ASHFORD
HOSPITALITY TRUST

January 2019

Forward Looking Statements and Non-GAAP Measures

In keeping with the SEC's "Safe Harbor" guidelines, certain statements made during this presentation could be considered forward-looking and subject to certain risks and uncertainties that could cause results to differ materially from those projected. When we use the words "will likely result," "may," "anticipate," "estimate," "should," "expect," "believe," "intend," or similar expressions, we intend to identify forward-looking statements. Such forward-looking statements include, but are not limited to, our business and investment strategy, our understanding of our competition, current market trends and opportunities, projected operating results, and projected capital expenditures.

These forward-looking statements are subject to known and unknown risks and uncertainties, which could cause actual results to differ materially from those anticipated including, without limitation: general volatility of the capital markets and the market price of our common stock; changes in our business or investment strategy; availability, terms and deployment of capital; availability of qualified personnel; changes in our industry and the market in which we operate, interest rates or the general economy, and the degree and nature of our competition. These and other risk factors are more fully discussed in the company's filings with the Securities and Exchange Commission.

EBITDA is defined as net income before interest, taxes, depreciation and amortization. EBITDA yield is defined as trailing twelve month EBITDA divided by the purchase price or debt amount. A capitalization rate is determined by dividing the property's net operating income by the purchase price. Net operating income is the property's funds from operations minus a capital expense reserve of either 4% or 5% of gross revenues. Hotel EBITDA flow-through is the change in Hotel EBITDA divided by the change in total revenues. EBITDA, FFO, AFFO, CAD and other terms are non-GAAP measures, reconciliations of which have been provided in prior earnings releases and filings with the SEC or in the appendix to this presentation.

This overview is for informational purposes only and is not an offer to sell, or a solicitation of an offer to buy or sell, any securities of Ashford Hospitality Trust, Inc. or any of its respective affiliates, and may not be relied upon in connection with the purchase or sale of any such security.



Strategy

Opportunistically own, finance, and asset manage predominately full–service, upper upscale hotels

Goals

OUTPERFORM
Deliver strong shareholder returns vs. peers

PROTECT
Protect shareholder investment through disciplined capital management strategies

GROW
Increase the quality and performance of our portfolio through financially calibrated sales, acquisitions and proactive asset management

SUCCEED
Utilize competitive advantage through the Enhanced Return Funding Program

ALIGN
Maintain alignment with shareholders through high insider ownership

Experienced

Management Team



Jeremy Welter
Chief Operating Officer

- 13 years of hospitality experience
- 8 years with Ashford (5 years with predecessor)
- 5 years with Stephens Investment Bank
- Oklahoma State University, BS



Deric Eubanks
Chief Financial Officer

- 18 years of hospitality experience
- 15 years with Ashford
- 3 years with ClubCorp
- CFA Charterholder
- Southern Methodist University, BBA



Douglas Kessler
Chief Executive Officer/President

- 34 years of real estate & hospitality experience
- 15 years with Ashford
- 10 years with Goldman Sachs
- 5 years with Trammell Crow
- Stanford University, BA
- Stanford University, MBA



J. Robison Hays
Chief Strategy Officer

- 13 years of hospitality experience
- 13 years with Ashford
- 3 years of M&A experience at Dresser Inc. & Merrill Lynch
- Princeton University, AB



Robert Haiman
EVP, General Counsel

- 15 years of hospitality experience
- 1 year with Ashford (14 years with Ashford predecessor)
- Amherst College, BA
- Duke University, JD



Reasons to Own

Ashford Hospitality Trust

PORTFOLIO QUALITY

High quality portfolio presents an attractive investment opportunity

STRATEGIC FOCUS

Strategy maximizes investment opportunity and value-added returns

ERFP PROGRAM

Innovative program provides a competitive advantage relative to peers

HIGH DIVIDEND YIELD

One of the highest dividend yields in the industry

ASSET MANAGEMENT

Best-in-class asset management generates value-add opportunities

TRACK RECORD

Disciplined capital management that seeks to enhance shareholder value

AFFILIATE ADVANTAGES

Affiliate companies offer more value and control in other parts of the business

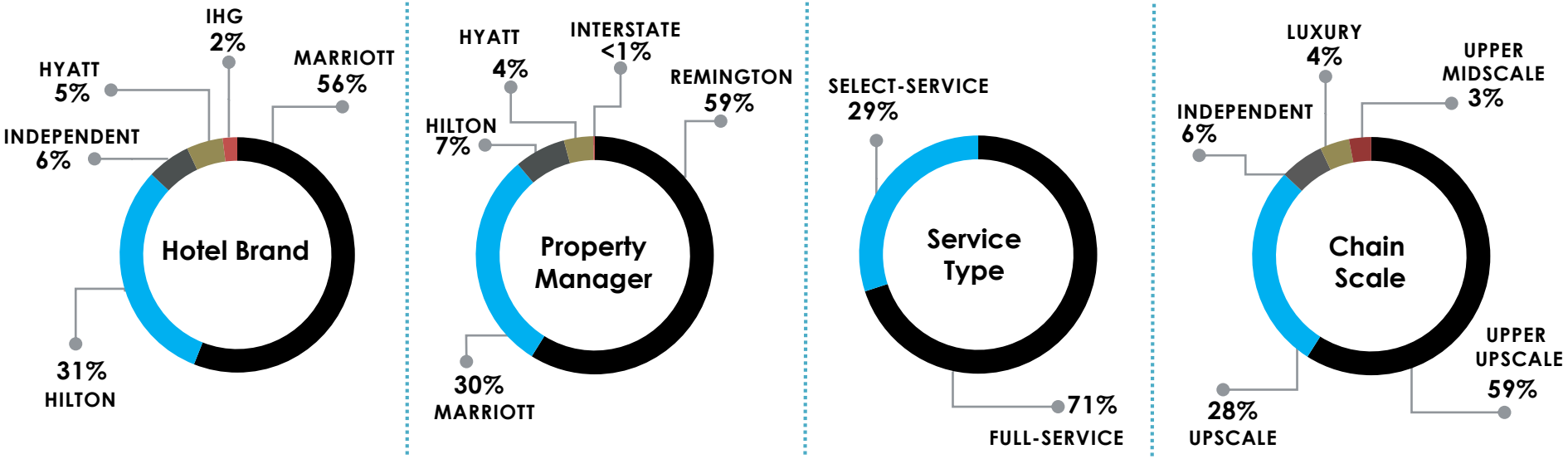
INSIDER OWNERSHIP

Highest insider ownership among peers creates shareholder-management alignment

Portfolio Overview

118	24,930	31	$125	$5.9B
HOTELS(1)	HOTEL ROOMS(1)	STATES	RevPAR(1)(2)	GROSS ASSETS

Portfolio by Hotel EBITDA(1)(2)

