2019/2018

(In thousands, except per share data)

|                                                                                      | Three Months Ended September 30, |                  | Nine Months Ended September 30, |                   |
|--------------------------------------------------------------------------------------|----------------------------------|------------------|---------------------------------|-------------------|
|                                                                                      | 2019                             | 2018             | 2019                            | 2018              |
| <b>Revenues</b>                                                                      |                                  |                  |                                 |                   |
| Room                                                                                 | \$ 200,242                       | \$ 207,657       | \$ 580,835                      | \$ 608,237        |
| Food and beverage                                                                    | 61,366                           | 63,911           | 206,183                         | 217,469           |
| Other operating                                                                      | 20,031                           | 17,740           | 55,197                          | 52,495            |
| <b>Total revenues</b>                                                                | <b>281,639</b>                   | <b>289,308</b>   | <b>842,215</b>                  | <b>878,201</b>    |
| <b>Operating expenses</b>                                                            |                                  |                  |                                 |                   |
| Room                                                                                 | 52,514                           | 53,928           | 152,606                         | 159,923           |
| Food and beverage                                                                    | 44,928                           | 46,260           | 140,149                         | 147,299           |
| Other operating                                                                      | 4,162                            | 4,190            | 12,494                          | 12,488            |
| Advertising and promotion                                                            | 13,285                           | 13,593           | 40,998                          | 41,815            |
| Repairs and maintenance                                                              | 10,632                           | 10,530           | 31,107                          | 32,484            |
| Utilities                                                                            | 7,458                            | 8,084            | 20,656                          | 22,533            |
| Franchise costs                                                                      | 8,606                            | 9,167            | 24,024                          | 26,981            |
| Property tax, ground lease and insurance                                             | 21,880                           | 20,369           | 62,842                          | 63,658            |
| Other property-level expenses                                                        | 30,913                           | 31,580           | 97,768                          | 101,005           |
| Corporate overhead                                                                   | 7,395                            | 7,360            | 22,989                          | 22,056            |
| Depreciation and amortization                                                        | 37,573                           | 36,159           | 110,484                         | 110,181           |
| Impairment loss                                                                      | —                                | —                | —                               | 1,394             |
| <b>Total operating expenses</b>                                                      | <b>239,346</b>                   | <b>241,220</b>   | <b>716,117</b>                  | <b>741,817</b>    |
| Interest and other income                                                            | 3,762                            | 2,592            | 13,497                          | 7,049             |
| Interest expense                                                                     | (13,259)                         | (11,549)         | (43,401)                        | (31,609)          |
| Gain on sale of assets                                                               | —                                | 53,128           | —                               | 68,787            |
| <b>Income before income taxes</b>                                                    | <b>32,796</b>                    | <b>92,259</b>    | <b>96,194</b>                   | <b>180,611</b>    |
| Income tax benefit (provision), net                                                  | 749                              | (673)            | 1,185                           | 692               |
| <b>Net income</b>                                                                    | <b>33,545</b>                    | <b>91,586</b>    | <b>97,379</b>                   | <b>181,303</b>    |
| Income from consolidated joint venture attributable to noncontrolling interest       | (2,508)                          | (2,376)          | (6,062)                         | (7,189)           |
| Preferred stock dividends                                                            | (3,208)                          | (3,208)          | (9,622)                         | (9,622)           |
| <b>Income attributable to common stockholders</b>                                    | <b>\$ 27,829</b>                 | <b>\$ 86,002</b> | <b>\$ 81,695</b>                | <b>\$ 164,492</b> |
| <b>Basic and diluted per share amounts:</b>                                          |                                  |                  |                                 |                   |
| <b>Basic and diluted income attributable to common stockholders per common share</b> | <b>\$ 0.12</b>                   | <b>\$ 0.38</b>   | <b>\$ 0.36</b>                  | <b>\$ 0.73</b>    |
| <b>Basic and diluted weighted average common shares outstanding</b>                  | <b>224,530</b>                   | <b>227,068</b>   | <b>226,369</b>                  | <b>225,538</b>    |
| <b>Distributions declared per common share</b>                                       | <b>\$ 0.05</b>                   | <b>\$ 0.05</b>   | <b>\$ 0.15</b>                  | <b>\$ 0.15</b>    |

## CORPORATE FINANCIAL INFORMATION



## Reconciliation of Net Income to EBITDAre and Adjusted EBITDAre, Excluding Noncontrolling Interest Q3 and Q3 YTD 2019/2018

(In thousands)

|                                                                                | Three Months Ended September 30, |                  | Nine Months Ended September 30, |                   |
|--------------------------------------------------------------------------------|----------------------------------|------------------|---------------------------------|-------------------|
|                                                                                | 2019                             | 2018             | 2019                            | 2018              |
| <b>Net income</b>                                                              | \$ 33,545                        | \$ 91,586        | \$ 97,379                       | \$ 181,303        |
| <b>Operations held for investment:</b>                                         |                                  |                  |                                 |                   |
| Depreciation and amortization                                                  | 37,573                           | 36,159           | 110,484                         | 110,181           |
| Interest expense                                                               | 13,259                           | 11,549           | 43,401                          | 31,609            |
| Income tax (benefit) provision, net                                            | (749)                            | 673              | (1,185)                         | (692)             |
| Gain on sale of assets                                                         | —                                | (53,077)         | —                               | (68,740)          |
| Impairment loss                                                                | —                                | —                | —                               | 1,394             |
| <b>EBITDAre</b>                                                                | <u>83,628</u>                    | <u>86,890</u>    | <u>250,079</u>                  | <u>255,055</u>    |
| <b>Operations held for investment:</b>                                         |                                  |                  |                                 |                   |
| Amortization of deferred stock compensation                                    | 2,146                            | 2,073            | 7,168                           | 6,938             |
| Amortization of favorable and unfavorable contracts, net                       | —                                | (2)              | —                               | 3                 |
| Amortization of right-of-use assets (1)                                        | (253)                            | (385)            | (523)                           | (832)             |
| Finance lease obligation interest - cash ground rent                           | (589)                            | (590)            | (1,768)                         | (1,768)           |
| Hurricane-related uninsured losses (insurance proceeds), net                   | —                                | 25               | —                               | (990)             |
| Prior year property tax adjustments, net                                       | (9)                              | —                | 289                             | 117               |
| Prior owner contingency funding                                                | —                                | —                | (900)                           | —                 |
| <b>Noncontrolling interest:</b>                                                |                                  |                  |                                 |                   |
| Income from consolidated joint venture attributable to noncontrolling interest | (2,508)                          | (2,376)          | (6,062)                         | (7,189)           |
| Depreciation and amortization                                                  | (793)                            | (637)            | (2,072)                         | (1,915)           |
| Interest expense                                                               | (532)                            | (513)            | (1,650)                         | (1,437)           |
| Amortization of right-of-use asset (1)                                         | 72                               | 72               | 217                             | 217               |
|                                                                                | <u>(2,466)</u>                   | <u>(2,333)</u>   | <u>(5,301)</u>                  | <u>(6,856)</u>    |
| <b>Adjusted EBITDAre, excluding noncontrolling interest</b>                    | <u>\$ 81,162</u>                 | <u>\$ 84,557</u> | <u>\$ 244,778</u>               | <u>\$ 248,199</u> |

(1) Amounts originally reported for the three and nine months ended September 30, 2018 for amortization of lease intangibles and noncash ground rent have been reclassified to amortization of right-of-use assets to conform to the current year's reporting.



## Reconciliation of Net Income to FFO and Adjusted FFO Attributable to Common Stockholders Q3 and Q3 YTD 2019/2018

(In thousands, except per share data)

|                                                                                | Three Months Ended September 30, |                  | Nine Months Ended September 30, |                   |
|--------------------------------------------------------------------------------|----------------------------------|------------------|---------------------------------|-------------------|
|                                                                                | 2019                             | 2018             | 2019                            | 2018              |
| <b>Net income</b>                                                              | \$ 33,545                        | \$ 91,586        | \$ 97,379                       | \$ 181,303        |
| Preferred stock dividends                                                      | (3,208)                          | (3,208)          | (9,622)                         | (9,622)           |
| <b>Operations held for investment:</b>                                         |                                  |                  |                                 |                   |
| Real estate depreciation and amortization (1)                                  | 36,951                           | 35,603           | 108,621                         | 108,707           |
| Gain on sale of assets                                                         | —                                | (53,077)         | —                               | (68,740)          |
| Impairment loss                                                                | —                                | —                | —                               | 1,394             |
| <b>Noncontrolling interest:</b>                                                |                                  |                  |                                 |                   |
| Income from consolidated joint venture attributable to noncontrolling interest | (2,508)                          | (2,376)          | (6,062)                         | (7,189)           |
| Real estate depreciation and amortization                                      | (793)                            | (637)            | (2,072)                         | (1,915)           |
| <b>FFO attributable to common stockholders</b>                                 | <b>63,987</b>                    | <b>67,891</b>    | <b>188,244</b>                  | <b>203,938</b>    |
| <b>Operations held for investment:</b>                                         |                                  |                  |                                 |                   |
| Amortization of favorable and unfavorable contracts, net                       | —                                | (2)              | —                               | 3                 |
| Real estate amortization of right-of-use assets (1)                            | 146                              | (18)             | 443                             | 268               |
| Noncash interest on derivatives and finance lease obligations, net             | 1,155                            | (818)            | 6,908                           | (4,995)           |
| Hurricane-related uninsured losses (insurance proceeds), net                   | —                                | 25               | —                               | (990)             |
| Prior year property tax adjustments, net                                       | (9)                              | —                | 289                             | 117               |
| Prior owner contingency funding                                                | —                                | —                | (900)                           | —                 |
| Noncash income tax provision (benefit), net                                    | 390                              | 719              | (246)                           | (1,100)           |
| <b>Noncontrolling interest:</b>                                                |                                  |                  |                                 |                   |
| Real estate amortization of right-of-use asset (1)                             | 72                               | 72               | 217                             | 217               |
| Noncash interest on derivative, net                                            | —                                | —                | —                               | (1)               |
|                                                                                | 1,754                            | (22)             | 6,711                           | (6,481)           |
| <b>Adjusted FFO attributable to common stockholders</b>                        | <b>\$ 65,741</b>                 | <b>\$ 67,869</b> | <b>\$ 194,955</b>               | <b>\$ 197,457</b> |
| <b>FFO attributable to common stockholders per diluted share</b>               | <b>\$ 0.28</b>                   | <b>\$ 0.30</b>   | <b>\$ 0.83</b>                  | <b>\$ 0.90</b>    |
| <b>Adjusted FFO attributable to common stockholders per diluted share</b>      | <b>\$ 0.29</b>                   | <b>\$ 0.30</b>   | <b>\$ 0.86</b>                  | <b>\$ 0.87</b>    |
| <b>Basic weighted average shares outstanding</b>                               | <b>224,530</b>                   | <b>227,068</b>   | <b>226,369</b>                  | <b>225,538</b>    |
| Shares associated with unvested restricted stock awards                        | 253                              | 419              | 219                             | 347               |
| <b>Diluted weighted average shares outstanding</b>                             | <b>224,783</b>                   | <b>227,487</b>   | <b>226,588</b>                  | <b>225,885</b>    |

(1) Amounts originally reported for the three and nine months ended September 30, 2018 for real estate depreciation and amortization related to finance leases, amortization of lease intangibles and noncash ground rent have been reclassified to real estate amortization of right-of-use assets to conform to the current year's reporting.

### CORPORATE FINANCIAL INFORMATION



## Pro Forma Consolidated Statements of Operations Q3 2019 – Q4 2018, FY 2018

(Unaudited and in thousands)

|                                                                 | Three Months Ended (1) |                  |                   |                      | Year Ended (1)       |
|-----------------------------------------------------------------|------------------------|------------------|-------------------|----------------------|----------------------|
|                                                                 | September 30,<br>2019  | June 30,<br>2019 | March 31,<br>2019 | December 31,<br>2018 | December 31,<br>2018 |
| <b>Revenues</b>                                                 |                        |                  |                   |                      |                      |
| Room                                                            | \$ 197,439             | \$ 206,063       | \$ 169,316        | \$ 183,992           | \$ 743,538           |
| Food and beverage                                               | 61,110                 | 75,386           | 68,829            | 65,412               | 265,043              |
| Other operating                                                 | 19,753                 | 18,195           | 16,465            | 22,031               | 70,845               |
| <b>Total revenues</b>                                           | <b>278,302</b>         | <b>299,644</b>   | <b>254,610</b>    | <b>271,435</b>       | <b>1,079,426</b>     |
| <b>Operating Expenses</b>                                       |                        |                  |                   |                      |                      |
| Room                                                            | 51,896                 | 51,273           | 47,665            | 48,658               | 195,622              |
| Food and beverage                                               | 44,720                 | 48,182           | 46,600            | 45,004               | 179,659              |
| Other expenses                                                  | 95,649                 | 97,193           | 93,350            | 90,816               | 362,592              |
| Corporate overhead                                              | 7,395                  | 8,078            | 7,516             | 8,191                | 30,247               |
| Depreciation and amortization                                   | 37,319                 | 36,271           | 36,134            | 35,583               | 139,659              |
| <b>Total operating expenses</b>                                 | <b>236,979</b>         | <b>240,997</b>   | <b>231,265</b>    | <b>228,252</b>       | <b>907,779</b>       |
| Interest and other income                                       | 3,762                  | 4,811            | 4,924             | 3,451                | 10,500               |
| Interest expense                                                | (12,963)               | (15,521)         | (14,032)          | (15,789)             | (46,529)             |
| Loss on extinguishment of debt                                  | —                      | —                | —                 | (835)                | (835)                |
| Income before income taxes                                      | 32,122                 | 47,937           | 14,237            | 30,010               | 134,783              |
| Income tax benefit (provision), net                             | 749                    | (2,676)          | 3,112             | (2,459)              | (1,767)              |
| <b>Net Income</b>                                               | <b>\$ 32,871</b>       | <b>\$ 45,261</b> | <b>\$ 17,349</b>  | <b>\$ 27,551</b>     | <b>\$ 133,016</b>    |
| <b>Adjusted EBITDAre, excluding noncontrolling interest (2)</b> | <b>\$ 80,177</b>       | <b>\$ 98,156</b> | <b>\$ 63,619</b>  | <b>\$ 80,874</b>     | <b>\$ 314,535</b>    |

- (1) Includes the Company's ownership results for the 20 Hotel Comparable Portfolio, along with the reduction of rental expense due to the acquisitions of previously leased building space and land at the Renaissance Washington DC and JW Marriott New Orleans, respectively. Excludes the Company's ownership results for the Courtyard by Marriott Los Angeles due to its sale in October 2019, along with the Marriott Tysons Corner due to its sale in December 2018, the Hilton North Houston and Marriott Houston due to their sales in October 2018, the Hyatt Regency Newport Beach due to its sale in July 2018, and the Marriott Philadelphia and Marriott Quincy due to their sales in January 2018.
- (2) Adjusted EBITDAre, excluding noncontrolling interest reconciliations for the three and nine months ended September 30, 2019 and for the year ended December 31, 2018 can be found on pages 16, 19 and 22, respectively, in this supplemental package.

