

# Q2 2018 Results Pro forma Supplemental



RLJ | Lodging Trust

# RLJ Lodging Trust Overview

## Key Statistics <sup>(1)(2)(3)</sup>

Properties	154
Hotel Rooms	30,005
Share Price	\$22.04
Total Shares and Units Outstanding	176.0M
Market Capitalization	\$3.9B
Preferred Equity	\$0.4B
Net Debt Outstanding	\$2.2B
Total Enterprise Value (TEV)	\$6.4B
Annual Dividend Yield	6.0%

## 2018 Guidance

Pro forma RevPAR growth	-0.5% to +1.0%
Pro forma Hotel EBITDA Margin	31.25% to 32.50%
Pro forma Consolidated Hotel EBITDA	\$555M to \$586M
Adjusted EBITDA	\$519M to \$550M
Corporate Cash General & Administrative	\$37M to \$39M

1. Number of properties and hotel rooms as of August 7, 2018. Excludes one fully unconsolidated hotel.

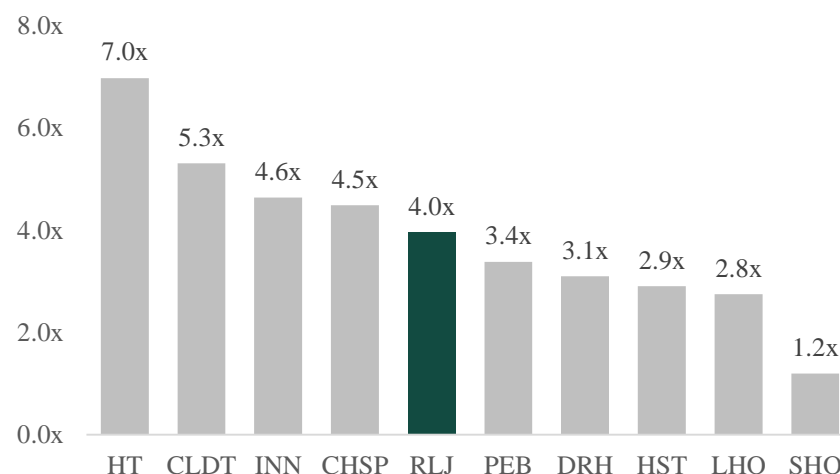
2. Share price as of August 7, 2018. Dividend yield based on annualized dividend of \$1.32 per share.

3. Market capitalization includes total shares and operating partnership units outstanding as of August 1, 2018. Total Enterprise Value based on balance sheet as of June 30, 2018.

4. Net debt as of June 30, 2018, except HST and LHO, which are as of March 31, 2018. 2018 EBITDA reflects consensus estimates. Source is based on company filings and press releases.

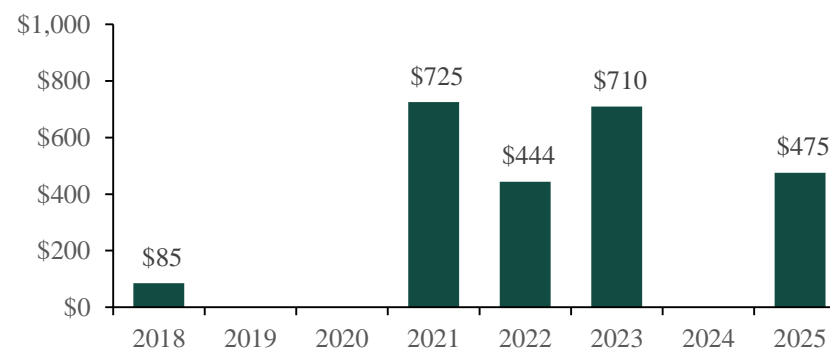
5. Debt maturity schedule as of June 30, 2018; includes all extension options. Pro forma for \$26 million mortgage repayment in conjunction with sale of Embassy Suites Napa and \$75 million repayment of revolving line of credit subsequent to June 30, 2018. As of August 7, 2018, outstanding balance on revolving line of credit is \$175 million.