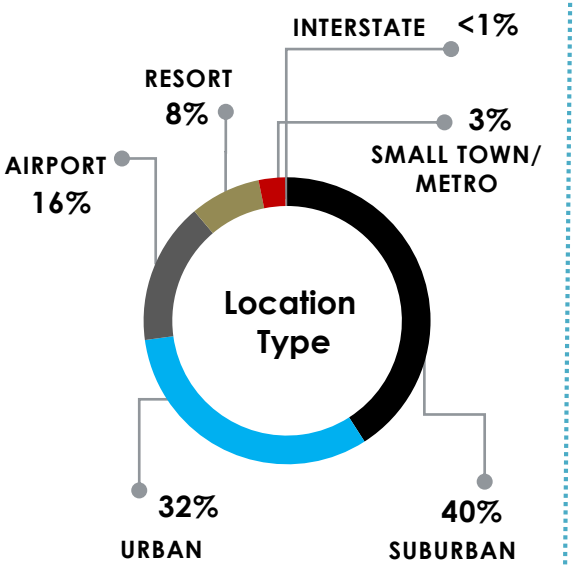


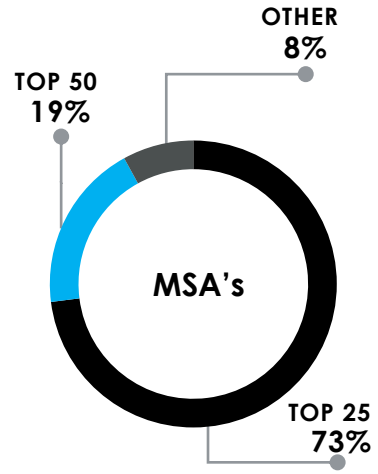
(1) As of September 30, 2018, excludes WorldQuest
(2) TTM as of September 30, 2018

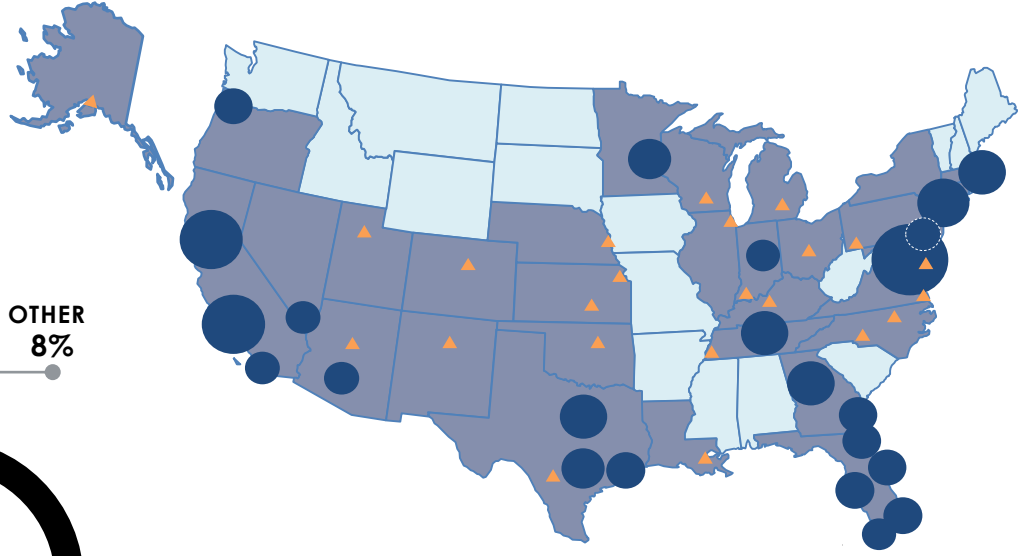
Portfolio Position

Geographically Diverse

Portfolio by Hotel EBITDA(1)(2)







Top 10 Markets	TTM Q3 2018 EBITDA(3)	% of Total
Washington DC	$50,313	*10.8%*
San Fran/Oakland, CA	$36,170	*7.7%*
Los Angeles, CA	$33,403	*7.1%*
New York/New Jersey	$30,944	*6.6%*
DFW, TX	$27,055	*5.8%*
Boston, MA	$25,146	*5.4%*
Atlanta, GA	$25,025	*5.3%*
Nashville, TN	$23,766	*5.1%*
Minn./St. Paul, MN	$14,362	*3.1%*
Austin, TX	$13,068	*2.8%*
Other Areas	$188,372	*40.3%*
Total	**$467,624**	**100%**

(1) As of September 30, 2018, excludes WorldQuest
(2) TTM as of September 30, 2018
(3) In thousands

Represents <1% EBITDA contribution

Represents >1% EBITDA contribution

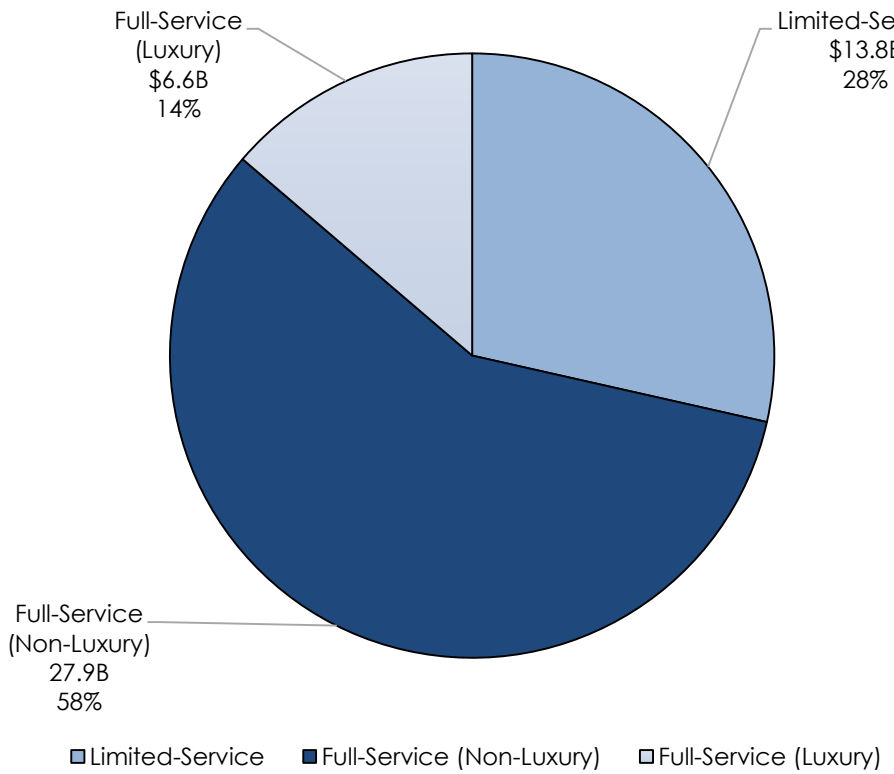




Strategic Rationale

Full-Service & Upper Upscale

2018 DEAL FLOW(1)



VALUE-ADD

41%

OF TOTAL UPPER UPSCALE ROOMS ARE FRANCHISED(2)