### CORPORATE FINANCIAL INFORMATION



## Pro Forma Reconciliation of Net Income to EBITDAre and Adjusted EBITDAre, Excluding Noncontrolling Interest Q3 2019

|                                                                                | Three Months Ended September 30, 2019 |                                                          |                                    |                  |
|--------------------------------------------------------------------------------|---------------------------------------|----------------------------------------------------------|------------------------------------|------------------|
|                                                                                | Actual (1)                            | Disposition:<br>Courtyard by Marriott<br>Los Angeles (2) | Repurchase:<br>Common<br>Stock (3) | Pro<br>Forma (4) |
| <i>(In thousands)</i>                                                          |                                       |                                                          |                                    |                  |
| <b>Net income</b>                                                              | \$ 33,545                             | \$ (674)                                                 | \$ —                               | \$ 32,871        |
| <b>Operations held for investment:</b>                                         |                                       |                                                          |                                    |                  |
| Depreciation and amortization                                                  | 37,573                                | (254)                                                    | —                                  | 37,319           |
| Interest expense                                                               | 13,259                                | (296)                                                    | —                                  | 12,963           |
| Income tax benefit, net                                                        | (749)                                 | —                                                        | —                                  | (749)            |
| <b>EBITDAre</b>                                                                | <b>83,628</b>                         | <b>(1,224)</b>                                           | <b>—</b>                           | <b>82,404</b>    |
| <b>Operations held for investment:</b>                                         |                                       |                                                          |                                    |                  |
| Amortization of deferred stock compensation                                    | 2,146                                 | —                                                        | —                                  | 2,146            |
| Amortization of right-of-use assets                                            | (253)                                 | —                                                        | —                                  | (253)            |
| Finance lease obligation interest - cash ground rent                           | (589)                                 | 239                                                      | —                                  | (350)            |
| Prior year property tax adjustments, net                                       | (9)                                   | —                                                        | —                                  | (9)              |
| <b>Noncontrolling interest:</b>                                                |                                       |                                                          |                                    |                  |
| Income from consolidated joint venture attributable to noncontrolling interest | (2,508)                               | —                                                        | —                                  | (2,508)          |
| Depreciation and amortization                                                  | (793)                                 | —                                                        | —                                  | (793)            |
| Interest expense                                                               | (532)                                 | —                                                        | —                                  | (532)            |
| Amortization of right-of-use asset                                             | 72                                    | —                                                        | —                                  | 72               |
|                                                                                | (2,466)                               | 239                                                      | —                                  | (2,227)          |
| <b>Adjusted EBITDAre, excluding noncontrolling interest</b>                    | <b>\$ 81,162</b>                      | <b>\$ (985)</b>                                          | <b>\$ —</b>                        | <b>\$ 80,177</b> |

\*Footnotes on Page 18

### CORPORATE FINANCIAL INFORMATION



## Pro Forma Reconciliation of Net Income to FFO and Adjusted FFO Attributable to Common Stockholders Q3 2019

|                                                                                | Three Months Ended September 30, 2019 |                                                          |                                    |                  |
|--------------------------------------------------------------------------------|---------------------------------------|----------------------------------------------------------|------------------------------------|------------------|
|                                                                                | Actual (1)                            | Disposition:<br>Courtyard by Marriott<br>Los Angeles (2) | Repurchase:<br>Common<br>Stock (3) | Pro<br>Forma (4) |
| <i>(In thousands, except per share amounts)</i>                                |                                       |                                                          |                                    |                  |
| <b>Net income</b>                                                              | \$ 33,545                             | \$ (674)                                                 | \$ —                               | \$ 32,871        |
| Preferred stock dividends                                                      | (3,208)                               | —                                                        | —                                  | (3,208)          |
| <b>Operations held for investment:</b>                                         |                                       |                                                          |                                    |                  |
| Real estate depreciation and amortization                                      | 36,951                                | (254)                                                    | —                                  | 36,697           |
| <b>Noncontrolling interest:</b>                                                |                                       |                                                          |                                    |                  |
| Income from consolidated joint venture attributable to noncontrolling interest | (2,508)                               | —                                                        | —                                  | (2,508)          |
| Real estate depreciation and amortization                                      | (793)                                 | —                                                        | —                                  | (793)            |
| <b>FFO attributable to common stockholders</b>                                 | <b>63,987</b>                         | <b>(928)</b>                                             | <b>—</b>                           | <b>63,059</b>    |
| <b>Operations held for investment:</b>                                         |                                       |                                                          |                                    |                  |
| Real estate amortization of right-of-use assets                                | 146                                   | —                                                        | —                                  | 146              |
| Noncash interest on derivatives and finance lease obligations, net             | 1,155                                 | (57)                                                     | —                                  | 1,098            |
| Prior year property tax adjustments, net                                       | (9)                                   | —                                                        | —                                  | (9)              |
| Noncash income tax provision, net                                              | 390                                   | —                                                        | —                                  | 390              |
| <b>Noncontrolling interest:</b>                                                |                                       |                                                          |                                    |                  |
| Real estate amortization of right-of-use asset                                 | 72                                    | —                                                        | —                                  | 72               |
|                                                                                | <b>1,754</b>                          | <b>(57)</b>                                              | <b>—</b>                           | <b>1,697</b>     |
| <b>Adjusted FFO attributable to common stockholders</b>                        | <b>\$ 65,741</b>                      | <b>\$ (985)</b>                                          | <b>\$ —</b>                        | <b>\$ 64,756</b> |
| <b>FFO attributable to common stockholders per diluted share</b>               | <b>\$ 0.28</b>                        |                                                          |                                    | <b>\$ 0.28</b>   |
| <b>Adjusted FFO attributable to common stockholders per diluted share</b>      | <b>\$ 0.29</b>                        |                                                          |                                    | <b>\$ 0.29</b>   |
| <b>Basic weighted average shares outstanding</b>                               | <b>224,530</b>                        |                                                          | <b>(886)</b>                       | <b>223,644</b>   |
| Shares associated with unvested restricted stock awards                        | 253                                   |                                                          | —                                  | 253              |
| <b>Diluted weighted average shares outstanding</b>                             | <b>224,783</b>                        |                                                          | <b>(886)</b>                       | <b>223,897</b>   |

\*Footnotes on page 18

### CORPORATE FINANCIAL INFORMATION



## Pro Forma Reconciliation of Net Income to EBITDA<sub>re</sub>, Adjusted EBITDA<sub>re</sub>, Excluding Noncontrolling Interest, FFO and Adjusted FFO Attributable to Common Stockholders Q3 2019 Footnotes

- (1) Actual represents the Company's ownership results for all 21 hotels owned by the Company as of September 30, 2019.
- (2) Disposition: Courtyard by Marriott Los Angeles represents the Company's ownership results for the hotel, sold in October 2019.
- (3) Repurchase: Common Stock represents the 3,777,309 shares repurchased in connection with the Company's stock repurchase program in the second and third quarters of 2019.
- (4) Pro Forma represents the Company's ownership results for the 20 Hotel Comparable Portfolio, as well as the common stock repurchases in the second and third quarters of 2019.

### CORPORATE FINANCIAL INFORMATION



## Pro Forma Reconciliation of Net Income to EBITDAre and Adjusted EBITDAre, Excluding Noncontrolling Interest Q3 YTD 2019

|                                                                                | Nine Months Ended September 30, 2019 |                                                          |                                    |                  |
|--------------------------------------------------------------------------------|--------------------------------------|----------------------------------------------------------|------------------------------------|------------------|
|                                                                                | Actual (1)                           | Disposition:<br>Courtyard by Marriott<br>Los Angeles (2) | Repurchase:<br>Common<br>Stock (3) | Pro<br>Forma (4) |
| <i>(In thousands)</i>                                                          |                                      |                                                          |                                    |                  |
| <b>Net income</b>                                                              | \$ 97,379                            | \$ (1,898)                                               | \$ —                               | \$ 95,481        |
| <b>Operations held for investment:</b>                                         |                                      |                                                          |                                    |                  |
| Depreciation and amortization                                                  | 110,484                              | (760)                                                    | —                                  | 109,724          |
| Interest expense                                                               | 43,401                               | (885)                                                    | —                                  | 42,516           |
| Income tax benefit, net                                                        | (1,185)                              | —                                                        | —                                  | (1,185)          |
| <b>EBITDAre</b>                                                                | 250,079                              | (3,543)                                                  | —                                  | 246,536          |
| <b>Operations held for investment:</b>                                         |                                      |                                                          |                                    |                  |
| Amortization of deferred stock compensation                                    | 7,168                                | —                                                        | —                                  | 7,168            |
| Amortization of right-of-use assets                                            | (523)                                | —                                                        | —                                  | (523)            |
| Finance lease obligation interest - cash ground rent                           | (1,768)                              | 717                                                      | —                                  | (1,051)          |
| Prior year property tax adjustments, net                                       | 289                                  | —                                                        | —                                  | 289              |
| Prior owner contingency funding                                                | (900)                                | —                                                        | —                                  | (900)            |
| <b>Noncontrolling interest:</b>                                                |                                      |                                                          |                                    |                  |
| Income from consolidated joint venture attributable to noncontrolling interest | (6,062)                              | —                                                        | —                                  | (6,062)          |
| Depreciation and amortization                                                  | (2,072)                              | —                                                        | —                                  | (2,072)          |
| Interest expense                                                               | (1,650)                              | —                                                        | —                                  | (1,650)          |
| Amortization of right-of-use asset                                             | 217                                  | —                                                        | —                                  | 217              |
|                                                                                | (5,301)                              | 717                                                      | —                                  | (4,584)          |
| <b>Adjusted EBITDAre, excluding noncontrolling interest</b>                    | \$ 244,778                           | \$ (2,826)                                               | \$ —                               | \$ 241,952       |

\*Footnotes on page 21

### CORPORATE FINANCIAL INFORMATION



## Pro Forma Reconciliation of Net Income to FFO and Adjusted FFO Attributable to Common Stockholders Q3 YTD 2019

|                                                                                | Nine Months Ended September 30, 2019 |                                                          |                                    |                   |
|--------------------------------------------------------------------------------|--------------------------------------|----------------------------------------------------------|------------------------------------|-------------------|
|                                                                                | Actual (1)                           | Disposition:<br>Courtyard by Marriott<br>Los Angeles (2) | Repurchase:<br>Common<br>Stock (3) | Pro<br>Forma (4)  |
| <i>(In thousands, except per share amounts)</i>                                |                                      |                                                          |                                    |                   |
| <b>Net income</b>                                                              | \$ 97,379                            | \$ (1,898)                                               | \$ —                               | \$ 95,481         |
| Preferred stock dividends                                                      | (9,622)                              | —                                                        | —                                  | (9,622)           |
| <b>Operations held for investment:</b>                                         |                                      |                                                          |                                    |                   |
| Real estate depreciation and amortization                                      | 108,621                              | (760)                                                    | —                                  | 107,861           |
| <b>Noncontrolling interest:</b>                                                |                                      |                                                          |                                    |                   |
| Income from consolidated joint venture attributable to noncontrolling interest | (6,062)                              | —                                                        | —                                  | (6,062)           |
| Real estate depreciation and amortization                                      | (2,072)                              | —                                                        | —                                  | (2,072)           |
| <b>FFO attributable to common stockholders</b>                                 | <u>188,244</u>                       | <u>(2,658)</u>                                           | <u>—</u>                           | <u>185,586</u>    |
| <b>Operations held for investment:</b>                                         |                                      |                                                          |                                    |                   |
| Real estate amortization of right-of-use assets                                | 443                                  | —                                                        | —                                  | 443               |
| Noncash interest on derivatives and finance lease obligations, net             | 6,908                                | (168)                                                    | —                                  | 6,740             |
| Prior year property tax adjustments, net                                       | 289                                  | —                                                        | —                                  | 289               |
| Prior owner contingency funding                                                | (900)                                | —                                                        | —                                  | (900)             |
| Noncash income tax benefit, net                                                | (246)                                | —                                                        | —                                  | (246)             |
| <b>Noncontrolling interest:</b>                                                |                                      |                                                          |                                    |                   |
| Real estate amortization of right-of-use asset                                 | 217                                  | —                                                        | —                                  | 217               |
|                                                                                | <u>6,711</u>                         | <u>(168)</u>                                             | <u>—</u>                           | <u>6,543</u>      |
| <b>Adjusted FFO attributable to common stockholders</b>                        | <u>\$ 194,955</u>                    | <u>\$ (2,826)</u>                                        | <u>\$ —</u>                        | <u>\$ 192,129</u> |
| <b>FFO attributable to common stockholders per diluted share</b>               | <u>\$ 0.83</u>                       |                                                          |                                    | <u>\$ 0.83</u>    |
| <b>Adjusted FFO attributable to common stockholders per diluted share</b>      | <u>\$ 0.86</u>                       |                                                          |                                    | <u>\$ 0.86</u>    |
| <b>Basic weighted average shares outstanding</b>                               | 226,369                              |                                                          | (2,798)                            | 223,571           |
| Shares associated with unvested restricted stock awards                        | 219                                  |                                                          | —                                  | 219               |
| <b>Diluted weighted average shares outstanding</b>                             | <u>226,588</u>                       |                                                          | <u>(2,798)</u>                     | <u>223,790</u>    |

\*Footnotes on page 21

### CORPORATE FINANCIAL INFORMATION



## Pro Forma Reconciliation of Net Income to EBITDAre, Adjusted EBITDAre, Excluding Noncontrolling Interest, FFO and Adjusted FFO Attributable to Common Stockholders Q3 YTD 2019 Footnotes

- (1) Actual represents the Company's ownership results for all 21 hotels owned by the Company as of September 30, 2019.
- (2) Disposition: Courtyard by Marriott Los Angeles represents the Company's ownership results for the hotel, sold in October 2019.
- (3) Repurchase: Common Stock represents the 3,777,309 shares repurchased in connection with the Company's stock repurchase program in the second and third quarters of 2019.
- (4) Pro Forma represents the Company's ownership results for the 20 Hotel Comparable Portfolio, as well as the common stock repurchases in the second and third quarters of 2019.

### CORPORATE FINANCIAL INFORMATION



## Pro Forma Reconciliation of Net Income to EBITDAre and Adjusted EBITDAre, Excluding Noncontrolling Interest FY 2018

|                                                                                | Year Ended December 31, 2018 |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  |               |
|--------------------------------------------------------------------------------|------------------------------|----------------------------------------------------------------------|-------------------------------------------------------|---------------------------------------|--------------------------------------------------|-------------------------------------------------------------|--------------------------------------------|--------------------------------------------------|---------------|
|                                                                                |                              | Disposition:<br>Marriott<br>Philadelphia<br>& Marriott<br>Quincy (2) | Disposition:<br>Hyatt Regency<br>Newport<br>Beach (3) | Disposition:<br>Houston<br>Hotels (4) | Disposition:<br>Marriott<br>Tysons<br>Corner (5) | Disposition:<br>Courtyard by<br>Marriott Los<br>Angeles (6) | Acquisition:<br>Space Rights<br>& Land (7) | Issuance &<br>Repurchase:<br>Common<br>Stock (8) | Pro Forma (9) |
| (In thousands)                                                                 | Actual (1)                   |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  |               |
| Net income                                                                     | \$ 259,059                   | \$ (14,716)                                                          | \$ (56,447)                                           | \$ 332                                | \$ (53,446)                                      | \$ (2,480)                                                  | \$ 714                                     | \$ —                                             | \$ 133,016    |
| Operations held for investment:                                                |                              |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  |               |
| Depreciation and amortization                                                  | 146,449                      | —                                                                    | (1,773)                                               | (1,522)                               | (2,442)                                          | (1,053)                                                     | —                                          | —                                                | 139,659       |
| Interest expense                                                               | 47,690                       | —                                                                    | —                                                     | —                                     | —                                                | (1,161)                                                     | —                                          | —                                                | 46,529        |
| Income tax provision, net                                                      | 1,767                        | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | 1,767         |
| Gain on sale of assets, net                                                    | (116,916)                    | 15,659                                                               | 53,128                                                | 336                                   | 47,838                                           | —                                                           | —                                          | —                                                | 45            |
| Impairment loss                                                                | 1,394                        | —                                                                    | —                                                     | (1,394)                               | —                                                | —                                                           | —                                          | —                                                | —             |
| EBITDAre                                                                       | 339,443                      | 943                                                                  | (5,092)                                               | (2,248)                               | (8,050)                                          | (4,694)                                                     | 714                                        | —                                                | 321,016       |
| Operations held for investment:                                                |                              |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  |               |
| Amortization of deferred stock compensation                                    | 9,007                        | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | 9,007         |
| Amortization of favorable and unfavorable contracts, net                       | (2)                          | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | (2)           |
| Amortization of right-of-use assets                                            | (1,054)                      | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | 163                                        | —                                                | (891)         |
| Finance lease obligation interest - cash ground rent                           | (2,361)                      | —                                                                    | —                                                     | —                                     | —                                                | 956                                                         | —                                          | —                                                | (1,405)       |
| Loss on extinguishment of debt                                                 | 835                          | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | 835           |
| Hurricane-related insurance proceeds net of uninsured losses                   | (990)                        | —                                                                    | —                                                     | (4)                                   | —                                                | —                                                           | —                                          | —                                                | (994)         |
| Prior year property tax adjustments, net                                       | (203)                        | —                                                                    | 5                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | (198)         |
| Property-level restructuring, severance and management transition costs        | 29                           | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | 29            |
| Noncontrolling interest:                                                       |                              |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  |               |
| Income from consolidated joint venture attributable to noncontrolling interest | (8,614)                      | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | (8,614)       |
| Depreciation and amortization                                                  | (2,556)                      | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | (2,556)       |
| Interest expense                                                               | (1,982)                      | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | (1,982)       |
| Amortization of right-of-use assets                                            | 290                          | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | 290           |
|                                                                                | (7,601)                      | —                                                                    | 5                                                     | (4)                                   | —                                                | 956                                                         | 163                                        | —                                                | (6,481)       |
| Adjusted EBITDAre, excluding noncontrolling interest                           | \$ 331,842                   | \$ 943                                                               | \$ (5,087)                                            | \$ (2,252)                            | \$ (8,050)                                       | \$ (3,738)                                                  | \$ 877                                     | \$ —                                             | \$ 314,535    |