## Net Debt / 2018E EBITDA <sup>(4)</sup>



## Pro forma Debt Maturity Schedule <sup>(5)</sup>

\$ in millions



# RLJ Lodging Trust Overview – Pro forma Statistics

*The financial information below reflects pro forma statistics for the 154 hotels owned as of August 7, 2018*

- Disposition of Embassy Suites Napa Valley (sold in July 2018), Sheraton Philadelphia (sold in March 2018), Embassy Suites Boston-Marlborough (sold in February 2018) and Fairmont Copley Plaza (sold in December 2017)

Pro Forma Hotel Statistics <sup>(1)</sup> (all amounts in '000s except metrics)	2017					2018	
	Q1	Q2	Q3	Q4	FY	Q1	Q2
Rooms Available	2,700	2,730	2,760	2,760	<b>10,950</b>	2,700	2,730
Rooms Sold	2,028	2,229	2,233	2,095	<b>8,587</b>	2,030	2,238
Total Room Revenue	353,461	393,844	381,134	358,005	<b>1,486,444</b>	350,740	399,199
Total Revenue	422,633	470,888	450,975	434,564	<b>1,779,061</b>	419,734	478,722
Occupancy	75.1%	81.7%	80.9%	75.9%	<b>78.4%</b>	75.2%	81.9%
Average Daily Rate (ADR)	\$174.26	\$176.67	\$170.65	\$170.85	<b>\$173.11</b>	\$172.74	\$178.40
Room Revenue per Available Room (RevPAR)	\$130.91	\$144.26	\$138.08	\$129.71	<b>\$135.74</b>	\$129.88	\$146.20
Pro forma Hotel EBITDA	131,429	168,196	150,460	139,338	<b>589,424</b>	123,173	167,325
Pro forma Hotel EBITDA Margin	31.1%	35.7%	33.4%	32.1%	<b>33.1%</b>	29.3%	35.0%
Pro forma Consolidated Hotel EBITDA	131,429	168,196	150,460	139,338	<b>589,424</b>	123,173	167,325

1. Results reflect 100% of the financial results of three consolidated joint ventures and exclude the Chateau LeMoyné-French Quarter New Orleans, which is a fully unconsolidated hotel. The information above includes results for periods prior to the Company's ownership which have not been audited and are being presented solely for comparison purposes.

# Forward-Looking Statements

*This presentation contains certain statements, other than purely historical information, including estimates, projections, statements relating to the Company's business plans, objectives and expected operating results, and the assumptions upon which those statements are based, that are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements generally are identified by the use of the words "believe," "project," "expect," "anticipate," "estimate," "plan," "may," "will," "will continue," "intend," "should," "may" or similar expressions. Although the Company believes that the expectations reflected in such forward-looking statements are based upon reasonable assumptions, beliefs and expectations, such forward-looking statements are not predictions of future events or guarantees of future performance and the Company's actual results could differ materially from those set forth in the forward-looking statements. Some factors that might cause such a difference include the following: the current global economic uncertainty, increased direct competition, changes in government regulations or accounting rules, changes in local, national and global real estate conditions, declines in the lodging industry, seasonality of the lodging industry, risks related to natural disasters, such as earthquakes and hurricanes, hostilities, including future terrorist attacks or fear of hostilities that affect travel, the Company's ability to obtain lines of credit or permanent financing on satisfactory terms, changes in interest rates, access to capital through offerings of the Company's common and preferred shares of beneficial interest, or debt, the Company's ability to identify suitable acquisitions, the Company's ability to close on identified acquisitions and integrate those businesses and inaccuracies of the Company's accounting estimates. Given these uncertainties, undue reliance should not be placed on such statements. Except as required by law, the Company undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise. The Company cautions investors not to place undue reliance on these forward-looking statements and urges investors to carefully review the disclosures the Company makes concerning risks and uncertainties in the sections entitled "Risk Factors," "Forward-Looking Statements," and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Company's Annual Report, as well as risks, uncertainties and other factors discussed in other documents filed by the Company with the SEC.*