YIELD

6.5% - 8.5%

ESTIMATED CAP RATES

(1) 2018 Hotel Transactions from Real Capital Analytics.
(2) Source: STR. Estimate based upon MAR, HLT, H, and IHG branded rooms



Maximize Value

Enhanced Return Funding Program

- $50M ERFP commitment from Ashford Inc.
- 2 year term
- Up to 10% of purchase price
- Funding comes in form of purchased FF&E
- Potential to upsize to $100M by mutual agreement



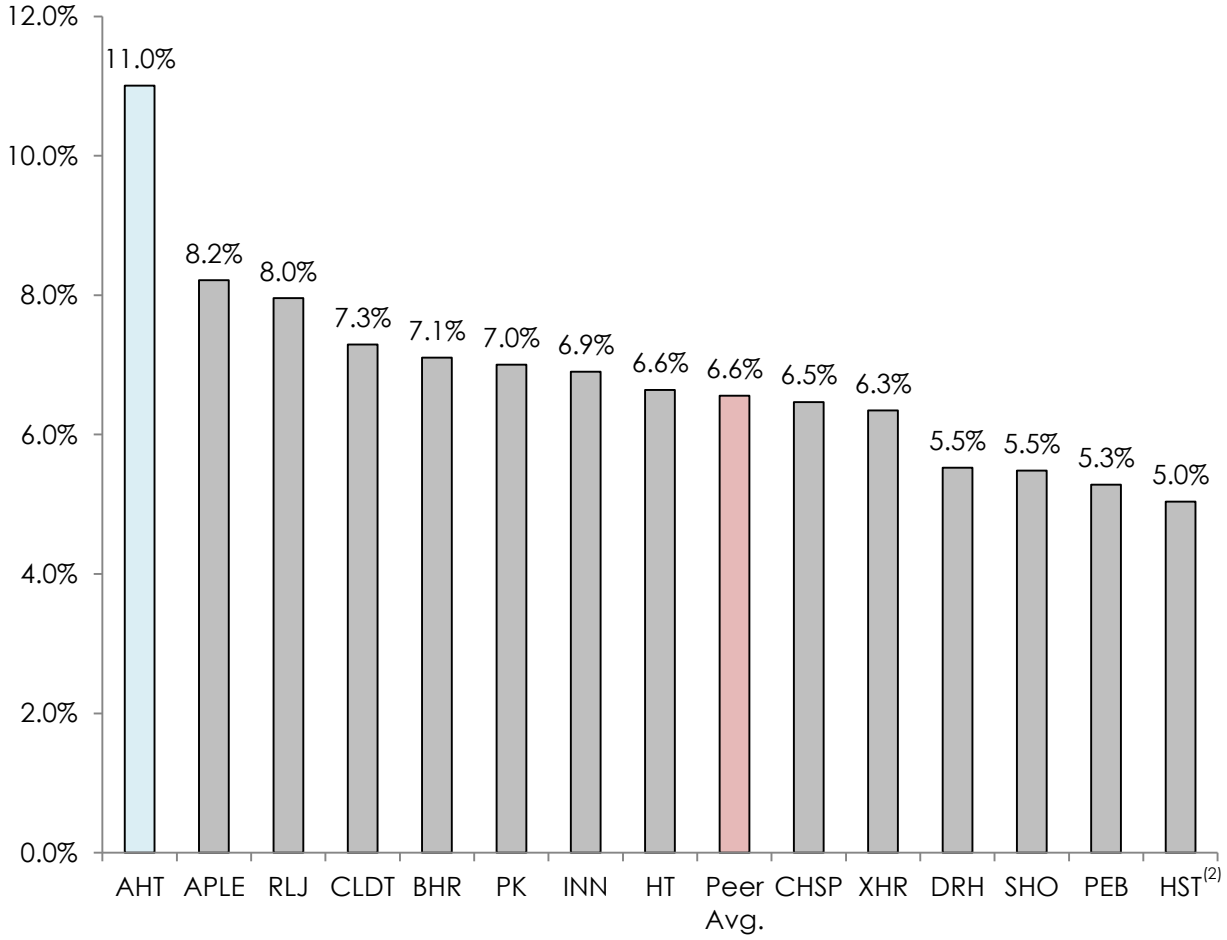
GOALS

- **Enhance overall shareholder returns**
- **Apply towards $500M new acquisitions**
- **Increase underwritten IRRs to exceed 20%(2)**
- **Target 33% reductions in required equity** capital for each new AHT asset acquisition(1)
- **Significant AHT advantage** vs. competing market bids

(1) Assuming 10% ERFP commitment funded immediately at acquisition
(2) Assumes equity, property debt, corporate preferred and ERFP contribution at end of year 1



Dividend Yield[1]



Source: Bloomberg
(1) As of January 4, 2019, annualized based on most recent dividend announcement
(2) Includes recent special cash dividend
Peer Avg. Includes: BHR, APLE, CLDT, PK, CHSP, HT, RLJ, XHR, DRH, PEB, HST, INN, SHO

