

## FORWARD LOOKING STATEMENTS



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

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

Any forward-looking statement speaks only as of the date on which it is made. Although the Company believes the expectations reflected in such forward-looking statements are based upon reasonable assumptions, it can give no assurance that the expectations will be attained or that any deviation will not be material. All information in this presentation 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 statistics and other data that has been obtained or compiled from information made available by third-party service providers and believed to be reliable, but the accuracy and completeness of the information is not assured. The Company has not independently verified any such information.

# KEY TAKEAWAYS AND RECENT EVENTS



## **KEY TAKEAWAYS**

- 1. Strong Q4 2021 Operating Performance
- 2. Pipeline of ROI Projects with 40%+ IRRs
- 3. Transformative Capital Recycling Transactions
- 4. ESG Leader Corporate Responsibility Report



The Lodge at Sonoma

## RECENT TRANSACTIONS

#### HENDERSON BEACH RESORT

- Acquired the 170-room Henderson Beach Resort in Destin, Florida
  - 6.4% capitalization rate on 2021 Hotel NOI
  - 8.0% estimated stabilized Hotel NOI yield
  - Numerous asset management and ROI opportunities to drive incremental cashflow
  - Operating synergies with Henderson Park Inn, adjacent resort acquired in July 2021

#### TRANQUILITY BAY BEACHFRONT RESORT

- Acquired commercial interest in the 103-room
   Tranquility Bay Beachfront Resort in Marathon, Florida
  - 11.1% capitalization rate on 2021 Hotel NOI
  - Very low on-going capital expenditure obligation
  - Numerous asset management opportunities to drive incremental resort cashflow
  - Entitlements for an on-site marina



## 2021 MONTHLY COMPARABLE OPERATING RESULTS(1)

	Осс	ADR	RevPAR	Revenue	Revenue B/(W) 2019
Jan	21.3%	\$193.61	\$41.18	18,296	(67.8%)
Feb	29.2%	\$217.42	\$63.43	24,985	(61.1%)
Mar	36.5%	\$241.35	\$88.08	36,576	(54.4%)
Apr	39.4%	\$236.06	\$92.89	38,686	(52.2%)
May	47.8%	\$232.30	\$111.00	47,637	(45.7%)
Jun	59.5%	\$233.32	\$138.76	54,804	(37.1%)
Jul	70.0%	\$253.06	\$177.06	70,943	(9.3%)
Aug	63.5%	\$234.00	\$148.52	60,658	(19.3%)
Sep	62.5%	\$249.61	\$155.90	62,351	(24.3%)
Oct	66.7%	\$267.90	\$178.63	73,681	(18.8%)
Nov	60.2%	\$238.98	\$143.93	59,058	(17.1%)
Dec <sup>(2)</sup>	56.1%	\$270.77	\$151.81	63,491	(2.4%)

<sup>(1)</sup> The comparable operating information includes operating results for our 32-hotel portfolio owned as of December 31, 2021, which includes our 2021 acquisitions (Bourbon Orleans, Henderson Park Inn and Henderson Beach Resorts) and excludes our 2021 dispositions.

<sup>(2)</sup> Preliminary results as of January 20, 2022



# DIAMONDROCK IS POSITIONED FOR OUTSIZED GROWTH



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



## 2022-2023 POSITIONED FOR OUTSIZED GROWTH



# FOUR HOTEL UP-BRANDINGS

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

## IMPROVING GROUP TRENDS

- Strong Expected Growth in 2022 Group Revenue
- City-wide room nights in 2022/2023 for Boston, Chicago, and San Diego (35% of portfolio rooms) are expected to see gains over 2019

# RECENT ACQUISITIONS

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

## MARGIN IMPROVEMENT POTENTIAL

50-200bps of long-term potential





# PROJECTS RECENTLY COMPLETED OR IN PROCESS



SONOMA RENAISSANCE

**VAIL MARRIOTT** 

SHERATON KEY WEST

JW MARRIOTT CHERRY CREEK











THE LODGE

PROJECT COST \$9.8MM

IRR 25%

Completed Jul 2021

Estimated IRRs are calculated assuming a 3-yea stabilization period and a 10.0x terminal multiple



ТНЕ НҮТНЕ

VAIL

PROJECT COST \$8.4MM

IRR 88%

Completed Nov 2021

MARGARITAVILLE.