\*Footnotes on page 24

### CORPORATE FINANCIAL INFORMATION



## Pro Forma Reconciliation of Net Income to FFO and Adjusted FFO Attributable to Common Stockholders FY 2018

|                                                                                | Year Ended December 31, 2018 |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  |               |
|--------------------------------------------------------------------------------|------------------------------|----------------------------------------------------------------------|-------------------------------------------------------|---------------------------------------|--------------------------------------------------|-------------------------------------------------------------|--------------------------------------------|--------------------------------------------------|---------------|
|                                                                                |                              | Disposition:<br>Marriott<br>Philadelphia<br>& Marriott<br>Quincy (2) | Disposition:<br>Hyatt Regency<br>Newport<br>Beach (3) | Disposition:<br>Houston<br>Hotels (4) | Disposition:<br>Marriott<br>Tysons<br>Corner (5) | Disposition:<br>Courtyard by<br>Marriott Los<br>Angeles (6) | Acquisition:<br>Space Rights<br>& Land (7) | Issuance &<br>Repurchase:<br>Common<br>Stock (8) | Pro Forma (9) |
| (In thousands, except per share amounts)                                       | Actual (1)                   |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  |               |
| Net income                                                                     | \$ 259,059                   | \$ (14,716)                                                          | \$ (56,447)                                           | \$ 332                                | \$ (53,446)                                      | \$ (2,480)                                                  | \$ 714                                     | \$ —                                             | \$ 133,016    |
| Preferred stock dividends                                                      | (12,830)                     | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | (12,830)      |
| Operations held for investment:                                                |                              |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  |               |
| Real estate depreciation and amortization                                      | 144,358                      | —                                                                    | (1,773)                                               | (1,522)                               | (2,442)                                          | (1,053)                                                     | —                                          | —                                                | 137,568       |
| Gain on sale of assets, net                                                    | (116,916)                    | 15,659                                                               | 53,128                                                | 336                                   | 47,838                                           | —                                                           | —                                          | —                                                | 45            |
| Impairment loss                                                                | 1,394                        | —                                                                    | —                                                     | (1,394)                               | —                                                | —                                                           | —                                          | —                                                | —             |
| Noncontrolling interest:                                                       |                              |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  |               |
| Income from consolidated joint venture attributable to noncontrolling interest | (8,614)                      | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | (8,614)       |
| Real estate depreciation and amortization                                      | (2,556)                      | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | (2,556)       |
| FFO attributable to common stockholders                                        | 263,895                      | 943                                                                  | (5,092)                                               | (2,248)                               | (8,050)                                          | (3,533)                                                     | 714                                        | —                                                | 246,629       |
| Operations held for investment:                                                |                              |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  |               |
| Amortization of favorable and unfavorable contracts, net                       | (2)                          | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | (2)           |
| Real estate amortization of right-of-use assets                                | 415                          | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | 163                                        | —                                                | 578           |
| Noncash interest on derivatives and finance lease obligations, net             | (1,190)                      | —                                                                    | —                                                     | —                                     | —                                                | (205)                                                       | —                                          | —                                                | (1,395)       |
| Loss on extinguishment of debt                                                 | 835                          | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | 835           |
| Hurricane-related insurance proceeds net of uninsured losses                   | (990)                        | —                                                                    | —                                                     | (4)                                   | —                                                | —                                                           | —                                          | —                                                | (994)         |
| Prior year property tax adjustments, net                                       | (203)                        | —                                                                    | 5                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | (198)         |
| Property-level restructuring, severance and management transition costs        | 29                           | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | 29            |
| Noncash income tax provision, net                                              | 1,132                        | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | 1,132         |
| Noncontrolling interest:                                                       |                              |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  |               |
| Real estate amortization of right-of-use assets                                | 290                          | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | 290           |
| Noncash interest on derivative, net                                            | (1)                          | —                                                                    | —                                                     | —                                     | —                                                | —                                                           | —                                          | —                                                | (1)           |
|                                                                                | 315                          | —                                                                    | 5                                                     | (4)                                   | —                                                | (205)                                                       | 163                                        | —                                                | 274           |
| Adjusted FFO attributable to common stockholders                               | \$ 264,210                   | \$ 943                                                               | \$ (5,087)                                            | \$ (2,252)                            | \$ (8,050)                                       | \$ (3,738)                                                  | \$ 877                                     | \$ —                                             | \$ 246,903    |
| FFO attributable to common stockholders per diluted share                      | \$ 1.17                      |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  | \$ 1.10       |
| Adjusted FFO attributable to common stockholders per diluted share             | \$ 1.17                      |                                                                      |                                                       |                                       |                                                  |                                                             |                                            |                                                  | \$ 1.10       |
| Basic weighted average shares outstanding                                      | 225,924                      |                                                                      |                                                       |                                       |                                                  |                                                             |                                            | (2,685)                                          | 223,239       |
| Shares associated with unvested restricted stock awards                        | 377                          |                                                                      |                                                       |                                       |                                                  |                                                             |                                            | —                                                | 377           |
| Diluted weighted average shares outstanding                                    | 226,301                      |                                                                      |                                                       |                                       |                                                  |                                                             |                                            | (2,685)                                          | 223,616       |

\*Footnotes on page 24

### CORPORATE FINANCIAL INFORMATION



## Pro Forma Reconciliation of Net Income to EBITDAre, Adjusted EBITDAre, Excluding Noncontrolling Interest, FFO and Adjusted FFO Attributable to Common Stockholders FY 2018 Footnotes

- (1) Actual represents the Company's ownership results for all 21 hotels owned by the Company as of December 31, 2018, as well as results prior to their dispositions for the Marriott Philadelphia and Marriott Quincy in January 2018, the Hyatt Regency Newport Beach in July 2018, the Hilton North Houston and Marriott Houston in October 2018, the Marriott Tysons Corner in December 2018 and the Courtyard by Marriott Los Angeles in October 2019. In addition, amounts originally reported in 2018 for amortization of lease intangibles, noncash ground rent and real estate depreciation and amortization related to finance leases have been reclassified to amortization of right-of-use assets and real estate amortization of right-of-use assets to conform to 2019 reporting.
- (2) Disposition: Marriott Philadelphia & Marriott Quincy represents the Company's ownership results for the hotels, sold in January 2018.
- (3) Disposition: Hyatt Regency Newport Beach represents the Company's ownership results for the hotel, sold in July 2018.
- (4) Disposition: Houston Hotels represents the Company's ownership results for the Hilton North Houston & Marriott Houston, sold in October 2018.
- (5) Disposition: Marriott Tysons Corner represents the Company's ownership results for the hotel, sold in December 2018.
- (6) Disposition: Courtyard by Marriott Los Angeles represents the Company's ownership results for the hotel, sold in October 2019.
- (7) Acquisition: Space Rights & Land represents the reduction in lease space rental expense and ground lease expense payable to third parties due to the Company's acquisition of the exclusive perpetual rights to use certain portions of the Renaissance Washington DC building in May 2018 and the land underlying the JW Marriott New Orleans in July 2018, respectively.
- (8) Issuance & Repurchase: Common Stock represents the 2,590,854 shares issued in connection with the Company's ATM program in the second quarter of 2018 and the 3,777,309 shares repurchased in connection with the Company's stock repurchase program in the second and third quarters of 2019.
- (9) Pro Forma represents the Company's ownership results for the 20 Hotel Comparable Portfolio, as well as the common stock issuances in 2018, the common stock repurchases in 2019 and the reduction of rental expense due to the acquisitions of previously leased building space and land in May 2018 and July 2018, respectively.

### CORPORATE FINANCIAL INFORMATION



# EARNINGS GUIDANCE

EARNINGS GUIDANCE



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## Earnings Guidance for Q4 and FY 2019

The Company's achievement of the anticipated results is subject to risks and uncertainties, including those disclosed in the Company's filings with the Securities and Exchange Commission. The Company's guidance does not take into account the impact of any unanticipated developments in its business, changes in its operating environment, or any unannounced hotel acquisitions, dispositions, re-brandings, management changes, transition costs, legal settlements, noncash impairment expense, changes in deferred tax assets or valuation allowances, severance costs associated with restructuring hotel services, uninsured property losses, early lease termination costs, prior year property tax assessments or credits, debt repurchases/repayments, stock repurchases or unannounced financings during 2019.

For the fourth quarter of 2019, the Company expects:

| Metric                                                             | Quarter Ended<br>December 31, 2019<br>Guidance (1) |
|--------------------------------------------------------------------|----------------------------------------------------|
| Net Income (\$ millions)                                           | \$62 to \$67                                       |
| 20 Hotel Comparable Portfolio RevPAR Growth                        | -1.5% to + 0.5%                                    |
| Adjusted EBITDAre, excluding noncontrolling interest (\$ millions) | \$68 to \$72                                       |
| Adjusted FFO Attributable to Common Stockholders (\$ millions)     | \$51 to \$55                                       |
| Adjusted FFO Attributable to Common Stockholders per Diluted Share | \$0.23 to \$0.25                                   |
| Diluted Weighted Average Shares Outstanding                        | 224,100,000                                        |

For the full year of 2019, the Company expects:

| Metric                                                             | Prior Full Year 2019<br>Guidance (2) | Adjustments (3) | Adjusted Prior<br>Full Year 2019<br>Guidance | Current<br>Full Year 2019<br>Guidance (1) | Change in<br>Full Year 2019<br>Guidance Midpoint |
|--------------------------------------------------------------------|--------------------------------------|-----------------|----------------------------------------------|-------------------------------------------|--------------------------------------------------|
| Net Income (\$ millions)                                           | \$117 to \$130                       | + \$43          | \$160 to \$173                               | \$159 to \$164                            | - \$5                                            |
| 20 Hotel Comparable Portfolio RevPAR Growth                        | + 0.75% to + 2.75%                   | 0.0%            | + 0.75% to + 2.75%                           | + 1.0% to + 2.0%                          | - 0.25%                                          |
| Adjusted EBITDAre, excluding noncontrolling interest (\$ millions) | \$312 to \$324                       | - \$1           | \$311 to \$323                               | \$313 to \$317                            | - \$2                                            |
| Adjusted FFO Attributable to Common Stockholders (\$ millions)     | \$243 to \$255                       | - \$1           | \$242 to \$254                               | \$246 to \$250                            | \$0                                              |
| Adjusted FFO Attributable to Common Stockholders per Diluted Share | \$1.07 to \$1.13                     | \$0.00          | \$1.07 to \$1.13                             | \$1.09 to \$1.11                          | \$0                                              |
| Diluted Weighted Average Shares Outstanding                        | 226,200,000                          | —               | 226,200,000                                  | 226,000,000                               | - 200,000                                        |

- (1) See page 28 for detailed reconciliations of Net Income to non-GAAP financial measures.
- (2) Reflects guidance presented on August 1, 2019.
- (3) Adjustments reflect the anticipated fourth quarter operating income for the Courtyard by Marriott Los Angeles, as well as the estimated gain on the sale of the hotel.

### EARNINGS GUIDANCE



## Earnings Guidance for Q4 and FY 2019 (cont.)

Fourth quarter and full year 2019 guidance are based in part on the following assumptions:

- Full year total revenue displacement of approximately \$5 million and full year Adjusted EBITDAre, excluding noncontrolling interest displacement of approximately \$4 million related to 2019 major capital investment projects.
- Full year 20 Hotel Comparable Portfolio Adjusted EBITDAre Margin is expected to decline 50 basis points to 75 basis points.
- Full year corporate overhead expense (excluding deferred stock amortization) of approximately \$21 million.
- Full year amortization of deferred stock compensation expense of approximately \$9 million.
- Full year interest expense of approximately \$56 million, including approximately \$3 million in amortization of deferred financing costs, approximately \$3 million of finance lease obligation interest and approximately \$7 million of noncash loss on derivatives.
- Full year total preferred dividends of \$13 million, which includes the Series E and Series F cumulative redeemable preferred stock.

### EARNINGS GUIDANCE



## Reconciliation of Net Income to Adjusted EBITDAre, Excluding Noncontrolling Interest and Adjusted FFO Attributable to Common Stockholders Q4 and FY 2019

### Reconciliation of Net Income to Adjusted EBITDAre, Excluding Noncontrolling Interest

(In thousands, except per share data)

|                                                             | Quarter Ended<br>December 31, 2019 |                  | Year Ended<br>December 31, 2019 |                   |
|-------------------------------------------------------------|------------------------------------|------------------|---------------------------------|-------------------|
|                                                             | Low                                | High             | Low                             | High              |
| <b>Net income</b>                                           | \$ 61,900                          | \$ 66,500        | \$ 159,400                      | \$ 164,000        |
| Depreciation and amortization                               | 37,600                             | 37,400           | 148,100                         | 147,900           |
| Interest expense                                            | 12,300                             | 12,100           | 55,700                          | 55,500            |
| Income tax provision (benefit), net                         | 200                                | 200              | (1,000)                         | (1,000)           |
| Gain on sale of assets                                      | (43,000)                           | (43,000)         | (43,000)                        | (43,000)          |
| Amortization of deferred stock compensation                 | 2,100                              | 2,100            | 9,300                           | 9,300             |
| Amortization of right-of-use assets                         | (300)                              | (300)            | (800)                           | (800)             |
| Finance lease obligation interest - cash ground rent        | (400)                              | (400)            | (2,200)                         | (2,200)           |
| Prior year property tax adjustments, net                    | —                                  | —                | 300                             | 300               |
| Prior owner contingency funding                             | —                                  | —                | (900)                           | (900)             |
| Noncontrolling interest                                     | (2,400)                            | (2,600)          | (11,900)                        | (12,100)          |
| <b>Adjusted EBITDAre, excluding noncontrolling interest</b> | <b>\$ 68,000</b>                   | <b>\$ 72,000</b> | <b>\$ 313,000</b>               | <b>\$ 317,000</b> |

### Reconciliation of Net Income to Adjusted FFO Attributable to Common Stockholders

|                                                                           |                  |                  |                   |                   |
|---------------------------------------------------------------------------|------------------|------------------|-------------------|-------------------|
| <b>Net income</b>                                                         | \$ 61,900        | \$ 66,500        | \$ 159,400        | \$ 164,000        |
| Preferred stock dividends                                                 | (3,200)          | (3,200)          | (12,800)          | (12,800)          |
| Real estate depreciation and amortization                                 | 37,000           | 36,800           | 145,600           | 145,400           |
| Gain on sale of assets                                                    | (43,000)         | (43,000)         | (43,000)          | (43,000)          |
| Real estate amortization of right-of-use assets                           | 200              | 200              | 600               | 600               |
| Noncash interest on derivatives and finance lease obligations, net        | —                | —                | 6,900             | 6,900             |
| Prior year property tax adjustments, net                                  | —                | —                | 300               | 300               |
| Noncash income tax benefit, net                                           | —                | —                | (200)             | (200)             |
| Prior owner contingency funding                                           | —                | —                | (900)             | (900)             |
| Noncontrolling interest                                                   | (1,900)          | (2,100)          | (9,800)           | (10,000)          |
| <b>Adjusted FFO attributable to common stockholders</b>                   | <b>\$ 51,000</b> | <b>\$ 55,200</b> | <b>\$ 246,100</b> | <b>\$ 250,300</b> |
| <b>Adjusted FFO attributable to common stockholders per diluted share</b> | <b>\$ 0.23</b>   | <b>\$ 0.25</b>   | <b>\$ 1.09</b>    | <b>\$ 1.11</b>    |
| <b>Diluted weighted average shares outstanding</b>                        | <b>224,100</b>   | <b>224,100</b>   | <b>226,000</b>    | <b>226,000</b>    |

#### EARNINGS GUIDANCE



# CAPITALIZATION

CAPITALIZATION



## Comparative Capitalization Q3 2019 – Q3 2018

(In thousands, except per share data)

### Common Share Price & Dividends

|                            |    |       |    |       |    |       |    |       |    |       |
|----------------------------|----|-------|----|-------|----|-------|----|-------|----|-------|
| At the end of the quarter  | \$ | 13.74 | \$ | 13.71 | \$ | 14.40 | \$ | 13.01 | \$ | 16.36 |
| High during quarter ended  | \$ | 13.92 | \$ | 14.94 | \$ | 15.44 | \$ | 16.13 | \$ | 16.98 |
| Low during quarter ended   | \$ | 12.85 | \$ | 13.19 | \$ | 12.86 | \$ | 12.91 | \$ | 15.79 |
| Common dividends per share | \$ | 0.05  | \$ | 0.05  | \$ | 0.05  | \$ | 0.54  | \$ | 0.05  |