Relative to Peers

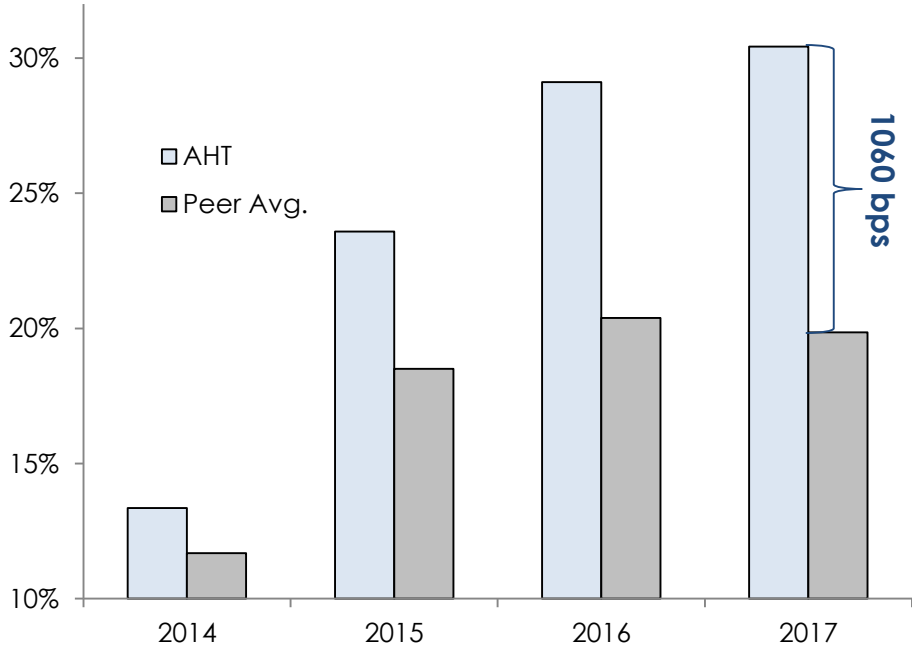
Hotel EBITDA Performance

Hotel EBITDA % Change

	2014	2015	2016	2017
AHT	13.3%	9.0%	4.5%	1.0%
Peer Avg.	11.7%	6.1%	1.6%	-0.4%

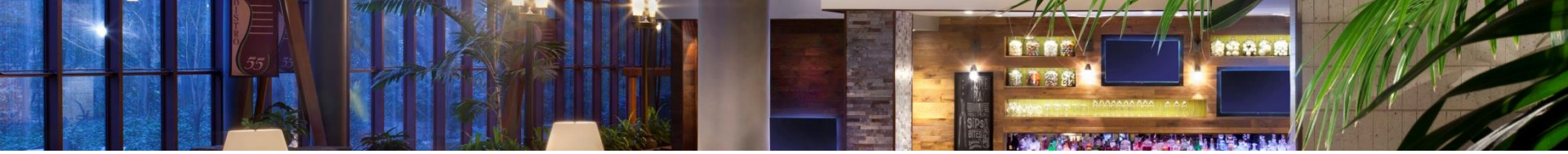
4 Straight Years of Outperformance

Cumulative Hotel EBITDA Growth



Peer group: CHSP, DHR, HT, HST, LHO, RLJ, PK, PEB, XHR, SHO
Note: comparable results as reported





Track Record

Disciplined Capital Management

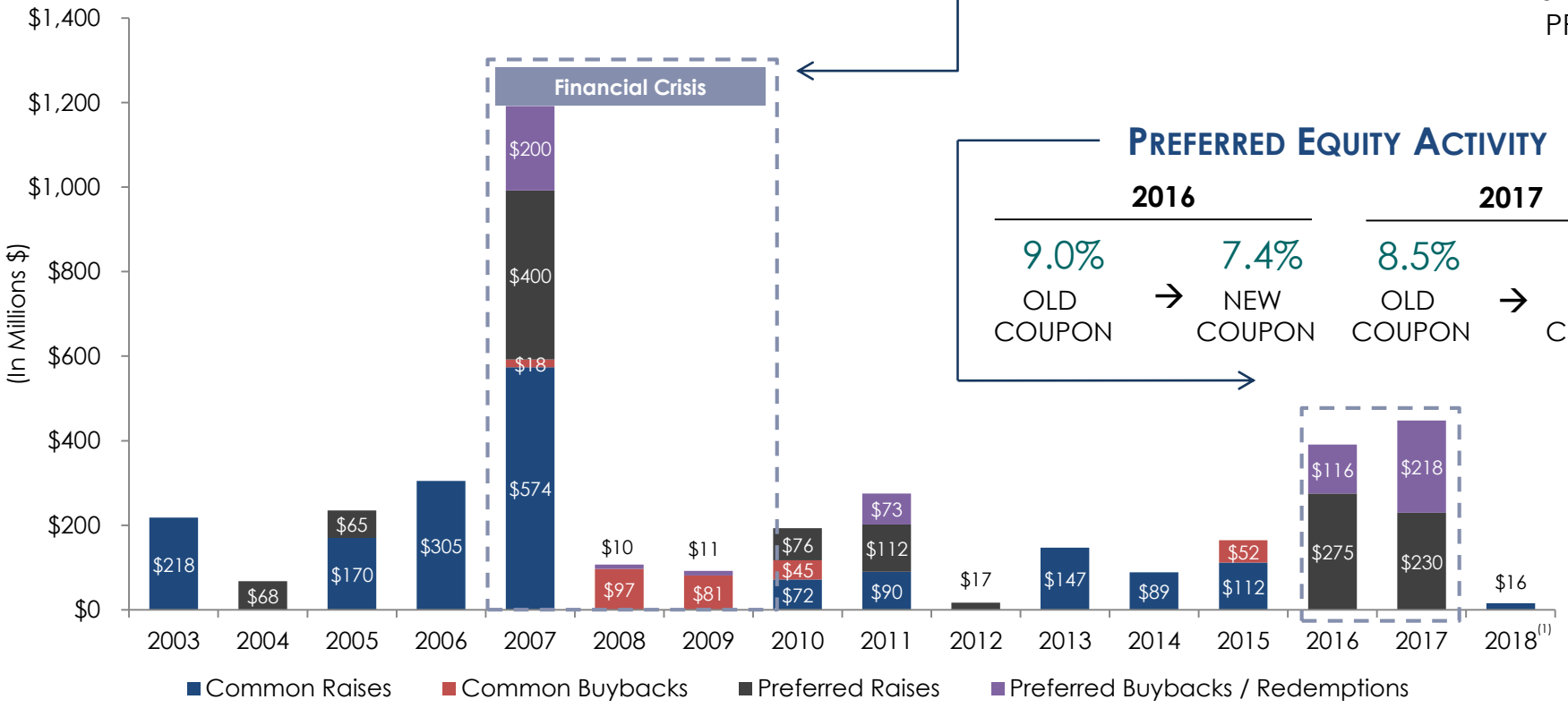
Track record of **enhancing shareholder returns** by capitalizing upon cyclical changes and advantageous pricing situations