Beach House

PROJECT COST \$3.5MM

IRR 82%

st Completion Nov 2021

HOTEL

PROJECT COST

IRR 74%

Est Completion Q1 2022

8

\$3.6MM

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



PROPERTY	PROJECT	ESTIMATED Capital Spend(1)	ESTIMATED Incremental ebitda <sup>(1)</sup>	ESTIMATED IRR(2)	ESTIMATED COMPLETION
LODGE AT SONOMA	Autograph Collection Conversion	\$9.8	\$1.4	25%	Complete
VAIL MARRIOTT	Luxury Collection Conversion	\$8.4	\$3.4	88%	Complete
CHARLESTON RENAISSANCE	F&B Repositioning	\$2.1	\$0.5	52%	Complete
MARGARITAVILLE BEACH HOUSE	Rebranding	\$3.5	\$1.3	82%	Complete
DENVER JW MARRIOTT	F&B and Public Space Renovation Luxury Collection Conversion	\$2.5 \$3.6	\$0.5 \$1.2	42% 74%	Q1 2022 Q1 2022
EMBASSY SUITES BETHESDA	Brand Conversion	\$3.3	\$0.5	28%	Q1 2022
	Recently Completed / In-Process	\$33.2	\$8.8	59%	
ORCHARDS INN	Resort Repositioning	\$19.8	\$2.6	22%	2022
THE LANDING	Additional 17 Keys	\$6.1	\$1.2	42%	2022
BOSTON HILTON	Additional 29 Keys	\$6.0	\$1.0	33%	2022
	Total in Planning	\$31.9	\$4.8	28%	
	Active ROI Pipeline	\$65.1	\$13.6	45%	
Shadow ROI Pipeline		\$251	/IM of Capital Spend	Estimated 20%	+ IRR

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

# ENHANCING PORTFOLIO QUALITY THROUGH RISK REDUCTION



% SUBJECT TO GROUND LEASES						
COMPANY	PERCENT OF ROOMS	TENOR OF THE FIVE SHORTEST LEASES	NO. OF LEASED HOTELS			
PEB	37%	35 Years	18 Hotels			
HST	29%	21 Years	20 Hotels			
PK	26%	18 Years	16 Hotels			
PEER AVERAGE	24%	44 Years	11 Hotels			
DRH-Prior	23%	51 Years	7 Hotels			
DRH-Current	21%	60 Years	6 Hotels			
SH0	18%	63 Years	2 Hotels			
XHR	11%	78 Years	3 Hotels			

70 HORRIGANE WARRETS							
COMPANY	PERCENT OF ROOMS						
XHR	28%						
PK	25%						
HST	22%						
SHO	21%						
PEER AVERAGE	21%						
DRH-Prior	16%						
DRH-Current	15%						
PFR	10%						

% HURRICANE MARKETS

70 Billing millinged						
COMPANY	PERCENT OF MANAGEMENT CONTRACTS					
XHR	86%					
HST	84%					
PK	81%					
SHO	59%					
PEER AVERAGE	57%					
PEB	25%					
DRH-Prior	24%					
DRH-Current	6%					

% BRAND MANAGED

### BENEFITS OF LOW EXPOSURE

- Strong residual value
- More financial flexibility
- Reduced operating leverage
- Increased earnings transparency

### BENEFITS OF LOW EXPOSURE

- Lower risk of income disruption
- Long-term sustainability
- Lower operating costs

Note: Hurricane markets defined as exposure to Norfolk, VA, USVI, Puerto Rico, Coastal Georgia and South Carolina, Florida, Houston, TX, and New Orleans, LA