### Common Shares & Units

|                                           |  |         |  |         |  |         |  |         |  |         |
|-------------------------------------------|--|---------|--|---------|--|---------|--|---------|--|---------|
| Common shares outstanding                 |  | 224,862 |  | 228,207 |  | 228,587 |  | 228,246 |  | 228,247 |
| Units outstanding                         |  | —       |  | —       |  | —       |  | —       |  | —       |
| Total common shares and units outstanding |  | 224,862 |  | 228,207 |  | 228,587 |  | 228,246 |  | 228,247 |

### Capitalization

|                                                  |    |           |    |           |    |           |    |           |    |           |
|--------------------------------------------------|----|-----------|----|-----------|----|-----------|----|-----------|----|-----------|
| Market value of common equity                    | \$ | 3,089,604 | \$ | 3,128,716 | \$ | 3,291,659 | \$ | 2,969,484 | \$ | 3,734,122 |
| Liquidation value of preferred equity - Series E |    | 115,000   |    | 115,000   |    | 115,000   |    | 115,000   |    | 115,000   |
| Liquidation value of preferred equity - Series F |    | 75,000    |    | 75,000    |    | 75,000    |    | 75,000    |    | 75,000    |
| Consolidated debt                                |    | 977,058   |    | 979,040   |    | 980,996   |    | 982,828   |    | 984,916   |
| Consolidated total capitalization                |    | 4,256,662 |    | 4,297,756 |    | 4,462,655 |    | 4,142,312 |    | 4,909,038 |
| Noncontrolling interest in consolidated debt     |    | (55,000)  |    | (55,000)  |    | (55,000)  |    | (55,000)  |    | (55,000)  |
| Pro rata total capitalization                    | \$ | 4,201,662 | \$ | 4,242,756 | \$ | 4,407,655 | \$ | 4,087,312 | \$ | 4,854,038 |

|                                                                             |  |        |  |        |  |        |  |        |  |        |
|-----------------------------------------------------------------------------|--|--------|--|--------|--|--------|--|--------|--|--------|
| Consolidated debt to consolidated total capitalization                      |  | 23.0 % |  | 22.8 % |  | 22.0 % |  | 23.7 % |  | 20.1 % |
| Pro rata debt to pro rata total capitalization                              |  | 21.9 % |  | 21.8 % |  | 21.0 % |  | 22.7 % |  | 19.2 % |
| Consolidated debt and preferred equity to consolidated total capitalization |  | 27.4 % |  | 27.2 % |  | 26.2 % |  | 28.3 % |  | 23.9 % |
| Pro rata debt and preferred equity to pro rata total capitalization         |  | 26.5 % |  | 26.3 % |  | 25.3 % |  | 27.3 % |  | 23.1 % |

### CAPITALIZATION



## Consolidated Debt Summary Schedule

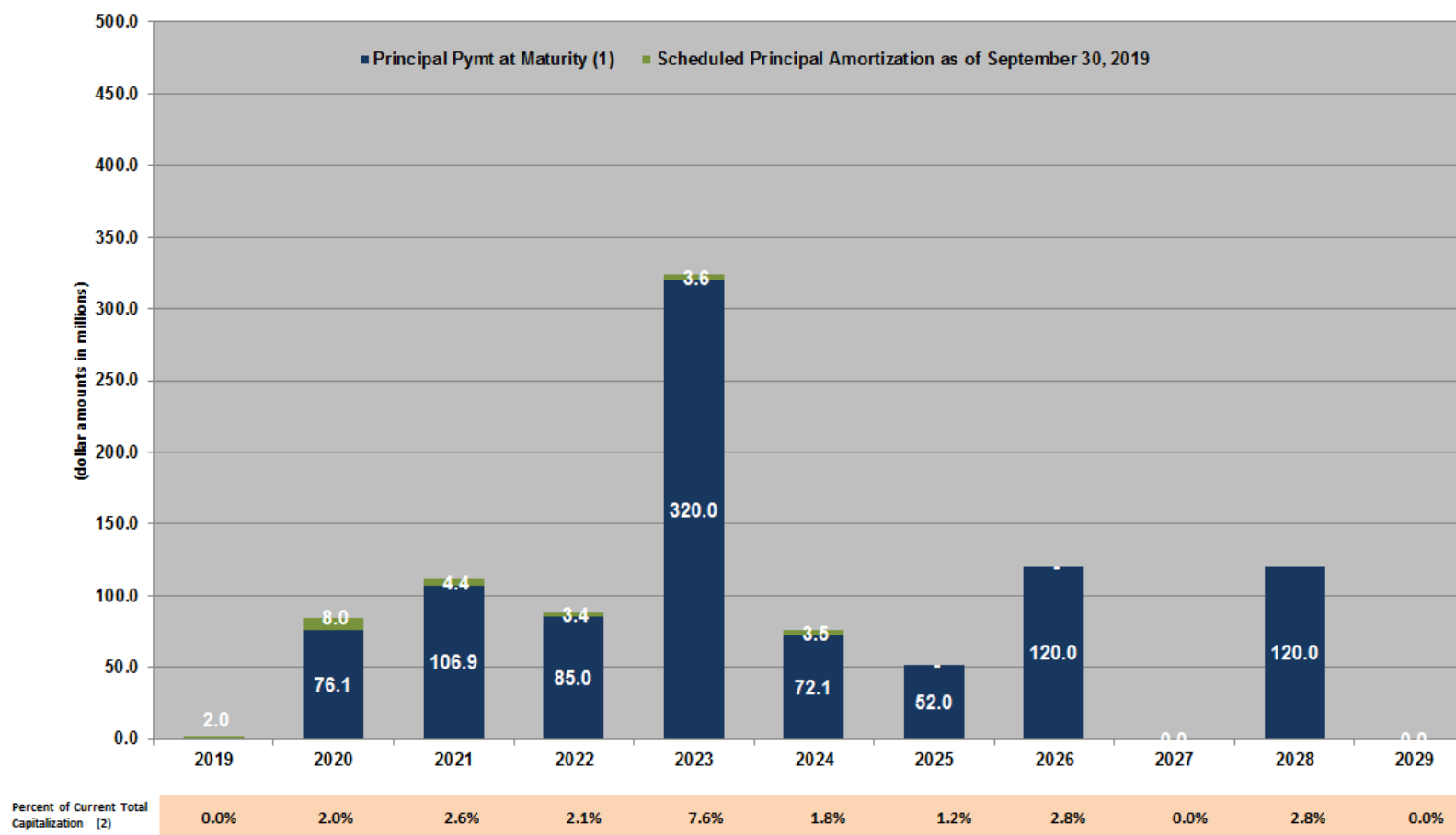
| <i>(In thousands)</i><br>Debt            | Collateral                | Interest Rate /<br>Spread | Maturity<br>Date | September 30, 2019<br>Balance | Balance At<br>Maturity |
|------------------------------------------|---------------------------|---------------------------|------------------|-------------------------------|------------------------|
| <b>Fixed Rate Debt</b>                   |                           |                           |                  |                               |                        |
| Secured Mortgage Debt                    | Hilton Times Square       | 4.97%                     | 11/01/2020       | \$ 78,350                     | \$ 76,145              |
| Secured Mortgage Debt                    | Renaissance Washington DC | 5.95%                     | 05/01/2021       | 111,833                       | 106,855                |
| Term Loan Facility                       | Unsecured                 | 2.94%                     | 09/03/2022       | 85,000                        | 85,000                 |
| Term Loan Facility                       | Unsecured                 | 3.20%                     | 01/31/2023       | 100,000                       | 100,000                |
| Secured Mortgage Debt                    | JW Marriott New Orleans   | 4.15%                     | 12/11/2024       | 82,336                        | 72,071                 |
| Secured Mortgage Debt                    | Embassy Suites La Jolla   | 4.12%                     | 01/06/2025       | 59,539                        | 51,987                 |
| Series A Senior Notes                    | Unsecured                 | 4.69%                     | 01/10/2026       | 120,000                       | 120,000                |
| Series B Senior Notes                    | Unsecured                 | 4.79%                     | 01/10/2028       | 120,000                       | 120,000                |
| <b>Total Fixed Rate Debt</b>             |                           |                           |                  | <b>757,058</b>                | <b>732,058</b>         |
| Secured Mortgage Debt                    | Hilton San Diego Bayfront | L + 1.05%                 | 12/09/2023 (1)   | 220,000                       | 220,000                |
| Credit Facility                          | Unsecured                 | L + 1.40% - 2.25%         | 04/14/2023       | —                             | —                      |
| <b>Total Variable Rate Debt</b>          |                           |                           |                  | <b>220,000</b>                | <b>220,000</b>         |
| <b>TOTAL CONSOLIDATED DEBT</b>           |                           |                           |                  | <b>\$ 977,058</b>             | <b>\$ 952,058</b>      |
| <b>Preferred Stock</b>                   |                           |                           |                  |                               |                        |
| Series E cumulative redeemable preferred |                           | 6.95%                     | perpetual        | \$ 115,000                    |                        |
| Series F cumulative redeemable preferred |                           | 6.45%                     | perpetual        | 75,000                        |                        |
| <b>Total Preferred Stock</b>             |                           |                           |                  | <b>\$ 190,000</b>             |                        |
| <b>Debt Statistics</b>                   |                           |                           |                  |                               |                        |
| % Fixed Rate Debt                        |                           |                           |                  | 77.5 %                        |                        |
| % Floating Rate Debt                     |                           |                           |                  | 22.5 %                        |                        |
| Average Interest Rate (2)                |                           |                           |                  | 4.18 %                        |                        |
| Weighted Average Maturity of Debt (1)    |                           |                           |                  | 4.4 years                     |                        |

- (1) The Company intends to exercise all three of its available one-year options to extend the maturity date of the \$220.0 million loan secured by the Hilton San Diego Bayfront from December 2020 to December 2023. By extending this loan, the Company's weighted average maturity of debt increases from 3.7 years to 4.4 years.
- (2) Average Interest Rate on the variable-rate debt obligation is calculated based on the variable rate at September 30, 2019, and includes the effect of the Company's interest rate derivative agreement.

## CAPITALIZATION



## Consolidated Amortization and Debt Maturity Schedule As of September 30, 2019



(1) The Company intends to exercise all three of its available one-year options to extend the maturity date of the \$220.0 million loan secured by the Hilton San Diego Bayfront from December 2020 to December 2023.

(2) Percent of Current Total Capitalization is calculated by dividing the sum of scheduled principal amortization and maturity payments by the September 30, 2019 consolidated total capitalization as presented on page 30.

### CAPITALIZATION



## PROPERTY-LEVEL DATA

### PROPERTY-LEVEL DATA



**Hotel Information as of November 4, 2019**

|                                     | Hotel                                               | Location      | Brand       | Number of Rooms | % of Total Rooms | Ownership Interest | Interest   | Leasehold Maturity (1) | Year Acquired |
|-------------------------------------|-----------------------------------------------------|---------------|-------------|-----------------|------------------|--------------------|------------|------------------------|---------------|
| 1                                   | Hilton San Diego Bayfront                           | California    | Hilton      | 1,190           | 11.22%           | 75%                | Leasehold  | 2071                   | 2011          |
| 2                                   | Boston Park Plaza                                   | Massachusetts | Independent | 1,060           | 9.99%            | 100%               | Fee Simple |                        | 2013          |
| 3                                   | Hyatt Regency San Francisco                         | California    | Hyatt       | 820 (2)         | 7.74%            | 100%               | Fee Simple |                        | 2013          |
| 4                                   | Renaissance Washington DC                           | Washington DC | Marriott    | 807             | 7.61%            | 100%               | Fee Simple |                        | 2005          |
| 5                                   | Renaissance Orlando at SeaWorld®                    | Florida       | Marriott    | 781             | 7.36%            | 100%               | Fee Simple |                        | 2005          |
| 6                                   | Renaissance Harborplace                             | Maryland      | Marriott    | 622             | 5.86%            | 100%               | Fee Simple |                        | 2005          |
| 7                                   | Wailea Beach Resort                                 | Hawaii        | Marriott    | 547             | 5.16%            | 100%               | Fee Simple |                        | 2014          |
| 8                                   | Renaissance Los Angeles Airport                     | California    | Marriott    | 502             | 4.73%            | 100%               | Fee Simple |                        | 2007          |
| 9                                   | JW Marriott New Orleans (3)                         | Louisiana     | Marriott    | 501             | 4.72%            | 100%               | Fee Simple |                        | 2011          |
| 10                                  | Hilton Times Square                                 | New York      | Hilton      | 478             | 4.51%            | 100%               | Leasehold  | 2091                   | 2006          |
| 11                                  | Hyatt Centric Chicago Magnificent Mile              | Illinois      | Hyatt       | 419             | 3.95%            | 100%               | Leasehold  | 2097                   | 2012          |
| 12                                  | Marriott Boston Long Wharf                          | Massachusetts | Marriott    | 415             | 3.91%            | 100%               | Fee Simple |                        | 2007          |
| 13                                  | Renaissance Long Beach                              | California    | Marriott    | 374             | 3.52%            | 100%               | Fee Simple |                        | 2005          |
| 14                                  | Embassy Suites Chicago                              | Illinois      | Hilton      | 368             | 3.47%            | 100%               | Fee Simple |                        | 2002          |
| 15                                  | Hilton Garden Inn Chicago Downtown/Magnificent Mile | Illinois      | Hilton      | 361             | 3.40%            | 100%               | Fee Simple |                        | 2012          |
| 16                                  | Renaissance Westchester                             | New York      | Marriott    | 348             | 3.28%            | 100%               | Fee Simple |                        | 2010          |
| 17                                  | Embassy Suites La Jolla                             | California    | Hilton      | 340             | 3.20%            | 100%               | Fee Simple |                        | 2006          |
| 18                                  | Hilton New Orleans St. Charles                      | Louisiana     | Hilton      | 252             | 2.38%            | 100%               | Fee Simple |                        | 2013          |
| 19                                  | Marriott Portland                                   | Oregon        | Marriott    | 249             | 2.35%            | 100%               | Fee Simple |                        | 2000          |
| 20                                  | Oceans Edge Resort & Marina                         | Florida       | Independent | 175             | 1.65%            | 100%               | Fee Simple |                        | 2017          |
| Total 20 Hotel Comparable Portfolio |                                                     |               |             | 10,609          | 100%             |                    |            |                        |               |

(1) Assumes the full exercise of all lease extensions.

(2) Hotel added 2 rooms in August 2019 and 14 rooms in October 2019.

(3) Hotel is subject to a municipal air rights lease that matures in 2044 and applies only to certain balcony space that is not integral to the hotel operation.