Common Share Buybacks

73.6M	~50%	$3.28
SHARES	SHARES OUTSTANDING	AVERAGE BUYBACK PRICE

Preferred Equity Activity

2016			2017		
9.0%	→	7.4%	8.5%	→	7.5%
OLD COUPON		NEW COUPON	OLD COUPON		NEW COUPON



(1) As of September 30, 2018 YTD

Competitive Advantages

Affiliated Companies

To drive performance, guest satisfaction, and revenue

- openkey — Mobile interface for guest check-in and room access
- JSAV (J&S Audio Visual) — Audio visual services for banquets, meetings, and events
- Pure wellness — Hypoallergenic room accommodations
- Lismore Capital — Debt placement services
- Premier Project Management — Project management services
- R — Property management services

Platform

To maximize outperformance vs. peers

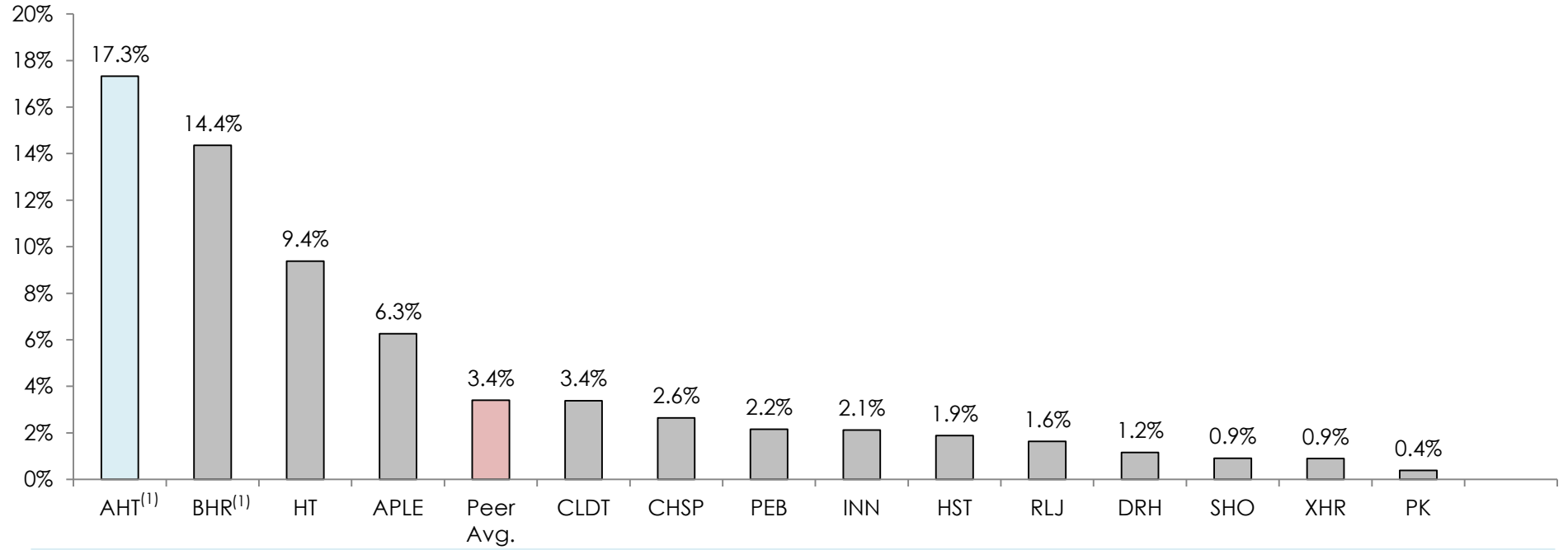
- Scale with major hotel brands
- Long term banking relationships
- Diverse national footprint
- Organizational depth
- Proven industry cycle experience
- Complex transaction execution





Highest

INSIDER OWNERSHIP AMONG PEERS



#1
Aligned Management Team

5.1x
More insider ownership vs. peer average

$92M
Total Dollar Value of insider ownership(2)

Peer Avg. includes: BHR, HT, APLE, CLDT, CHSP, RLJ, PEB, INN, HST, DRH, SHO, XHR, PK
Source: latest proxy, SNL
Note: as of September 30, 2018
(1) Includes direct interests and interests of related parties
(2) Assumed stock price as of January 4, 2019

ASHFORD

HOSPITALITY TRUST

Transactions

Acquisitions Using ERFP



Hilton Alexandria

- **Attractive RevPAR/yield combination with high margins**
- **Hilton Mgmt. – convertible to franchise after sale with no liquidated damages; no PIP if converted prior to December 31, 2019**

Key Metrics

Acquisition Price	**$111M**
ERFP Contribution	**$11M**
Rooms	**252**
Price/key[1]	**$440,476**
TTM RevPAR[2]	**$161**
TTM NOI Cap Rate[1]	**8.3%**
Leveraged IRR[3]	**29.5%**

Hilton Santa Cruz[4]

- **Favorable RevPAR/yield combination with operational upside**
- **Only Hilton full-service product in wide market area**
- **Opportunity to increase tech based and leisure room demand**

Key Metrics

Acquisition Price	**$50M**
ERFP Contribution	**$5M**
Rooms	**178**
Price/key[1]	**$252,809**
TTM RevPAR[2]	**$149**
FTM NOI Cap Rate[1]	**8.5%**
Leverage Neutral IRR[3]	**23.5%**

La Posada Santa Fe

- **Supply constrained market able to generate high RevPAR**
- **Significant operational upside and synergies with our nearby Hilton**
- **Leisure driven resort market with year-round demand generators**

Key Metrics

Acquisition Price	**$50M**
ERFP Contribution	**$5M**
Rooms	**157**
Price/key[1]	**$286,624**
TTM RevPAR[2]	**$155**
FTM NOI Cap Rate[1]	**7.3%**
Leverage Neutral IRR[3]	**28.1%**

(1) Assumes 10% ERFP commitment as if funded immediately at acquisition
(2) As of May 30 2018; June 30, 2018; August 30, 2018 from left to right.
(3) Assumes equity, property debt, corporate preferred and ERFP contribution at end of year 1
(4) Announced, but not yet closed, pending loan assumption.