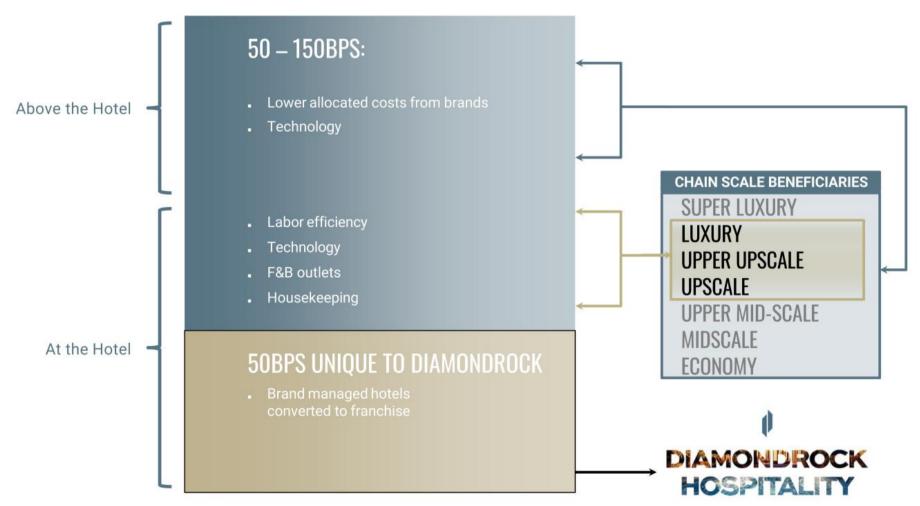
## BENEFITS OF LOW EXPOSURE

- Superior cost management
- Owner-centric cash mgmt.
- Owner-centric capital investment
- Improves asset value
- Improve cash flow multiple

# LONG TERM MARGIN IMPROVEMENT POTENTIAL



## UP TO 200BPS OF POTENTIAL LONG TERM MARGIN IMPROVEMENT



## POWERFUL CAPITAL RECYCLING





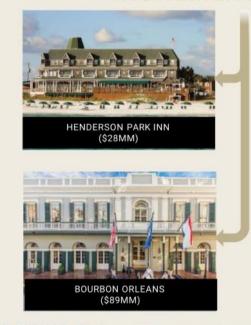




RECYCLING CREATES

\$20MM

# INCREMENTAL EBITDA(1)







TRANQUILITY BAY BEACHFRONT RESORT
(\$63MM)

## **BENEFITS OF TRANSACTIONS**

- Sold \$220MM of assets at 5.3% cap rate on 2019 NOI. Recycled into \$293MM of hotels & resorts at 8.0% stabilized NOI cap rate
- REDUCES CAPEX SPENDING:
   Young physical age and beneficial deal structure materially reduce capital expenditure spending
- RECYCLING CREATES
   BORROWING BASE COLLATERAL:
   Recycling the disposition proceeds
   into unencumbered hotels provides
   significant enhancement to credit
   facility leverage metrics
- INCREASED EXPOSURE TO RIGHT-TO-WORK STATES: Nearly 40% of portfolio hotels in RTW markets

# TRANQUILITY BAY BEACHFRONT RESORT (MARATHON, FL)





ACQUISITION DATE 1/6/22
PURCHASE PRICE S63 MILLION
LOCATION MARATHON, FL
NUMBER OF UNITS 103



#### **KEY DEAL HIGHLIGHTS**

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



103 Units	231 Bedrooms		970 Sq. Ft.
41 Units	123 Bedrooms	Three Bedroom	1,320 Sq. Ft.
46 Units	92 Bedrooms	Two Bedroom	840 Sq. Ft.
16 Units	16 Bedrooms	One Bedroom	450 Sq. Ft.

#### **UPSIDE OPPORTUNITIES**

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





This summary information sheet contains certain "forward-looking statements" relating to, among other things, hotel EBITDA and hotel net operating income after capital reserves. The forward-looking statements made are based on our beliefs, assumptions and expectations of future performance, taking into account all information currently available to us. Actual results could differ materially from the forward-looking statements made on this summary information sheet. When we use the words "projected," "expected," "planned" and "estimated" or other similar expressions, we are identifying forward-looking statements. The forward-looking statements on this summary information sheet are subject to the safe harbor of the Private Securities Litigation Reform Act of 1995. All information on this sheet is as of January 13, 2022. We undertake no duty to update the information to conform to actual results or changes in our expectations. This fact sheet contains statistics and other data that has been obtained from information available from public sources. For additional information, please visit our website at www.drhc.com.