**PROPERTY-LEVEL DATA**


## PROPERTY-LEVEL OPERATING STATISTICS

### PROPERTY-LEVEL OPERATING STATISTICS



## Property-Level Operating Statistics

### Q3 2019/2018

Hotels sorted by number of rooms

|                                          |                                                     | ADR                                      |                  |             | Occupancy                                |              |              | RevPAR                                   |                  |             |
|------------------------------------------|-----------------------------------------------------|------------------------------------------|------------------|-------------|------------------------------------------|--------------|--------------|------------------------------------------|------------------|-------------|
|                                          |                                                     | For the Three Months Ended September 30, |                  |             | For the Three Months Ended September 30, |              |              | For the Three Months Ended September 30, |                  |             |
|                                          |                                                     | 2019                                     | 2018             | Variance    | 2019                                     | 2018         | Variance     | 2019                                     | 2018             | Variance    |
| 1                                        | Hilton San Diego Bayfront (1)                       | \$ 262.84                                | \$ 259.59        | 1.3%        | 89.1%                                    | 87.7%        | 1.6%         | \$ 234.19                                | \$ 227.66        | 2.9%        |
| 2                                        | Boston Park Plaza                                   | \$ 239.18                                | \$ 232.86        | 2.7%        | 96.3%                                    | 98.3%        | -2.0%        | \$ 230.33                                | \$ 228.90        | 0.6%        |
| 3                                        | Renaissance Washington DC                           | \$ 198.93                                | \$ 195.71        | 1.6%        | 79.0%                                    | 75.8%        | 4.2%         | \$ 157.15                                | \$ 148.35        | 5.9%        |
| 4                                        | Hyatt Regency San Francisco (1)                     | \$ 308.12                                | \$ 326.19        | -5.5%       | 92.4%                                    | 92.9%        | -0.5%        | \$ 284.70                                | \$ 303.03        | -6.0%       |
| 5                                        | Renaissance Orlando at SeaWorld ®                   | \$ 128.70                                | \$ 130.97        | -1.7%       | 68.6%                                    | 75.9%        | -9.6%        | \$ 88.29                                 | \$ 99.41         | -11.2%      |
| 6                                        | Renaissance Harborplace (1)                         | \$ 163.39                                | \$ 167.58        | -2.5%       | 78.3%                                    | 79.4%        | -1.4%        | \$ 127.93                                | \$ 133.06        | -3.9%       |
| 7                                        | Wailea Beach Resort                                 | \$ 465.12                                | \$ 392.51        | 18.5%       | 88.8%                                    | 85.2%        | 4.2%         | \$ 413.03                                | \$ 334.42        | 23.5%       |
| 8                                        | Renaissance Los Angeles Airport (1)                 | \$ 153.67                                | \$ 158.23        | -2.9%       | 92.2%                                    | 93.1%        | -1.0%        | \$ 141.68                                | \$ 147.31        | -3.8%       |
| 9                                        | JW Marriott New Orleans (1)                         | \$ 174.99                                | \$ 158.65        | 10.3%       | 78.3%                                    | 62.3%        | 25.7%        | \$ 137.02                                | \$ 98.84         | 38.6%       |
| 10                                       | Hilton Times Square                                 | \$ 275.37                                | \$ 289.76        | -5.0%       | 99.4%                                    | 99.1%        | 0.3%         | \$ 273.72                                | \$ 287.15        | -4.7%       |
| 11                                       | Hyatt Centric Magnificent Mile                      | \$ 208.34                                | \$ 224.59        | -7.2%       | 89.7%                                    | 90.0%        | -0.3%        | \$ 186.88                                | \$ 202.13        | -7.5%       |
| 12                                       | Marriott Boston Long Wharf (1)                      | \$ 380.36                                | \$ 361.26        | 5.3%        | 94.0%                                    | 93.8%        | 0.2%         | \$ 357.54                                | \$ 338.86        | 5.5%        |
| 13                                       | Renaissance Long Beach                              | \$ 183.73                                | \$ 179.11        | 2.6%        | 83.8%                                    | 85.7%        | -2.2%        | \$ 153.97                                | \$ 153.50        | 0.3%        |
| 14                                       | Embassy Suites Chicago                              | \$ 218.23                                | \$ 237.87        | -8.3%       | 92.3%                                    | 94.6%        | -2.4%        | \$ 201.43                                | \$ 225.03        | -10.5%      |
| 15                                       | Hilton Garden Inn Chicago Downtown/Magnificent Mile | \$ 192.83                                | \$ 214.28        | -10.0%      | 89.9%                                    | 91.4%        | -1.6%        | \$ 173.35                                | \$ 195.85        | -11.5%      |
| 16                                       | Renaissance Westchester                             | \$ 160.29                                | \$ 154.16        | 4.0%        | 69.4%                                    | 74.4%        | -6.7%        | \$ 111.24                                | \$ 114.70        | -3.0%       |
| 17                                       | Embassy Suites La Jolla                             | \$ 213.78                                | \$ 215.35        | -0.7%       | 90.2%                                    | 93.2%        | -3.2%        | \$ 192.83                                | \$ 200.71        | -3.9%       |
| 18                                       | Hilton New Orleans St. Charles                      | \$ 139.90                                | \$ 133.88        | 4.5%        | 68.8%                                    | 72.6%        | -5.2%        | \$ 96.25                                 | \$ 97.20         | -1.0%       |
| 19                                       | Marriott Portland                                   | \$ 210.27                                | \$ 211.39        | -0.5%       | 88.3%                                    | 86.2%        | 2.4%         | \$ 185.67                                | \$ 182.22        | 1.9%        |
| 20                                       | Oceans Edge Resort & Marina (1)                     | \$ 180.60                                | \$ 190.11        | -5.0%       | 83.5%                                    | 95.6%        | -12.7%       | \$ 150.80                                | \$ 181.75        | -17.0%      |
| <b>20 Hotel Comparable Portfolio (2)</b> |                                                     | <b>\$ 235.00</b>                         | <b>\$ 232.33</b> | <b>1.1%</b> | <b>86.2%</b>                             | <b>86.4%</b> | <b>-0.2%</b> | <b>\$ 202.57</b>                         | <b>\$ 200.73</b> | <b>0.9%</b> |

- (1) Operating statistics for the third quarter of 2019 are impacted by room renovations at the Hilton San Diego Bayfront, the Hyatt Regency San Francisco, the Oceans Edge Resort & Marina and the Renaissance Harborplace. Operating statistics for the third quarter of 2018 are impacted by room renovations at the Hyatt Regency San Francisco, the JW Marriott New Orleans, the Marriott Boston Long Wharf and the Renaissance Los Angeles Airport.
- (2) 20 Hotel Comparable Portfolio includes all hotels owned by the Company as of September 30, 2019, with the exception of the Courtyard by Marriott Los Angeles due to its sale in October 2019.

#### PROPERTY-LEVEL OPERATING STATISTICS



## Property-Level Operating Statistics

### Q3 YTD 2019/2018

Hotels sorted by number of rooms

|                                                        | ADR                                     |                  |             | Occupancy                               |              |             | RevPAR                                  |                  |             |
|--------------------------------------------------------|-----------------------------------------|------------------|-------------|-----------------------------------------|--------------|-------------|-----------------------------------------|------------------|-------------|
|                                                        | For the Nine Months Ended September 30, |                  |             | For the Nine Months Ended September 30, |              |             | For the Nine Months Ended September 30, |                  |             |
|                                                        | 2019                                    | 2018             | Variance    | 2019                                    | 2018         | Variance    | 2019                                    | 2018             | Variance    |
| 1 Hilton San Diego Bayfront (1)                        | \$ 257.32                               | \$ 251.04        | 2.5%        | 81.1%                                   | 87.2%        | -7.0%       | \$ 208.69                               | \$ 218.91        | -4.7%       |
| 2 Boston Park Plaza                                    | \$ 217.24                               | \$ 216.47        | 0.4%        | 91.4%                                   | 88.1%        | 3.7%        | \$ 198.56                               | \$ 190.71        | 4.1%        |
| 3 Renaissance Washington DC                            | \$ 230.93                               | \$ 229.62        | 0.6%        | 79.7%                                   | 79.8%        | -0.1%       | \$ 184.05                               | \$ 183.24        | 0.4%        |
| 4 Hyatt Regency San Francisco (1)                      | \$ 322.89                               | \$ 309.08        | 4.5%        | 89.2%                                   | 89.5%        | -0.3%       | \$ 288.02                               | \$ 276.63        | 4.1%        |
| 5 Renaissance Orlando at SeaWorld ®                    | \$ 165.99                               | \$ 162.79        | 2.0%        | 78.1%                                   | 79.3%        | -1.5%       | \$ 129.64                               | \$ 129.09        | 0.4%        |
| 6 Renaissance Harborplace (1)                          | \$ 166.57                               | \$ 164.99        | 1.0%        | 63.4%                                   | 72.0%        | -11.9%      | \$ 105.61                               | \$ 118.79        | -11.1%      |
| 7 Wailea Beach Resort                                  | \$ 469.49                               | \$ 408.77        | 14.9%       | 91.7%                                   | 90.4%        | 1.4%        | \$ 430.52                               | \$ 369.53        | 16.5%       |
| 8 Renaissance Los Angeles Airport (1)                  | \$ 149.54                               | \$ 154.11        | -3.0%       | 90.9%                                   | 87.9%        | 3.4%        | \$ 135.93                               | \$ 135.46        | 0.3%        |
| 9 JW Marriott New Orleans (1)                          | \$ 205.67                               | \$ 200.39        | 2.6%        | 84.4%                                   | 70.4%        | 19.9%       | \$ 173.59                               | \$ 141.07        | 23.0%       |
| 10 Hilton Times Square                                 | \$ 263.66                               | \$ 274.30        | -3.9%       | 99.2%                                   | 99.2%        | 0.0%        | \$ 261.55                               | \$ 272.11        | -3.9%       |
| 11 Hyatt Chicago Magnificent Mile                      | \$ 193.29                               | \$ 201.07        | -3.9%       | 82.5%                                   | 84.7%        | -2.6%       | \$ 159.46                               | \$ 170.31        | -6.4%       |
| 12 Marriott Boston Long Wharf (1)                      | \$ 337.94                               | \$ 341.37        | -1.0%       | 87.5%                                   | 70.7%        | 23.8%       | \$ 295.70                               | \$ 241.35        | 22.5%       |
| 13 Renaissance Long Beach                              | \$ 193.19                               | \$ 186.57        | 3.5%        | 82.9%                                   | 84.0%        | -1.3%       | \$ 160.15                               | \$ 156.72        | 2.2%        |
| 14 Embassy Suites Chicago                              | \$ 192.22                               | \$ 207.07        | -7.2%       | 88.7%                                   | 89.5%        | -0.9%       | \$ 170.50                               | \$ 185.33        | -8.0%       |
| 15 Hilton Garden Inn Chicago Downtown/Magnificent Mile | \$ 171.65                               | \$ 184.21        | -6.8%       | 83.0%                                   | 86.9%        | -4.5%       | \$ 142.47                               | \$ 160.08        | -11.0%      |
| 16 Renaissance Westchester                             | \$ 157.24                               | \$ 157.17        | 0.0%        | 71.4%                                   | 74.9%        | -4.7%       | \$ 112.27                               | \$ 117.72        | -4.6%       |
| 17 Embassy Suites La Jolla                             | \$ 206.01                               | \$ 203.17        | 1.4%        | 88.9%                                   | 89.4%        | -0.6%       | \$ 183.14                               | \$ 181.63        | 0.8%        |
| 18 Hilton New Orleans St. Charles                      | \$ 168.21                               | \$ 168.72        | -0.3%       | 76.6%                                   | 79.7%        | -3.9%       | \$ 128.85                               | \$ 134.47        | -4.2%       |
| 19 Marriott Portland                                   | \$ 190.04                               | \$ 189.16        | 0.5%        | 85.2%                                   | 84.5%        | 0.8%        | \$ 161.91                               | \$ 159.84        | 1.3%        |
| 20 Oceans Edge Resort & Marina (1)                     | \$ 244.81                               | \$ 238.01        | 2.9%        | 90.2%                                   | 93.3%        | -3.3%       | \$ 220.82                               | \$ 222.06        | -0.6%       |
| <b>20 Hotel Comparable Portfolio (2)</b>               | <b>\$ 235.40</b>                        | <b>\$ 230.08</b> | <b>2.3%</b> | <b>84.1%</b>                            | <b>84.1%</b> | <b>0.0%</b> | <b>\$ 197.97</b>                        | <b>\$ 193.50</b> | <b>2.3%</b> |

(1) Operating statistics for the first nine months of 2019 are impacted by room renovations at the Hilton San Diego Bayfront, the Hyatt Regency San Francisco, the Oceans Edge Resort & Marina and the Renaissance Harborplace. Operating statistics for the first nine months of 2018 are impacted by room renovations at the Hyatt Regency San Francisco, the JW Marriott New Orleans, the Marriott Boston Long Wharf and the Renaissance Los Angeles Airport.

(2) 20 Hotel Comparable Portfolio includes all hotels owned by the Company as of September 30, 2019, with the exception of the Courtyard by Marriott Los Angeles due to its sale in October 2019.

#### PROPERTY-LEVEL OPERATING STATISTICS



## OPERATING STATISTICS BY BRAND & GEOGRAPHY

OPERATING STATISTICS BY BRAND & GEOGRAPHY



Page 38

## Operating Statistics by Brand Q3 and Q3 YTD 2019/2018

|                                   |    | For the Three Months Ended September 30, |           |           |       |           |           |               |  |
|-----------------------------------|----|------------------------------------------|-----------|-----------|-------|-----------|-----------|---------------|--|
|                                   |    | 2019                                     |           |           | 2018  |           |           |               |  |
| # of Hotels                       |    | Occ                                      | ADR       | RevPAR    | Occ   | ADR       | RevPAR    | RevPAR Change |  |
| Marriott (1)                      | 10 | 80.9%                                    | \$ 223.72 | \$ 180.99 | 80.2% | \$ 210.78 | \$ 169.05 | 7.1%          |  |
| Hilton (2)                        | 6  | 89.6%                                    | \$ 237.36 | \$ 212.67 | 90.2% | \$ 242.81 | \$ 219.01 | -2.9%         |  |
| Hyatt (3)                         | 2  | 91.5%                                    | \$ 274.63 | \$ 251.29 | 91.9% | \$ 292.12 | \$ 268.46 | -6.4%         |  |
| Other (4)                         | 2  | 94.5%                                    | \$ 231.85 | \$ 219.10 | 97.9% | \$ 226.95 | \$ 222.18 | -1.4%         |  |
| 20 Hotel Comparable Portfolio (5) |    | 86.2%                                    | \$ 235.00 | \$ 202.57 | 86.4% | \$ 232.33 | \$ 200.73 | 0.9%          |  |

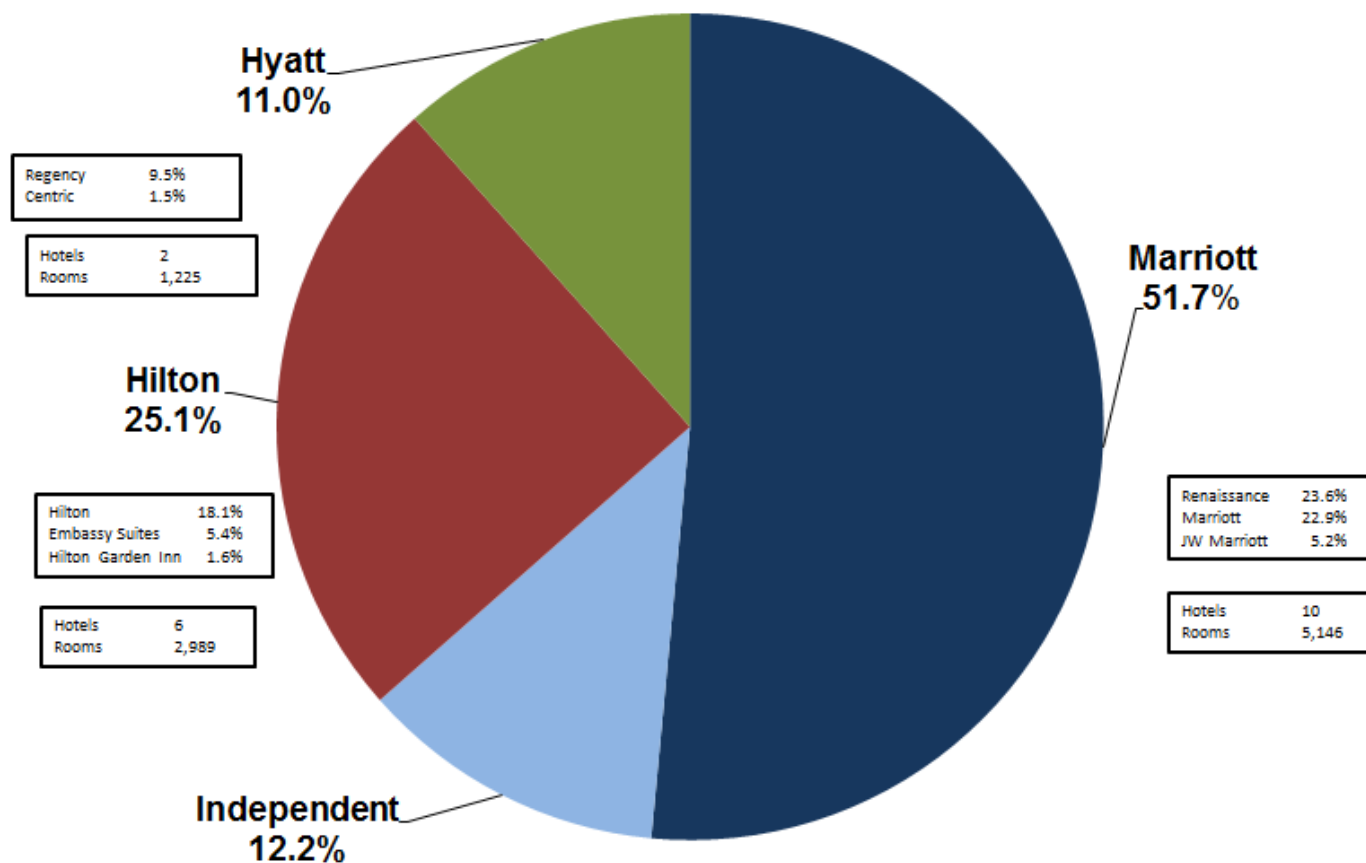
|                                   |    | For the Nine Months Ended September 30, |           |           |       |           |           |               |  |
|-----------------------------------|----|-----------------------------------------|-----------|-----------|-------|-----------|-----------|---------------|--|
|                                   |    | 2019                                    |           |           | 2018  |           |           |               |  |
| # of Hotels                       |    | Occ                                     | ADR       | RevPAR    | Occ   | ADR       | RevPAR    | RevPAR Change |  |
| Marriott (1)                      | 10 | 80.9%                                   | \$ 232.61 | \$ 188.18 | 79.3% | \$ 221.40 | \$ 175.57 | 7.2%          |  |
| Hilton (2)                        | 6  | 85.7%                                   | \$ 227.40 | \$ 194.88 | 89.0% | \$ 230.18 | \$ 204.86 | -4.9%         |  |
| Hyatt (3)                         | 2  | 86.9%                                   | \$ 280.77 | \$ 243.99 | 87.8% | \$ 273.40 | \$ 240.05 | 1.6%          |  |
| Other (4)                         | 2  | 91.2%                                   | \$ 221.10 | \$ 201.64 | 88.8% | \$ 219.68 | \$ 195.08 | 3.4%          |  |
| 20 Hotel Comparable Portfolio (5) |    | 84.1%                                   | \$ 235.40 | \$ 197.97 | 84.1% | \$ 230.08 | \$ 193.50 | 2.3%          |  |

- (1) Marriott excludes the Courtyard by Marriott Los Angeles, sold in October 2019, the Marriott Tysons Corner, sold in December 2018 and the Marriott Houston, sold in October 2018. For the nine months ended September 30, 2018, Marriott also excludes the Marriott Philadelphia and the Marriott Quincy, both of which were sold in January 2018.
- (2) Hilton excludes the Hilton North Houston, sold in October 2018.
- (3) Hyatt excludes the Hyatt Regency Newport Beach, sold in July 2018.
- (4) Other includes the Boston Park Plaza and the Oceans Edge Resort & Marina.
- (5) 20 Hotel Comparable Portfolio includes all hotels owned by the Company as of September 30, 2019, with the exception of the Courtyard by Marriott Los Angeles due to its sale in October 2019.