Most Recent ERFP Acquisition

Embassy Suites Midtown Manhattan

Property Highlights

- 310 keys; fee simple
- Excellent Midtown Manhattan location
- Recently opened; no near term CapEx
- Amenities: garage, 3 F&B outlets, flex meeting space, sky-lawn
- RevPAR $254(1)
- Only Embassy Suites in Manhattan



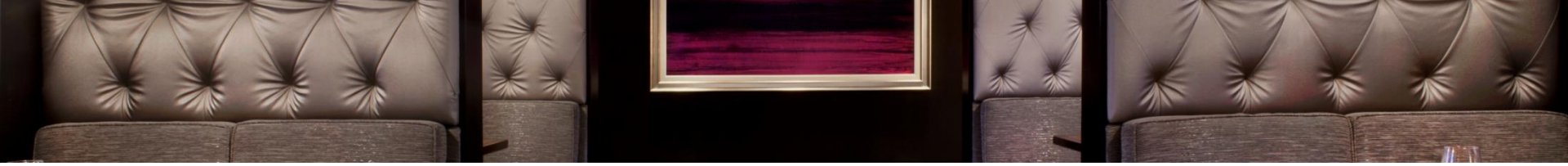
Investment Rationale

- Asset meets focused investment criteria
- Ability to change manager to add value
- Opportunity to improve financial performance from operational ramp-up
- ERFP funding to enhance returns
- Attractive financing
- Positive shift in NYC hotel fundamentals
- Attractive projected financial returns

Financial Highlights

Acquisition Price	**$195M**
ERFP Contribution	**$19.5M**
Price/key(2)	**$566,000**
Projected Stabilized Yield(3)	**9.1%(5)**
Financing	**$145M @ L + 390**
Leverage Neutral IRR(4)	**23.0%**

(1) Three months ended December 31, 2018
(2) Assumes 10% ERFP commitment as if funded immediately at acquisition
(3) Assumes as if the ERFP proceeds were funded at acquisition; however, instead the ERFP proceeds are expected to be funded over the first year of ownership.
(4) Assumes equity, leverage neutral property debt and ERFP contribution at end of year 1
(5) See Appendix for GAAP Reconciliation



Asset Sales

Financially Calibrated

ASSETS SOLD SINCE 2015

- HAMPTON INN TERRE HAUTE
- COURTYARD MARRIOTT VILLAGE LAKE BUENA VISTA
- SPRINGHILL SUITES LAKE BUENA VISTA
- FAIRFIELLD INN LAKE BUENA VISTA
- RESIDENNCE INN ATLANTA BUCKHEAD
- COURTYARD EDISON
- HAMPTON INN GAINESVILLE
- SPRINGHILL SUITES GAITHERSBURG
- RESIDENCE INN PALM DESERT
- COURTYARD PALM DESERT
- RENAISSANCE PORTSMOUTH
- EMBASSY SUITES SYRACUSE
- CROWNE PLAZA ATLANTA RAVINIA
- SPRINGHILL SUITES RICHMOND GLEN ALLEN
- SPRINGHILL SUITES CENTREVILLE
- RESIDENCE INN TAMPA

SALE OF MAINLY SELECT-SERVICE HOTELS

$375M

SALES PROCEEDS

DISPOSING OF LOWER REVPAR HOTELS

$80

AVG TTM REVPAR

AT FAVORABLE CAP RATES

8.1%

AVG TTM CAP RATE

6.9%(1)

ALL-IN CAP RATE

(1) Based on expected CapEx to be invested by buyer

ASHFORD

HOSPITALITY TRUST

Balance Sheet



Strategic Rationale

Non-Recourse Debt

Benefits of Non-Recourse Debt

- Non-recourse debt **lowers risk profile** of platform
- **Maximizes flexibility** in all economic environments

Long-standing **lender relationships**

High lender interest given sponsorship and portfolio quality

Total Enterprise Value

Stock Price[1]	$4.36
Fully Diluted Shares Outstanding[2]	121.7
Equity Value	**$530.6**
Plus: Preferred Equity[2]	564.7
Plus: Debt, net of JV Interest[2]	3,937.2
Total Market Capitalization	**$5,032.5**
Less: Net Working Capital[2],[3]	(446.0)
Total Enterprise Value	**$4,586.5**

100%

Non-Recourse Debt

100%

Property Level, Mortgage Debt

0.0%

Corporate Level Debt

(1) As of January 4, 2019
(2) As of September 30, 2018; in millions
(3) Includes Investment in Ashford Inc. at market value as of January 4, 2019