# HENDERSON BEACH RESORT (DESTIN, FL)





ACQUISITION DATE 12/23/21

PURCHASE PRICE

S112.5 MILLION

LOCATION

DESTIN, FL

NUMBER OF ROOMS 170

NUMBER OF RMAs: 46

**EVENT SPACE** 

40,000 SO FT

## KFY DFAL HIGHLIGHTS

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



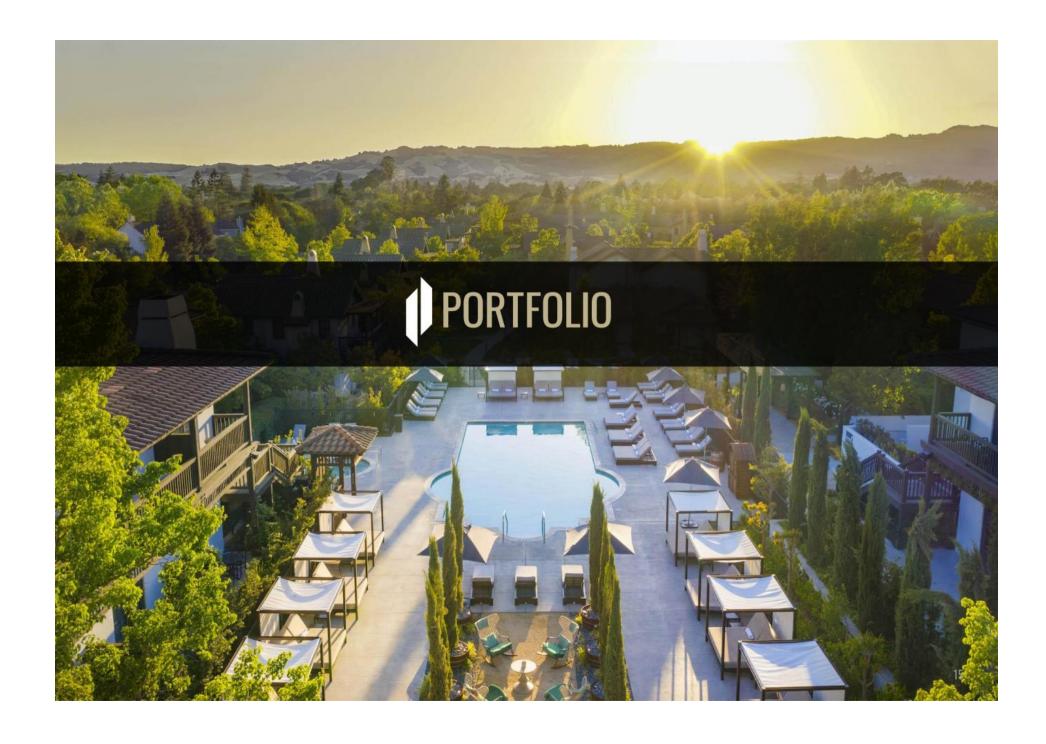
### **UPSIDE OPPORTUNITIES**

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





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# DIAMONDROCK AT A GLANCE





9,452 ROOMS



33 PROPERTIES



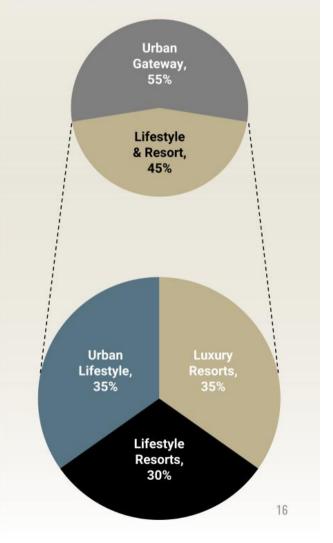
23 GEOGRAPHIC MARKETS

### DIVERSIFIED GEOGRAPHICAL SOURCES OF EBITDA

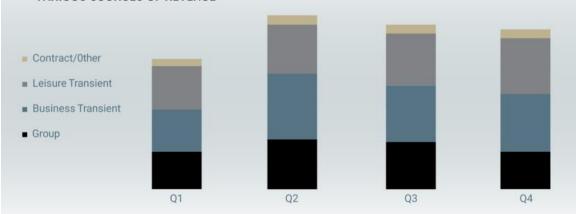
LOCATION	EBITDA	LOCATION	EBITDA
Boston, MA	15%	Denver, CO	3%
Chicago, IL	15%	Phoenix, AZ	3%
New York, NY	6%	Burlington, VT	3%
Washington, DC	6%	Sonoma, CA	2%
Ft. Lauderdale, FL	6%	New Orleans, LA	2%
Ft. Worth, TX	5%	Charleston, SC	2%
Key West, FL	5%	Huntington Beach, CA	2%
San Diego, CA	4%	Atlanta, GA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