### OPERATING STATISTICS BY BRAND & GEOGRAPHY



## 20 Hotel Comparable Portfolio Property-Level Trailing 12 Adjusted EBITDA Contribution by Brand



### OPERATING STATISTICS BY BRAND & GEOGRAPHY



## Operating Statistics by Region

### Q3 and Q3 YTD 2019/2018

|                                   |    | For the Three Months Ended September 30, |           |           |       |           |           |               |  |
|-----------------------------------|----|------------------------------------------|-----------|-----------|-------|-----------|-----------|---------------|--|
|                                   |    | 2019                                     |           |           | 2018  |           |           |               |  |
| # of Hotels                       |    | Occ                                      | ADR       | RevPAR    | Occ   | ADR       | RevPAR    | RevPAR Change |  |
| California (1)                    | 5  | 89.9%                                    | \$ 243.21 | \$ 218.65 | 90.2% | \$ 246.67 | \$ 222.50 | -1.7%         |  |
| Other West (2)                    | 2  | 88.7%                                    | \$ 385.70 | \$ 342.12 | 85.5% | \$ 335.41 | \$ 286.78 | 19.3%         |  |
| Midwest                           | 3  | 90.6%                                    | \$ 206.73 | \$ 187.30 | 91.9% | \$ 225.75 | \$ 207.46 | -9.7%         |  |
| East (3)                          | 10 | 82.7%                                    | \$ 212.63 | \$ 175.85 | 83.2% | \$ 209.17 | \$ 174.03 | 1.0%          |  |
| 20 Hotel Comparable Portfolio (4) | 20 | 86.2%                                    | \$ 235.00 | \$ 202.57 | 86.4% | \$ 232.33 | \$ 200.73 | 0.9%          |  |

|                                   |    | For the Nine Months Ended September 30, |           |           |       |           |           |               |  |
|-----------------------------------|----|-----------------------------------------|-----------|-----------|-------|-----------|-----------|---------------|--|
|                                   |    | 2019                                    |           |           | 2018  |           |           |               |  |
| # of Hotels                       |    | Occ                                     | ADR       | RevPAR    | Occ   | ADR       | RevPAR    | RevPAR Change |  |
| California (1)                    | 5  | 85.7%                                   | \$ 243.68 | \$ 208.83 | 87.7% | \$ 238.34 | \$ 209.02 | -0.1%         |  |
| Other West (2)                    | 2  | 89.7%                                   | \$ 386.43 | \$ 346.63 | 88.6% | \$ 343.22 | \$ 304.09 | 14.0%         |  |
| Midwest                           | 3  | 84.7%                                   | \$ 186.26 | \$ 157.76 | 86.9% | \$ 197.75 | \$ 171.84 | -8.2%         |  |
| East (3)                          | 10 | 82.3%                                   | \$ 216.90 | \$ 178.51 | 80.7% | \$ 213.96 | \$ 172.67 | 3.4%          |  |
| 20 Hotel Comparable Portfolio (4) | 20 | 84.1%                                   | \$ 235.40 | \$ 197.97 | 84.1% | \$ 230.08 | \$ 193.50 | 2.3%          |  |

- (1) California excludes the Courtyard by Marriott Los Angeles, sold in October 2019 and the Hyatt Regency Newport Beach, sold in July 2018.
- (2) Other West excludes the two Houston hotels, sold in October 2018.
- (3) East excludes the Marriott Tysons Corner, sold in December 2018. For the nine months ended September 30, 2018, East also excludes the Marriott Philadelphia and the Marriott Quincy, both of which were sold in January 2018.
- (4) 20 Hotel Comparable Portfolio includes all hotels owned by the Company as of September 30, 2019, with the exception of the Courtyard by Marriott Los Angeles due to its sale in October 2019.

#### OPERATING STATISTICS BY BRAND & GEOGRAPHY



## PROPERTY-LEVEL ADJUSTED EBITDA<sub>re</sub> & ADJUSTED EBITDA<sub>re</sub> MARGINS

PROPERTY-LEVEL ADJUSTED EBITDA<sub>re</sub> & ADJUSTED EBITDA<sub>re</sub> MARGINS



## Property-Level Adjusted EBITDAre Q3 and Q3 YTD 2019/2018

Hotels sorted by number of rooms  
(In thousands)

|                                          |                                                     | For the Three Months Ended September 30, |                                 |            | For the Nine Months Ended September 30, |                                 |            |
|------------------------------------------|-----------------------------------------------------|------------------------------------------|---------------------------------|------------|-----------------------------------------|---------------------------------|------------|
|                                          |                                                     | 2019                                     | 2018                            |            | 2019                                    | 2018                            |            |
|                                          |                                                     | Hotel Adjusted EBITDAre (1) (2)          | Hotel Adjusted EBITDAre (1) (2) | % Change   | Hotel Adjusted EBITDAre (1) (2)         | Hotel Adjusted EBITDAre (1) (2) | % Change   |
| 1                                        | Hilton San Diego Bayfront (3) (4)                   | \$ 15,020                                | \$ 13,770                       | 9%         | \$ 38,209                               | \$ 41,282                       | -7%        |
| 2                                        | Boston Park Plaza                                   | 11,289                                   | 10,690                          | 6%         | 25,329                                  | 21,965                          | 15%        |
| 3                                        | Renaissance Washington DC                           | 4,136                                    | 4,082                           | 1%         | 18,291                                  | 18,776                          | -3%        |
| 4                                        | Hyatt Regency San Francisco (4)                     | 7,116                                    | 8,792                           | -19%       | 24,284                                  | 23,727                          | 2%         |
| 5                                        | Renaissance Orlando at SeaWorld ®                   | 3,625                                    | 4,362                           | -17%       | 21,395                                  | 21,174                          | 1%         |
| 6                                        | Renaissance Harborplace (4)                         | 3,110                                    | 3,427                           | -9%        | 7,340                                   | 8,413                           | -13%       |
| 7                                        | Wailea Beach Resort                                 | 11,644                                   | 9,014                           | 29%        | 37,016                                  | 31,856                          | 16%        |
| 8                                        | Renaissance Los Angeles Airport (4)                 | 1,978                                    | 2,326                           | -15%       | 5,681                                   | 5,887                           | -3%        |
| 9                                        | JW Marriott New Orleans (4)                         | 2,465                                    | 1,317                           | 87%        | 12,983                                  | 8,606                           | 51%        |
| 10                                       | Hilton Times Square                                 | 1,589                                    | 2,471                           | -36%       | 4,005                                   | 6,178                           | -35%       |
| 11                                       | Hyatt Centric Chicago Magnificent Mile              | 2,247                                    | 2,836                           | -21%       | 4,116                                   | 5,261                           | -22%       |
| 12                                       | Marriott Boston Long Wharf (4)                      | 7,994                                    | 7,813                           | 2%         | 17,770                                  | 12,778                          | 39%        |
| 13                                       | Renaissance Long Beach                              | 2,216                                    | 2,240                           | -1%        | 7,226                                   | 7,055                           | 2%         |
| 14                                       | Embassy Suites Chicago                              | 2,702                                    | 3,253                           | -17%       | 5,704                                   | 7,137                           | -20%       |
| 15                                       | Hilton Garden Inn Chicago Downtown/Magnificent Mile | 2,112                                    | 2,845                           | -26%       | 4,178                                   | 5,386                           | -22%       |
| 16                                       | Renaissance Westchester                             | 216                                      | 496                             | -56%       | 924                                     | 1,913                           | -52%       |
| 17                                       | Embassy Suites La Jolla                             | 3,053                                    | 3,214                           | -5%        | 8,227                                   | 8,407                           | -2%        |
| 18                                       | Hilton New Orleans St. Charles                      | 392                                      | 501                             | -22%       | 2,734                                   | 3,722                           | -27%       |
| 19                                       | Marriott Portland                                   | 2,181                                    | 2,172                           | 0%         | 5,109                                   | 5,346                           | -4%        |
| 20                                       | Oceans Edge Resort & Marina (4)                     | 695                                      | 1,458                           | -52%       | 5,141                                   | 5,551                           | -7%        |
| <b>20 Hotel Comparable Portfolio (5)</b> |                                                     | <b>85,780</b>                            | <b>87,079</b>                   | <b>-1%</b> | <b>255,662</b>                          | <b>250,420</b>                  | <b>2%</b>  |
| <b>Add: Sold Hotels (6)</b>              |                                                     |                                          |                                 |            |                                         |                                 |            |
|                                          | Marriott Philadelphia                               | —                                        | —                               | —          | —                                       | (352)                           | 100%       |
|                                          | Marriott Quincy                                     | —                                        | —                               | —          | —                                       | (591)                           | 100%       |
|                                          | Hyatt Regency Newport Beach                         | —                                        | 84                              | -100%      | —                                       | 5,087                           | -100%      |
|                                          | Hilton North Houston                                | —                                        | (258)                           | 100%       | —                                       | 1,145                           | -100%      |
|                                          | Marriott Houston                                    | —                                        | (61)                            | 100%       | —                                       | 1,096                           | -100%      |
|                                          | Marriott Tysons Corner                              | —                                        | 1,677                           | -100%      | —                                       | 6,029                           | -100%      |
|                                          | Courtyard by Marriott Los Angeles                   | 985                                      | 1,058                           | -7%        | 2,826                                   | 2,944                           | -4%        |
| <b>Actual Portfolio (7)</b>              |                                                     | <b>\$ 86,765</b>                         | <b>\$ 89,579</b>                | <b>-3%</b> | <b>\$ 258,488</b>                       | <b>\$ 265,778</b>               | <b>-3%</b> |

\*Footnotes on page 44

PROPERTY-LEVEL ADJUSTED EBITDAre & ADJUSTED EBITDAre MARGINS



## Property-Level Adjusted EBITDAre Q3 and Q3 YTD 2019/2018 Footnotes

- (1) Reconciliations to Net Income (Loss) provided on pages 47, 48, 50 and 51.
- (2) Hotel Adjusted EBITDAre is presented excluding any non-current year property tax assessments and credits, net of any appeal fees. For the third quarter of 2019, a credit of \$9,000 was received at the Renaissance Los Angeles Airport. For the first nine months of 2019, total net assessments of \$0.3 million were received at the following hotels: Embassy Suites Chicago, Embassy Suites La Jolla, Hilton Garden Inn Chicago Downtown/Magnificent Mile, Hyatt Centric Chicago Magnificent Mile, Oceans Edge Resort & Marina and Renaissance Los Angeles Airport. For the first nine months of 2018, total net assessments of \$0.1 million were received at the following hotels: Embassy Suites Chicago, Hilton Garden Inn Chicago Downtown/Magnificent Mile, Hyatt Centric Chicago Magnificent Mile, Hyatt Regency Newport Beach and Renaissance Washington DC.
- (3) Reflects 100% of the operating results for the Hilton San Diego Bayfront.
- (4) Hotel Adjusted EBITDAre for both the third quarter and first nine months of 2019 is impacted by room renovations at the Hilton San Diego Bayfront, the Hyatt Regency San Francisco, the Oceans Edge Resort & Marina and the Renaissance Harborplace. For both the third quarter and first nine months of 2018, Hotel Adjusted EBITDAre is impacted by room renovations at the Hyatt Regency San Francisco, the JW Marriott New Orleans, the Marriott Boston Long Wharf and the Renaissance Los Angeles Airport.
- (5) 20 Hotel Comparable Portfolio includes all hotels owned by the Company as of September 30, 2019, with the exception of the Courtyard by Marriott Los Angeles due to its sale in October 2019.
- (6) Sold Hotels include the Marriott Philadelphia and the Marriott Quincy, both of which were sold in January 2018, the Hyatt Regency Newport Beach, sold in July 2018, the two Houston hotels, sold in October 2018, the Marriott Tysons Corner, sold in December 2018 and the Courtyard by Marriott Los Angeles, sold in October 2019.
- (7) Actual Portfolio for both the third quarter and first nine months of 2019 include all 21 hotels owned by the Company as of September 30, 2019. Actual Portfolio for the third quarter and first nine months of 2018 include all 24 hotels owned by the Company as of September 30, 2018, plus results generated by Sold Hotels as applicable.

### PROPERTY-LEVEL ADJUSTED EBITDAre & ADJUSTED EBITDAre MARGINS



## Property-Level Adjusted EBITDAre Margins Q3 and Q3 YTD 2019/2018

Hotels sorted by number of rooms

|                                          |                                                     | For the Three Months Ended September 30, |                     |                  | For the Nine Months Ended September 30, |                     |                 |
|------------------------------------------|-----------------------------------------------------|------------------------------------------|---------------------|------------------|-----------------------------------------|---------------------|-----------------|
|                                          |                                                     | 2019                                     | 2018                |                  | 2019                                    | 2018                |                 |
|                                          |                                                     | Hotel Adjusted                           | Hotel Adjusted      |                  | Hotel Adjusted                          | Hotel Adjusted      |                 |
|                                          |                                                     | EBITDAre Margin (1)                      | EBITDAre Margin (1) | Change in bps    | EBITDAre Margin (1)                     | EBITDAre Margin (1) | Change in bps   |
| 1                                        | Hilton San Diego Bayfront (2) (3)                   | 34.8%                                    | 33.1%               | 170 bps          | 32.3%                                   | 33.9%               | (160) bps       |
| 2                                        | Boston Park Plaza                                   | 37.4%                                    | 37.8%               | (40) bps         | 31.8%                                   | 30.1%               | 170 bps         |
| 3                                        | Renaissance Washington DC                           | 21.9%                                    | 23.1%               | (120) bps        | 28.4%                                   | 29.4%               | (100) bps       |
| 4                                        | Hyatt Regency San Francisco (3)                     | 25.4%                                    | 28.8%               | (340) bps        | 27.1%                                   | 27.4%               | (30) bps        |
| 5                                        | Renaissance Orlando at SeaWorld ®                   | 24.3%                                    | 28.1%               | (380) bps        | 34.2%                                   | 34.9%               | (70) bps        |
| 6                                        | Renaissance Harborplace (3)                         | 27.3%                                    | 28.6%               | (130) bps        | 23.9%                                   | 25.6%               | (170) bps       |
| 7                                        | Wailea Beach Resort                                 | 38.9%                                    | 36.5%               | 240 bps          | 40.3%                                   | 39.7%               | 60 bps          |
| 8                                        | Renaissance Los Angeles Airport (3)                 | 23.8%                                    | 26.7%               | (290) bps        | 23.4%                                   | 24.4%               | (100) bps       |
| 9                                        | JW Marriott New Orleans (3)                         | 30.3%                                    | 21.0%               | 930 bps          | 41.6%                                   | 33.9%               | 770 bps         |
| 10                                       | Hilton Times Square                                 | 12.5%                                    | 18.5%               | (600) bps        | 11.0%                                   | 16.3%               | (530) bps       |
| 11                                       | Hyatt Centric Chicago Magnificent Mile              | 23.5%                                    | 27.9%               | (440) bps        | 16.5%                                   | 20.0%               | (350) bps       |
| 12                                       | Marriott Boston Long Wharf (3)                      | 43.8%                                    | 44.7%               | (90) bps         | 38.1%                                   | 32.9%               | 520 bps         |
| 13                                       | Renaissance Long Beach                              | 30.6%                                    | 32.0%               | (140) bps        | 32.0%                                   | 32.6%               | (60) bps        |
| 14                                       | Embassy Suites Chicago                              | 34.9%                                    | 38.0%               | (310) bps        | 29.1%                                   | 33.4%               | (430) bps       |
| 15                                       | Hilton Garden Inn Chicago Downtown/Magnificent Mile | 34.1%                                    | 40.2%               | (610) bps        | 27.1%                                   | 31.0%               | (390) bps       |
| 16                                       | Renaissance Westchester                             | 4.3%                                     | 9.1%                | (480) bps        | 6.0%                                    | 11.3%               | (530) bps       |
| 17                                       | Embassy Suites La Jolla                             | 43.3%                                    | 44.3%               | (100) bps        | 41.6%                                   | 42.8%               | (120) bps       |
| 18                                       | Hilton New Orleans St. Charles                      | 15.1%                                    | 19.0%               | (390) bps        | 27.2%                                   | 35.5%               | (830) bps       |
| 19                                       | Marriott Portland                                   | 44.9%                                    | 46.4%               | (150) bps        | 40.4%                                   | 42.4%               | (200) bps       |
| 20                                       | Oceans Edge Resort & Marina (3)                     | 16.8%                                    | 32.0%               | (1,520) bps      | 31.3%                                   | 35.7%               | (440) bps       |
| <b>20 Hotel Comparable Portfolio (4)</b> |                                                     | <b>30.8%</b>                             | <b>31.8%</b>        | <b>(100) bps</b> | <b>30.7%</b>                            | <b>31.0%</b>        | <b>(30) bps</b> |