Value Enhancement Through

Recent Refinancings

L+5.52% → L+3.00%

17-Pack – Oct 2017

~$9.8M in annual debt service savings over prior loan terms

L+4.95% → L+2.92%

8-Pack – Jan 2018

~$6.8M in annual debt service savings over prior loan terms

L+4.39% → L+3.20%

22-Pack – Apr 2018

~$11.0M in annual debt service savings over prior loan terms

L+4.57% → L+3.83%

34-Pack – Jun 2018

74bp decrease over prior loan terms

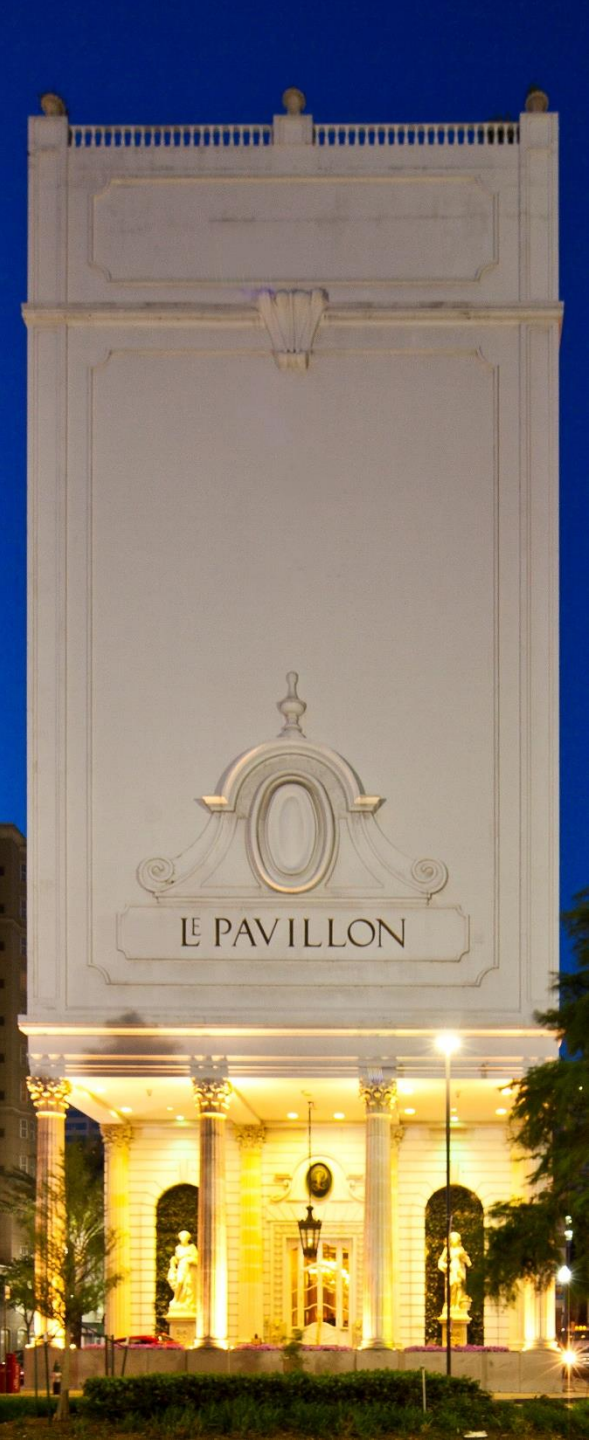
Strategic Rationale

Extend Maturity

Greater Flexibility

Interest Expense Savings

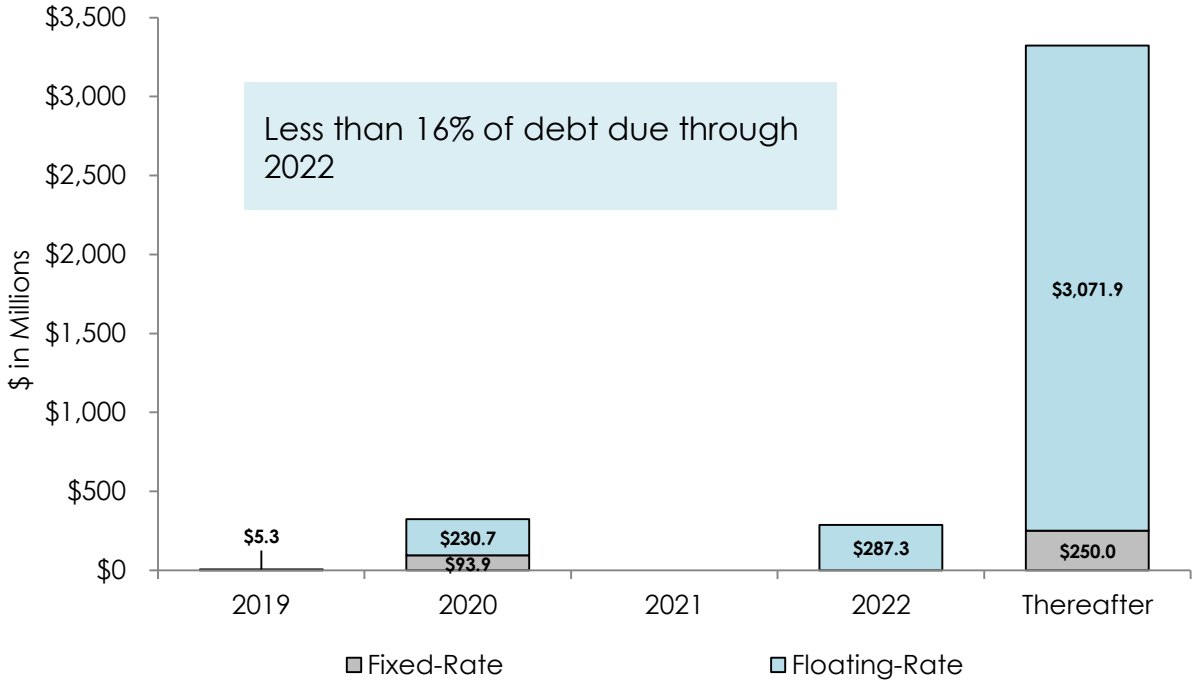




Well-Laddered

Debt Maturity Schedule[1]

Q4 2017 weighted average maturity was 3.7 years
Q3 2018 weighted average maturity is now 5.8 years



5.5%

Total Portfolio Weighted Average Rate

2019

No significant debt maturity

(1) As of September 30, 2018 assumes extension options are exercised
Note: Excludes La Posada and Embassy Suites Midtown Manhattan