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

% of 2019 Proforma EBITDA



### **VARIOUS SOURCES OF REVENUE**



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

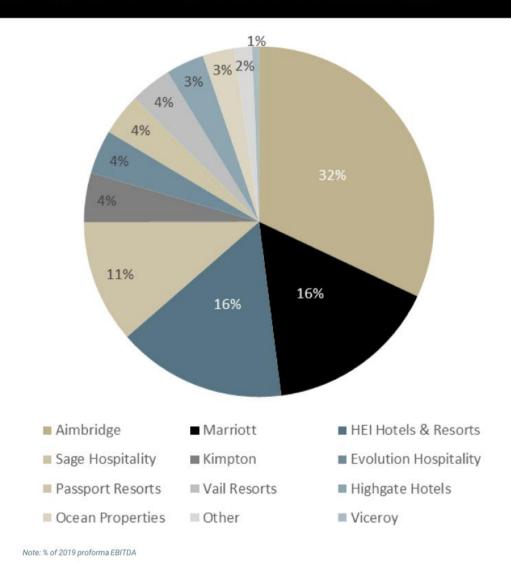
# PORTFOLIO: DATA TABLE

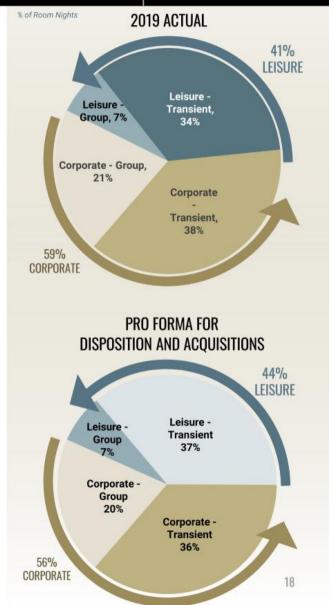


	KEYS	REVPAR (\$)	TREVPAR (S)	REVENUE/KEY (\$000s)	EBITDA/KEY (\$000s)	% OF 2019 EBITDA
LUXURY RESORT	930	280	488	178	48	16%
LIFESTYLE RESORT	1,216	190	307	112	33	14%
LIFESTYLE URBAN	1,491	185	256	93	29	15%
RESORT/LIFESTYLE	3,637	211	322	121	35	45%
URBAN GATEWAY	5,815	178	240	88	27	55%
TOTAL	9,452	189	275	100	30	100%

# PORTFOLIO: OPERATOR AND GUEST MIX DIVERSIFICATION







# STRONG RESORT MARKET PRESENCE



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



LIFESTYLE RESORT



MARATHON, FL



DESTIN, FL







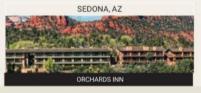


HENDERSON BEACH RESORT













URBAN LIFESTYLE









PHOENIX, AZ KIMPTON PALOMAR PHOENIX





# HIGH QUALITY PORTFOLIO IN KEY GATEWAY MARKETS



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

























Marriott Bethesda Suites will be reflagged on 2/1/2022





# RESPONSIBLE CORPORATE CITIZEN

Sector Leader 2020



GRESB ANNUAL RESULTS				ſS		ISS ESG	RANKINGS <sup>(2)</sup>	ISS-ESG CORPORATE RANKING
DRH GRESB Score Peer Score Average <sup>(1)</sup> Index to Peer Score Average	2017 53 57 93%	2018 75 58 129%	2019 81 69 117%	2020 84 69 122%	2021 86 72 119%	ENVIRONMENTAL		TOP 1 %
		**				SOCIAL		Currently Ranked in <b>Top 1%</b> of all US Real estate companies  DiamondRock ranks in the <b>top 5%</b> of the Worldwide Real Estate Sector, earning an <b>ISS ESG Prime</b> designation
GRE REALESS sector leade	TATE 72021 S B			E S [	В	GOVERNANCE	200	2021 CORPORATE RESPONSIBILITY REPORT  DIAMONDROCK HORMTRALTY