\*Footnotes on page 46

PROPERTY-LEVEL ADJUSTED EBITDAre &amp; ADJUSTED EBITDAre MARGINS



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## Property-Level Adjusted EBITDAre Margins Q3 and Q3 YTD 2019/2018 Footnotes

- (1) Hotel Adjusted EBITDAre Margins are presented excluding any prior year property tax assessments and credits, net of any appeal fees. For the third quarter of 2019, a credit of \$9,000 was received at the Renaissance Los Angeles Airport. For the first nine months of 2019, total net assessments of \$0.3 million were received at the following hotels: Embassy Suites Chicago, Embassy Suites La Jolla, Hilton Garden Inn Chicago Downtown/Magnificent Mile, Hyatt Centric Chicago Magnificent Mile, Oceans Edge Resort & Marina and Renaissance Los Angeles Airport. For the first nine months of 2018, total net assessments of \$0.1 million were received at the following hotels: Embassy Suites Chicago, Hilton Garden Inn Chicago Downtown/Magnificent Mile, Hyatt Centric Chicago Magnificent Mile, Hyatt Regency Newport Beach and Renaissance Washington DC.
- (2) Reflects 100% of the operating results for the Hilton San Diego Bayfront.
- (3) Hotel Adjusted EBITDAre Margins for both the third quarter and first nine months of 2019 are impacted by room renovations at the Hilton San Diego Bayfront, the Hyatt Regency San Francisco, the Oceans Edge Resort & Marina and the Renaissance Harborplace. For both the third quarter and first nine months of 2018, Hotel Adjusted EBITDAre Margins are impacted by room renovations at the Hyatt Regency San Francisco, the JW Marriott New Orleans, the Marriott Boston Long Wharf and the Renaissance Los Angeles Airport.
- (4) 20 Hotel Comparable Portfolio includes all hotels owned by the Company as of September 30, 2019, with the exception of the Courtyard by Marriott Los Angeles due to its sale in October 2019.

### PROPERTY-LEVEL ADJUSTED EBITDAre & ADJUSTED EBITDAre MARGINS



## Property-Level Adjusted EBITDAre Reconciliation Q3 2019

Hotels sorted by number of rooms  
(In thousands)

| For the Three Months Ended September 30, 2019          |                   |                     |                             |                    |                        |                                     |                                     |
|--------------------------------------------------------|-------------------|---------------------|-----------------------------|--------------------|------------------------|-------------------------------------|-------------------------------------|
|                                                        | Total Revenues    | Net Income / (Loss) | Plus: Other Adjustments (1) | Plus: Depreciation | Plus: Interest Expense | Equals: Hotel Adjusted EBITDAre (2) | Hotel Adjusted EBITDAre Margins (2) |
| 1 Hilton San Diego Bayfront (3) (4)                    | \$ 43,134         | \$ 10,013           | \$ (290)                    | \$ 3,173           | \$ 2,124               | \$ 15,020                           | 34.8%                               |
| 2 Boston Park Plaza                                    | 30,195            | 6,792               | —                           | 4,497              | —                      | 11,289                              | 37.4%                               |
| 3 Renaissance Washington DC                            | 18,912            | 82                  | —                           | 2,363              | 1,691                  | 4,136                               | 21.9%                               |
| 4 Hyatt Regency San Francisco (4)                      | 27,985            | 3,688               | 305                         | 3,123              | —                      | 7,116                               | 25.4%                               |
| 5 Renaissance Orlando at SeaWorld ®                    | 14,928            | 1,022               | —                           | 2,603              | —                      | 3,625                               | 24.3%                               |
| 6 Renaissance Harborplace (4)                          | 11,380            | 1,233               | —                           | 1,877              | —                      | 3,110                               | 27.3%                               |
| 7 Wailea Beach Resort                                  | 29,932            | 7,718               | —                           | 3,926              | —                      | 11,644                              | 38.9%                               |
| 8 Renaissance Los Angeles Airport                      | 8,297             | 933                 | (9)                         | 1,054              | —                      | 1,978                               | 23.8%                               |
| 9 JW Marriott New Orleans                              | 8,143             | (33)                | 2                           | 1,605              | 891                    | 2,465                               | 30.3%                               |
| 10 Hilton Times Square                                 | 12,754            | (2,210)             | 57                          | 2,534              | 1,208                  | 1,589                               | 12.5%                               |
| 11 Hyatt Centric Chicago Magnificent Mile              | 9,559             | 799                 | (350)                       | 1,448              | 350                    | 2,247                               | 23.5%                               |
| 12 Marriott Boston Long Wharf                          | 18,269            | 5,266               | —                           | 2,728              | —                      | 7,994                               | 43.8%                               |
| 13 Renaissance Long Beach                              | 7,243             | 1,243               | —                           | 973                | —                      | 2,216                               | 30.6%                               |
| 14 Embassy Suites Chicago                              | 7,745             | 1,957               | —                           | 745                | —                      | 2,702                               | 34.9%                               |
| 15 Hilton Garden Inn Chicago Downtown/Magnificent Mile | 6,198             | 1,440               | 10                          | 662                | —                      | 2,112                               | 34.1%                               |
| 16 Renaissance Westchester                             | 4,986             | (670)               | —                           | 886                | —                      | 216                                 | 4.3%                                |
| 17 Embassy Suites La Jolla                             | 7,045             | 1,376               | —                           | 1,037              | 640                    | 3,053                               | 43.3%                               |
| 18 Hilton New Orleans St. Charles                      | 2,589             | (243)               | —                           | 635                | —                      | 392                                 | 15.1%                               |
| 19 Marriott Portland                                   | 4,858             | 1,778               | —                           | 403                | —                      | 2,181                               | 44.9%                               |
| 20 Oceans Edge Resort & Marina (4)                     | 4,128             | (94)                | —                           | 789                | —                      | 695                                 | 16.8%                               |
| <b>20 Hotel Comparable Portfolio (5)</b>               | <b>278,280</b>    | <b>42,090</b>       | <b>(275)</b>                | <b>37,061</b>      | <b>6,904</b>           | <b>85,780</b>                       | <b>30.8%</b>                        |
| <b>Add: Sold Hotels (6)</b>                            |                   |                     |                             |                    |                        |                                     |                                     |
| Courtyard by Marriott Los Angeles                      | 3,337             | 674                 | (239)                       | 254                | 296                    | 985                                 | 29.5%                               |
| <b>Actual Portfolio (7)</b>                            | <b>\$ 281,617</b> | <b>\$ 42,764</b>    | <b>\$ (514)</b>             | <b>\$ 37,315</b>   | <b>\$ 7,200</b>        | <b>\$ 86,765</b>                    | <b>30.8%</b>                        |

\*Footnotes on page 49

### PROPERTY-LEVEL ADJUSTED EBITDAre & ADJUSTED EBITDAre MARGINS



## Property-Level Adjusted EBITDAre Reconciliation Q3 2018

*Hotels sorted by number of rooms  
(In thousands)*

|                                          |                                                     | For the Three Months Ended September 30, 2018 |                     |                             |                    |                        |                                 |                                 |  |
|------------------------------------------|-----------------------------------------------------|-----------------------------------------------|---------------------|-----------------------------|--------------------|------------------------|---------------------------------|---------------------------------|--|
|                                          |                                                     | Total Revenues                                | Net Income / (Loss) | Plus: Other Adjustments (8) | Plus: Depreciation | Plus: Interest Expense | Equals: Hotel Adjusted EBITDAre | Hotel Adjusted EBITDAre Margins |  |
| 1                                        | Hilton San Diego Bayfront (3)                       | \$ 41,546                                     | \$ 9,457            | \$ (290)                    | \$ 2,551           | \$ 2,052               | \$ 13,770                       | 33.1%                           |  |
| 2                                        | Boston Park Plaza                                   | 28,299                                        | 6,293               | —                           | 4,397              | —                      | 10,690                          | 37.8%                           |  |
| 3                                        | Renaissance Washington DC                           | 17,640                                        | 182                 | (291)                       | 2,457              | 1,734                  | 4,082                           | 23.1%                           |  |
| 4                                        | Hyatt Regency San Francisco (9)                     | 30,540                                        | 5,672               | —                           | 3,120              | —                      | 8,792                           | 28.8%                           |  |
| 5                                        | Renaissance Orlando at SeaWorld ®                   | 15,533                                        | 2,463               | (263)                       | 2,162              | —                      | 4,362                           | 28.1%                           |  |
| 6                                        | Renaissance Harborplace                             | 11,996                                        | 2,094               | (127)                       | 1,460              | —                      | 3,427                           | 28.6%                           |  |
| 7                                        | Wailea Beach Resort                                 | 24,683                                        | 5,204               | (47)                        | 3,857              | —                      | 9,014                           | 36.5%                           |  |
| 8                                        | Renaissance Los Angeles Airport (9)                 | 8,719                                         | 1,326               | (26)                        | 1,026              | —                      | 2,326                           | 26.7%                           |  |
| 9                                        | JW Marriott New Orleans (9)                         | 6,263                                         | (368)               | (240)                       | 1,016              | 909                    | 1,317                           | 21.0%                           |  |
| 10                                       | Hilton Times Square                                 | 13,377                                        | (1,349)             | 64                          | 2,541              | 1,215                  | 2,471                           | 18.5%                           |  |
| 11                                       | Hyatt Centric Chicago Magnificent Mile              | 10,176                                        | 1,395               | (351)                       | 1,441              | 351                    | 2,836                           | 27.9%                           |  |
| 12                                       | Marriott Boston Long Wharf (9)                      | 17,474                                        | 5,231               | (60)                        | 2,642              | —                      | 7,813                           | 44.7%                           |  |
| 13                                       | Renaissance Long Beach                              | 7,009                                         | 1,429               | (64)                        | 875                | —                      | 2,240                           | 32.0%                           |  |
| 14                                       | Embassy Suites Chicago                              | 8,559                                         | 2,518               | —                           | 735                | —                      | 3,253                           | 38.0%                           |  |
| 15                                       | Hilton Garden Inn Chicago Downtown/Magnificent Mile | 7,084                                         | 2,202               | —                           | 643                | —                      | 2,845                           | 40.2%                           |  |
| 16                                       | Renaissance Westchester                             | 5,468                                         | (338)               | (54)                        | 888                | —                      | 496                             | 9.1%                            |  |
| 17                                       | Embassy Suites La Jolla                             | 7,251                                         | 1,539               | —                           | 1,021              | 654                    | 3,214                           | 44.3%                           |  |
| 18                                       | Hilton New Orleans St. Charles                      | 2,639                                         | (100)               | —                           | 601                | —                      | 501                             | 19.0%                           |  |
| 19                                       | Marriott Portland                                   | 4,679                                         | 1,795               | (17)                        | 394                | —                      | 2,172                           | 46.4%                           |  |
| 20                                       | Oceans Edge Resort & Marina                         | 4,554                                         | 680                 | 24                          | 754                | —                      | 1,458                           | 32.0%                           |  |
| <b>20 Hotel Comparable Portfolio (5)</b> |                                                     | <b>273,489</b>                                | <b>47,325</b>       | <b>(1,742)</b>              | <b>34,581</b>      | <b>6,915</b>           | <b>87,079</b>                   | <b>31.8%</b>                    |  |
| <b>Add: Sold Hotels (6)</b>              |                                                     |                                               |                     |                             |                    |                        |                                 |                                 |  |
|                                          | Hyatt Regency Newport Beach                         | 982                                           | 84                  | —                           | —                  | —                      | 84                              | 8.6%                            |  |
|                                          | Hilton North Houston                                | 3,352                                         | (489)               | —                           | 231                | —                      | (258)                           | -7.7%                           |  |
|                                          | Marriott Houston                                    | 2,510                                         | (304)               | (25)                        | 268                | —                      | (61)                            | -2.4%                           |  |
|                                          | Marriott Tysons Corner                              | 5,596                                         | 1,067               | (32)                        | 642                | —                      | 1,677                           | 30.0%                           |  |
|                                          | Courtyard by Marriott Los Angeles                   | 3,354                                         | 760                 | (239)                       | 246                | 291                    | 1,058                           | 31.5%                           |  |
| <b>Actual Portfolio (7)</b>              |                                                     | <b>\$ 289,283</b>                             | <b>\$ 48,443</b>    | <b>\$ (2,038)</b>           | <b>\$ 35,968</b>   | <b>\$ 7,206</b>        | <b>\$ 89,579</b>                | <b>31.0%</b>                    |  |

\*Footnotes on page 49

PROPERTY-LEVEL ADJUSTED EBITDAre & ADJUSTED EBITDAre MARGINS



## Property-Level Adjusted EBITDAre Reconciliation Q3 2019/2018 Footnotes

- (1) Other Adjustments for the third quarter of 2019 include: a total of \$(0.2) million in amortization of operating lease right-of-use assets at the Hilton Garden Inn Chicago Downtown/Magnificent Mile, the Hilton San Diego Bayfront; the Hilton Times Square and the JW Marriott New Orleans; a total of \$(0.6) million in finance lease obligation interest – cash ground rent at the Courtyard by Marriott Los Angeles and the Hyatt Centric Chicago Magnificent Mile; \$0.3 million in city taxes assessed on commercial rents at the Hyatt Regency San Francisco; and a \$9,000 non-current year property tax credit at the Renaissance Los Angeles Airport.
- (2) Both Hotel Adjusted EBITDAre and Hotel Adjusted EBITDAre Margins are presented excluding any prior year property tax assessments and credits, net of any appeal fees. For the third quarter of 2019, a credit of \$9,000 was received at the Renaissance Los Angeles Airport.
- (3) Includes 100% of the operating results for the Hilton San Diego Bayfront.
- (4) Hotel Adjusted EBITDAre for the third quarter of 2019 is impacted by room renovations at the Hilton San Diego Bayfront, the Hyatt Regency San Francisco, the Oceans Edge Resort & Marina and the Renaissance Harborplace.
- (5) 20 Hotel Comparable Portfolio includes all hotels owned by the Company as of September 30, 2019, with the exception of the Courtyard by Marriott Los Angeles due to its sale in October 2019.
- (6) Sold Hotels for both the third quarters of 2019 and 2018 include results for the Courtyard by Marriott Los Angeles, sold in October 2019. Sold Hotels for the third quarter of 2018 also include results for the Hyatt Regency Newport Beach sold in July 2018, the two Houston hotels sold in October 2018 and the Marriott Tysons Corner sold in December 2018.
- (7) Actual Portfolio for the third quarter of 2019 includes all 21 hotels owned by the Company as of September 30, 2019. Actual Portfolio for the third quarter of 2018 includes all 24 hotels owned by the Company as of September 30, 2018, plus results generated by the Hyatt Regency Newport Beach before its sale in July 2018.
- (8) Other Adjustments for the third quarter of 2018 include: a total of \$(0.4) million in amortization of operating lease right-of-use assets at the Hilton San Diego Bayfront, the Hilton Times Square and the JW Marriott New Orleans (reclassified to conform to the current year's reporting); a total of \$(0.6) million in finance lease obligation interest - cash ground rent at the Courtyard by Marriott Los Angeles and the Hyatt Centric Chicago Magnificent Mile (added to conform to the current year's reporting); a total of \$(1.1) million in hospital procurement rebates received by our Marriott-branded hotels; and \$25,000 in hurricane-related uninsured losses at the Oceans Edge Resort & Marina.
- (9) Hotel Adjusted EBITDAre for the third quarter of 2018 is impacted by room renovations at the Hyatt Regency San Francisco, JW Marriott New Orleans, Marriott Boston Long Wharf and Renaissance Los Angeles Airport.

