

newport harbor island resort



Pebblebrook Update on Recent Operating Trends

September 2024

Forward-Looking Statements

This presentation contains forward-looking statements that are subject to risks and uncertainties. These forward-looking statements include information about possible or assumed future results of Pebblebrook Hotel Trust's (the "Company" or "Pebblebrook") business, financial condition, liquidity, results of operations, plans and objectives. These forward-looking statements are based on the Company's beliefs, assumptions, estimates and expectations of future performance, taking into account information currently available to the Company. These beliefs, assumptions, estimates and expectations can change as a result of many possible events or factors, not all of which are known to the Company. If a change occurs, the Company's business, prospects, financial condition, liquidity and results of operations may vary materially from these forward-looking statements. These risks and uncertainties include, but are not limited to, the state of the U.S. economy, supply and demand in the hotel industry and other factors as are described in greater detail in the Company's filings with the Securities and Exchange Commission, including, without limitation, the Company's Annual Report on Form 10-K for the year ended December 31, 2023. You should carefully consider these risks when you make an investment decision concerning the Company's securities. You are cautioned not to place undue reliance on any forward-looking statements. The Company assumes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation does not constitute, and may not be used in connection with, an offer or solicitation by anyone.

The Company assumes no obligation to update or revise any of the information in this document.

The following presentation includes financial projections and forward-looking statements. These projections and forward-looking statements are based on assumptions and estimates developed by the Company and actual results may vary from the projections and such variations may be material. This presentation includes estimates and the Company makes no representation as to the accuracy of these estimates. Additionally, this presentation should not be relied upon or regarded as a representation by the Company, management or its employees that the forward-looking statements, or beliefs, assumptions, estimates or expectations of future performance underlying them, will be achieved.

**Investor Inquiries:
Raymond D. Martz**

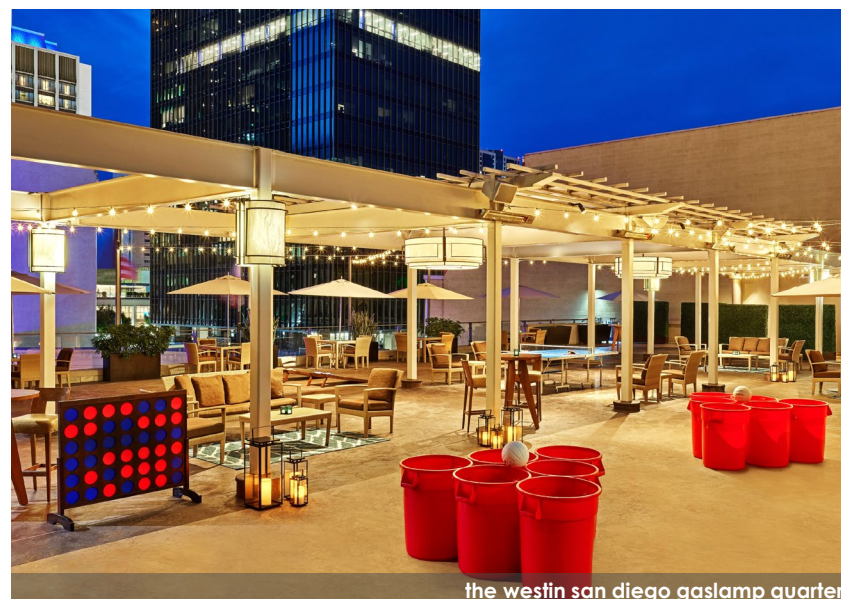
Co-President and Chief Financial Officer
(240) 507-1330
rmartz@pebblebrookhotels.com



Recent Performance Highlights and Strategic Updates

- August Operating Results & Demand Trends:** August's hotel operating performance was in line with the Company's outlook. Same-Property RevPAR increased by 4.3% year-over-year, with Occupancy rising by 7.0% and ADR declining by 2.5%. Same-Property Total Revenues grew by 5.5%, driven by a healthy 7.7% increase in Non-Room Revenue. Same-Property Resorts led the way with 11.3% RevPAR growth. Leading urban markets included Chicago, San Diego, and Portland. August benefited from an early Labor Day weekend this year, with Friday and Saturday falling in August, unlike last year when they were in September. This shift had a negative impact on early September RevPAR performance, but the month remains in line with expectations.
- Brand Transitions:** Le Méridien Delfina Santa Monica successfully converted to Hyatt Centric Delfina Santa Monica on September 18, 2024.
- Q3 Outlook:** Pebblebrook reaffirms its previous guidance for Q3 2024 with Same-Property RevPAR, Same-Property Hotel EBITDA, Adjusted EBITDAre, and Adjusted FFO per Diluted Share all anticipated to be within the previously provided ranges.

Outlook ⁽¹⁾	Q3 2024	
	Low	High
Net income	\$7.5	\$12.5
Same-Property RevPAR vs. 2023	1.25%	3.25%
Same-Property Total Revenue vs. 2023	1.7%	3.8%
Same-Property Total Expenses vs. 2023	3.9%	4.9%
Same-Property Hotel EBITDA	\$108.0	\$113.0
Same-Property Hotel EBITDA vs. 2023	(3.5%)	1.0%
Adjusted EBITDAre	\$101.0	\$106.0
Adjusted FFO per Diluted Share	\$0.49	\$0.53



Detailed Operating Trends

- Total Portfolio:** In August, Same-Property RevPAR improved by 4.3% year-over-year, driven by increased Occupancy, which improved to 78.8%. Resorts and several urban markets benefited from strong growth in group bookings and leisure demand over last year, also boosting Non-Room Revenue by a very healthy 7.7% compared to last year. Out-of-room spending growth continues to outpace RevPAR growth, highlighting the sustained spending power of both business and leisure customers.
- Urban:** Pebblebrook's urban hotels performed well in August. Same-Property Urban Occupancy increased by 4.7% year-over-year, partially offset by a 3.0% ADR decline, leading to a 1.6% rise in RevPAR. San Diego, in particular, capitalized on strong group bookings. Urban Weekday Occupancy grew by 5.4% year-over-year, illustrating a continued healthy recovery in business demand. Meanwhile, Urban Weekend Occupancy edged up 0.9%, exceeding 85% for the second consecutive month, driven by the ongoing return of leisure travel to the urban markets.
- Resort:** Resort demand remained robust in August, with Same-Property Resort Occupancy climbing an impressive 15.4% compared to 2023, benefiting from an early Labor Day. While ADR fell a slight 3.6%, driven by continued shifts in leisure transient demand and value-conscious travelers, higher occupancy led to a 14.1% increase in Non-Room Revenue, bolstered by recent major property redevelopments, remerchandising efforts and continued strong out-of-room spending.

2024 Same-Property Portfolio ⁽¹⁾	Occ	ADR	RevPAR	Total Revenue	Variance to 2023	
					RevPAR	Total Revenue
January	51%	\$295	\$151	\$84.8	5%	6%
February	63%	\$294	\$184	\$94.9	0%	3%
March	70%	\$307	\$215	\$115.4	1%	0%
Q1 2024	61%	\$299	\$183	\$295.1	2%	2%
April	73%	\$303	\$220	\$115.4	(2%)	(1%)
May	76%	\$310	\$236	\$129.8	7%	7%
June	81%	\$302	\$244	\$127.5	0%	2%
Q2 2024	77%	\$305	\$234	\$372.8	2%	3%
July (E)	80%	\$313	\$248	\$135.8	0%	2%
August (E)	79%	\$292	\$230	\$126.4	4%	6%



pebblebrook HOTEL TRUST