### PROPERTY-LEVEL ADJUSTED EBITDAre & ADJUSTED EBITDAre MARGINS



## Property-Level Adjusted EBITDAre Reconciliation Q3 YTD 2019

Hotels sorted by number of rooms  
(In thousands)

|                                          |                                                     | For the Nine Months Ended September 30, 2019 |                     |                             |                    |                        |                                    |                                     |  |
|------------------------------------------|-----------------------------------------------------|----------------------------------------------|---------------------|-----------------------------|--------------------|------------------------|------------------------------------|-------------------------------------|--|
|                                          |                                                     | Total Revenues                               | Net Income / (Loss) | Plus: Other Adjustments (1) | Plus: Depreciation | Plus: Interest Expense | Equals: Hotel Adjusted EBITDAre(2) | Hotel Adjusted EBITDAre Margins (2) |  |
| 1                                        | Hilton San Diego Bayfront (3) (4)                   | \$ 118,470                                   | \$ 24,191           | \$ (869)                    | \$ 8,290           | \$ 6,597               | \$ 38,209                          | 32.3%                               |  |
| 2                                        | Boston Park Plaza                                   | 79,594                                       | 11,929              | —                           | 13,400             | —                      | 25,329                             | 31.8%                               |  |
| 3                                        | Renaissance Washington DC                           | 64,426                                       | 5,890               | —                           | 7,295              | 5,106                  | 18,291                             | 28.4%                               |  |
| 4                                        | Hyatt Regency San Francisco (4)                     | 89,524                                       | 13,908              | 1,013                       | 9,363              | —                      | 24,284                             | 27.1%                               |  |
| 5                                        | Renaissance Orlando at SeaWorld ®                   | 62,586                                       | 13,663              | —                           | 7,732              | —                      | 21,395                             | 34.2%                               |  |
| 6                                        | Renaissance Harborplace (4)                         | 30,714                                       | 2,513               | —                           | 4,827              | —                      | 7,340                              | 23.9%                               |  |
| 7                                        | Wailea Beach Resort                                 | 91,809                                       | 25,309              | —                           | 11,707             | —                      | 37,016                             | 40.3%                               |  |
| 8                                        | Renaissance Los Angeles Airport                     | 24,248                                       | 2,541               | (9)                         | 3,149              | —                      | 5,681                              | 23.4%                               |  |
| 9                                        | JW Marriott New Orleans                             | 31,197                                       | 5,515               | (1)                         | 4,814              | 2,655                  | 12,983                             | 41.6%                               |  |
| 10                                       | Hilton Times Square                                 | 36,443                                       | (7,392)             | 182                         | 7,621              | 3,594                  | 4,005                              | 11.0%                               |  |
| 11                                       | Hyatt Centric Chicago Magnificent Mile              | 24,913                                       | 40                  | (1,312)                     | 4,337              | 1,051                  | 4,116                              | 16.5%                               |  |
| 12                                       | Marriott Boston Long Wharf                          | 46,665                                       | 9,640               | —                           | 8,130              | —                      | 17,770                             | 38.1%                               |  |
| 13                                       | Renaissance Long Beach                              | 22,582                                       | 4,339               | —                           | 2,887              | —                      | 7,226                              | 32.0%                               |  |
| 14                                       | Embassy Suites Chicago                              | 19,611                                       | 3,302               | 162                         | 2,240              | —                      | 5,704                              | 29.1%                               |  |
| 15                                       | Hilton Garden Inn Chicago Downtown/Magnificent Mile | 15,438                                       | 1,953               | 258                         | 1,967              | —                      | 4,178                              | 27.1%                               |  |
| 16                                       | Renaissance Westchester                             | 15,365                                       | (1,736)             | —                           | 2,660              | —                      | 924                                | 6.0%                                |  |
| 17                                       | Embassy Suites La Jolla                             | 19,783                                       | 3,240               | (21)                        | 3,100              | 1,908                  | 8,227                              | 41.6%                               |  |
| 18                                       | Hilton New Orleans St. Charles                      | 10,068                                       | 842                 | —                           | 1,892              | —                      | 2,734                              | 27.2%                               |  |
| 19                                       | Marriott Portland                                   | 12,648                                       | 3,908               | —                           | 1,201              | —                      | 5,109                              | 40.4%                               |  |
| 20                                       | Oceans Edge Resort & Marina (4)                     | 16,402                                       | 2,602               | 189                         | 2,350              | —                      | 5,141                              | 31.3%                               |  |
| <b>20 Hotel Comparable Portfolio (5)</b> |                                                     | <b>832,486</b>                               | <b>126,197</b>      | <b>(408)</b>                | <b>108,962</b>     | <b>20,911</b>          | <b>255,662</b>                     | <b>30.7%</b>                        |  |
| <b>Add: Sold Hotels (6)</b>              |                                                     |                                              |                     |                             |                    |                        |                                    |                                     |  |
|                                          | Courtyard by Marriott Los Angeles                   | 9,659                                        | 1,898               | (717)                       | 760                | 885                    | 2,826                              | 29.3%                               |  |
| <b>Actual Portfolio (7)</b>              |                                                     | <b>\$ 842,145</b>                            | <b>\$ 128,095</b>   | <b>\$ (1,125)</b>           | <b>\$ 109,722</b>  | <b>\$ 21,796</b>       | <b>\$ 258,488</b>                  | <b>30.7%</b>                        |  |

\*Footnotes on page 52

PROPERTY-LEVEL ADJUSTED EBITDAre & ADJUSTED EBITDAre MARGINS



## Property-Level Adjusted EBITDAre Reconciliation Q3 YTD 2018

Hotels sorted by number of rooms  
(In thousands)

| Hotels sorted by number of rooms<br>(In thousands) |                                                     | For the Nine Months Ended September 30, 2018 |                        |                                   |                       |                           |                                         | Hotel<br>Adjusted EBITDA<br>Margins (2) |  |
|----------------------------------------------------|-----------------------------------------------------|----------------------------------------------|------------------------|-----------------------------------|-----------------------|---------------------------|-----------------------------------------|-----------------------------------------|--|
|                                                    |                                                     | Total<br>Revenues                            | Net Income /<br>(Loss) | Plus:<br>Other<br>Adjustments (8) | Plus:<br>Depreciation | Plus:<br>Interest Expense | Equals:<br>Hotel<br>Adjusted EBITDA (2) |                                         |  |
| 1                                                  | Hilton San Diego Bayfront (3)                       | \$ 121,656                                   | \$ 28,742              | \$ (869)                          | \$ 7,661              | \$ 5,748                  | \$ 41,282                               | 33.9%                                   |  |
| 2                                                  | Boston Park Plaza                                   | 72,963                                       | 8,410                  | —                                 | 13,555                | —                         | 21,965                                  | 30.1%                                   |  |
| 3                                                  | Renaissance Washington DC                           | 63,952                                       | 6,489                  | (287)                             | 7,341                 | 5,233                     | 18,776                                  | 29.4%                                   |  |
| 4                                                  | Hyatt Regency San Francisco (9)                     | 86,725                                       | 14,651                 | —                                 | 9,076                 | —                         | 23,727                                  | 27.4%                                   |  |
| 5                                                  | Renaissance Orlando at SeaWorld ®                   | 60,664                                       | 14,944                 | (263)                             | 6,493                 | —                         | 21,174                                  | 34.9%                                   |  |
| 6                                                  | Renaissance Harborplace                             | 32,847                                       | 4,177                  | (127)                             | 4,363                 | —                         | 8,413                                   | 25.6%                                   |  |
| 7                                                  | Wailea Beach Resort                                 | 80,159                                       | 19,958                 | (47)                              | 11,945                | —                         | 31,856                                  | 39.7%                                   |  |
| 8                                                  | Renaissance Los Angeles Airport (9)                 | 24,166                                       | 3,161                  | (26)                              | 2,752                 | —                         | 5,887                                   | 24.4%                                   |  |
| 9                                                  | JW Marriott New Orleans (9)                         | 25,354                                       | 3,104                  | (244)                             | 3,033                 | 2,713                     | 8,606                                   | 33.9%                                   |  |
| 10                                                 | Hilton Times Square                                 | 37,943                                       | (5,289)                | 200                               | 7,653                 | 3,614                     | 6,178                                   | 16.3%                                   |  |
| 11                                                 | Hyatt Centric Chicago Magnificent Mile              | 26,270                                       | 823                    | (1,036)                           | 4,423                 | 1,051                     | 5,261                                   | 20.0%                                   |  |
| 12                                                 | Marriott Boston Long Wharf (9)                      | 38,872                                       | 5,493                  | (60)                              | 7,345                 | —                         | 12,778                                  | 32.9%                                   |  |
| 13                                                 | Renaissance Long Beach                              | 21,658                                       | 4,533                  | (64)                              | 2,586                 | —                         | 7,055                                   | 32.6%                                   |  |
| 14                                                 | Embassy Suites Chicago                              | 21,342                                       | 4,869                  | 41                                | 2,227                 | —                         | 7,137                                   | 33.4%                                   |  |
| 15                                                 | Hilton Garden Inn Chicago Downtown/Magnificent Mile | 17,399                                       | 3,104                  | 62                                | 2,220                 | —                         | 5,386                                   | 31.0%                                   |  |
| 16                                                 | Renaissance Westchester                             | 16,873                                       | (736)                  | (54)                              | 2,703                 | —                         | 1,913                                   | 11.3%                                   |  |
| 17                                                 | Embassy Suites La Jolla                             | 19,640                                       | 3,389                  | —                                 | 3,071                 | 1,947                     | 8,407                                   | 42.8%                                   |  |
| 18                                                 | Hilton New Orleans St. Charles                      | 10,481                                       | 1,923                  | —                                 | 1,799                 | —                         | 3,722                                   | 35.5%                                   |  |
| 19                                                 | Marriott Portland                                   | 12,608                                       | 4,166                  | (17)                              | 1,197                 | —                         | 5,346                                   | 42.4%                                   |  |
| 20                                                 | Oceans Edge Resort & Marina                         | 15,541                                       | 4,000                  | (707)                             | 2,258                 | —                         | 5,551                                   | 35.7%                                   |  |
| 20 Hotel Comparable Portfolio (5)                  |                                                     | 807,113                                      | 129,911                | (3,498)                           | 103,701               | 20,306                    | 250,420                                 | 31.0%                                   |  |
| Add: Sold Hotels (6)                               |                                                     |                                              |                        |                                   |                       |                           |                                         |                                         |  |
|                                                    | Marriott Philadelphia                               | 232                                          | (352)                  | —                                 | —                     | —                         | (352)                                   | -151.7%                                 |  |
|                                                    | Marriott Quincy                                     | 371                                          | (591)                  | —                                 | —                     | —                         | (591)                                   | -159.3%                                 |  |
|                                                    | Hyatt Regency Newport Beach                         | 20,372                                       | 3,319                  | (5)                               | 1,773                 | —                         | 5,087                                   | 25.0%                                   |  |
|                                                    | Hilton North Houston                                | 12,719                                       | 452                    | 2                                 | 691                   | —                         | 1,145                                   | 9.0%                                    |  |
|                                                    | Marriott Houston                                    | 8,796                                        | 288                    | (23)                              | 831                   | —                         | 1,096                                   | 12.5%                                   |  |
|                                                    | Marriott Tysons Corner                              | 18,074                                       | 4,051                  | (32)                              | 2,010                 | —                         | 6,029                                   | 33.4%                                   |  |
|                                                    | Courtyard by Marriott Los Angeles                   | 9,646                                        | 1,992                  | (717)                             | 800                   | 869                       | 2,944                                   | 30.5%                                   |  |
| Actual Portfolio (7)                               |                                                     | \$ 877,323                                   | \$ 139,070             | \$ (4,273)                        | \$ 109,806            | \$ 21,175                 | \$ 265,778                              | 30.3%                                   |  |

\*Footnotes on page 52

PROPERTY-LEVEL ADJUSTED EBITDAre & ADJUSTED EBITDAre MARGINS



## Property-Level Adjusted EBITDAre Reconciliation

### Q3 YTD 2019/2018 Footnotes

- (1) Other Adjustments for the first nine months of 2019 include: a total of \$(0.7) million in amortization of operating lease right-of-use assets at the Hilton Garden Inn Chicago Downtown/Magnificent Mile, the Hilton San Diego Bayfront, the Hilton Times Square and the JW Marriott New Orleans; a total of \$(1.8) million in finance lease obligation interest - cash ground rent at the Courtyard by Marriott Los Angeles and the Hyatt Centric Chicago Magnificent Mile; \$1.0 million in city taxes assessed on commercial rents at the Hyatt Regency San Francisco; and a total of \$0.3 million in non-current year property tax net assessments at the Embassy Suites Chicago, the Embassy Suites La Jolla, the Hilton Garden Inn Chicago Downtown/Magnificent Mile, the Hyatt Centric Chicago Magnificent Mile, the Oceans Edge Resort & Marina and the Renaissance Los Angeles Airport.
- (2) Both Hotel Adjusted EBITDAre and Hotel Adjusted EBITDAre Margins are presented excluding any prior year property tax assessments and credits, net of any appeal fees. For the first nine months of 2019, total net assessments of \$0.3 million at the following hotels: Embassy Suites Chicago, Embassy Suites La Jolla, Hilton Garden Inn Chicago Downtown/Magnificent Mile, Hyatt Centric Chicago Magnificent Mile, Oceans Edge Resort & Marina and Renaissance Los Angeles Airport. For the first nine months of 2018, total net assessments of \$0.1 million were received at the following hotels: Embassy Suites Chicago, Hilton Garden Inn Chicago Downtown/Magnificent Mile, Hyatt Centric Chicago Magnificent Mile, Hyatt Regency Newport Beach and Renaissance Washington DC.
- (3) Includes 100% of the operating results for the Hilton San Diego Bayfront.
- (4) Hotel Adjusted EBITDAre for the first nine months of 2019 is impacted by room renovations at the Hilton San Diego Bayfront, the Hyatt Regency San Francisco, the Oceans Edge Resort & Marina and the Renaissance Harborplace.
- (5) 20 Hotel Comparable Portfolio includes all hotels owned by the Company as of September 30, 2019, with the exception of the Courtyard by Marriott Los Angeles due to its sale in October 2019.
- (6) Sold Hotels for both the first nine months of 2019 and 2018 include results for the Courtyard by Marriott Los Angeles, sold in October 2019. Sold Hotels for the first nine months of 2018 also include results for the Marriott Philadelphia and the Marriott Quincy, both of which were sold in January 2018, the Hyatt Regency Newport Beach sold in July 2018, the two Houston hotels sold in October 2018 and the Marriott Tysons Corner sold in December 2018.
- (7) Actual Portfolio for the first nine months of 2019 includes all 21 hotels owned by the Company as of September 30, 2019. Actual Portfolio for the first nine months of 2018 includes all 24 hotels owned by the Company as of September 30, 2018, plus results generated by the Hyatt Regency Newport Beach before its sale in July 2018, and the Marriott Philadelphia and the Marriott Quincy before their sale in January 2018.
- (8) Other Adjustments for the first nine months of 2018 include: a total of \$(0.8) million in amortization of operating lease right-of-use assets at the Hilton San Diego Bayfront, the Hilton Times Square and the JW Marriott New Orleans (reclassified to conform to the current year's reporting); a total of \$(1.8) million in finance lease obligation interest - cash ground rent at the Courtyard by Marriott Los Angeles and the Hyatt Centric Chicago Magnificent Mile (added to conform to the current year's reporting); a total of \$0.1 million in non-current year property tax net assessments at the Embassy Suites Chicago, the Hilton Garden Inn Chicago Downtown/Magnificent Mile, the Hyatt Centric Chicago Magnificent Mile, the Hyatt Regency Newport Beach and the Renaissance Washington DC; a total of \$(1.1) million in hospital procurement rebates received by our Marriott-branded hotels; \$(0.8) million in hurricane-related business interruption insurance proceeds at the Oceans Edge Resort & Marina; and a total of \$0.1 million in hurricane-related uninsured losses at the two Houston hotels and the Oceans Edge Resort & Marina.
- (9) Hotel Adjusted EBITDAre for the first nine months of 2018 is impacted by room renovations at the Hyatt Regency San Francisco, the JW Marriott New Orleans, the Marriott Boston Long Wharf and the Renaissance Los Angeles Airport.

#### PROPERTY-LEVEL ADJUSTED EBITDAre & ADJUSTED EBITDAre MARGINS