Strategic

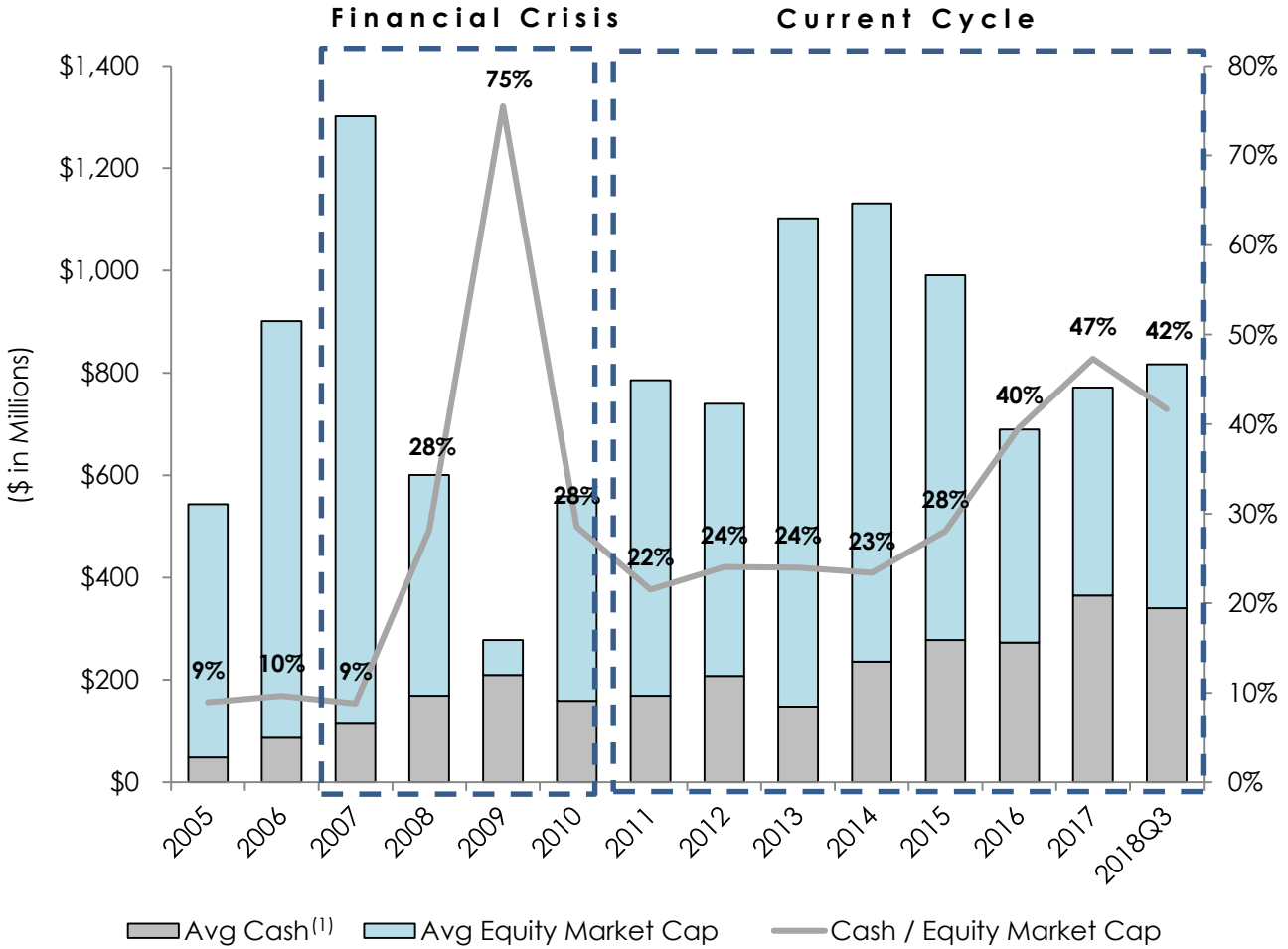
Cash Target

Financial Crisis

Positioned to buy back approximately 50% of outstanding common shares for about $240M leading to outsized total shareholder returns

Current Cycle

Flexibility to execute opportunistic growth and maintain hedge against an economic downturn



(1) Based on public filings; adjusted for unconsolidated Highland JV from 2011 - 2014
Source: Bloomberg

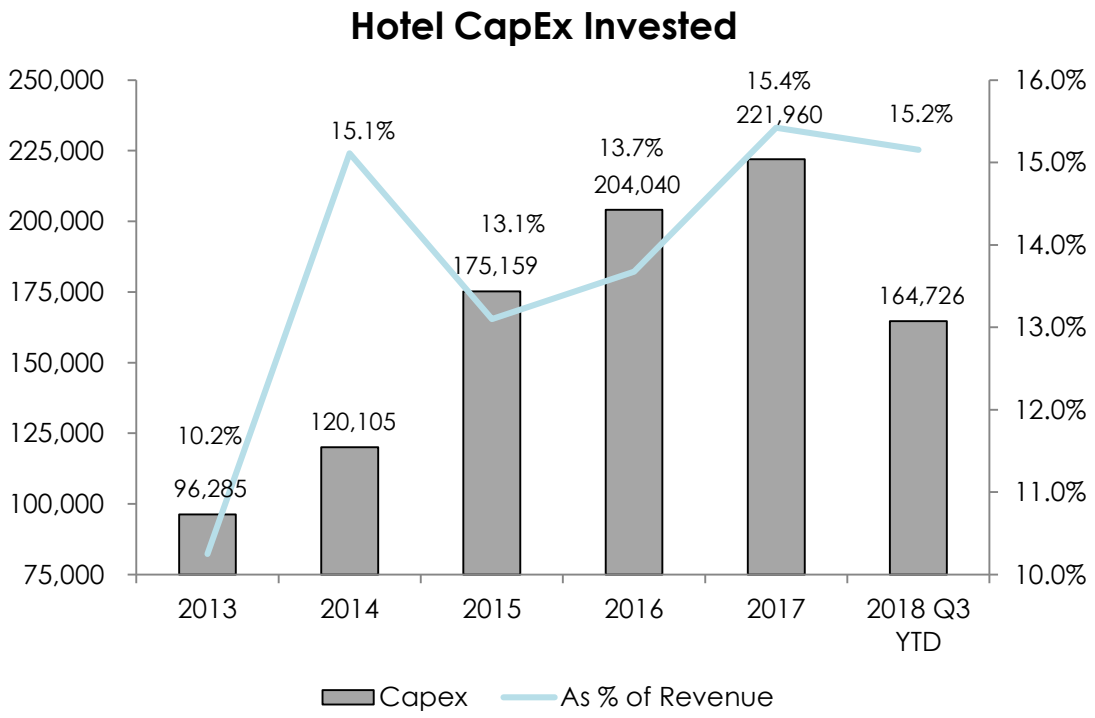


ASHFORD

HOSPITALITY TRUST

Asset Management Initiatives

Contribute to Growth



Strategic capital improvements better position hotels for performance



Case Study

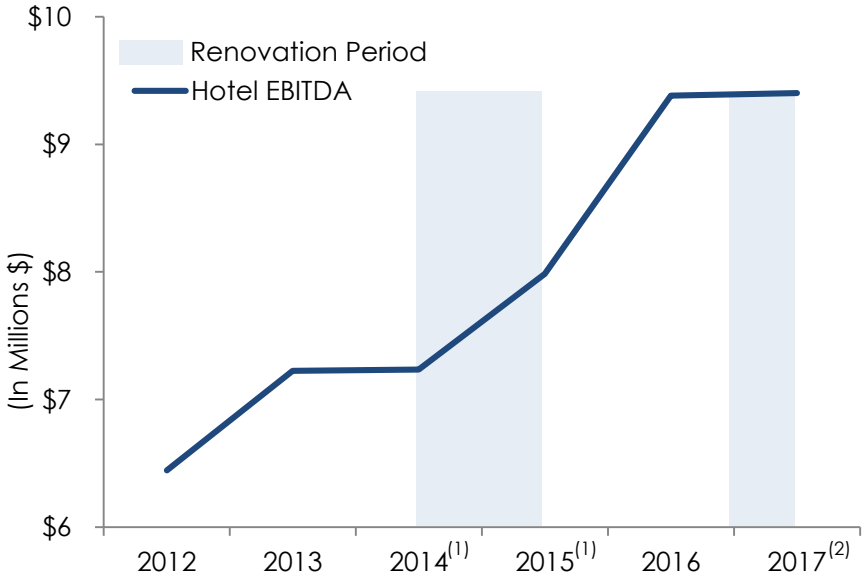
Hyatt Regency Savannah Capital Improvements

$10.7M

Invested in guestrooms and corridors

$8.4M

Invested in lobby, meeting space, and restaurant



Performance Comparison

RevPAR Index(3)

109.2 → **130.2**

Value Added(3)

$42.1M

(1) Guestroom renovation lasted from October 2014 to April 2015
(2) Lobby/meeting space renovation lasted from January 2017 to July 2017
(3) Comparing TTM September 2014 to July 2018; 7.5% cap rate



Case Study

Marriott Beverly Hills Rebranding

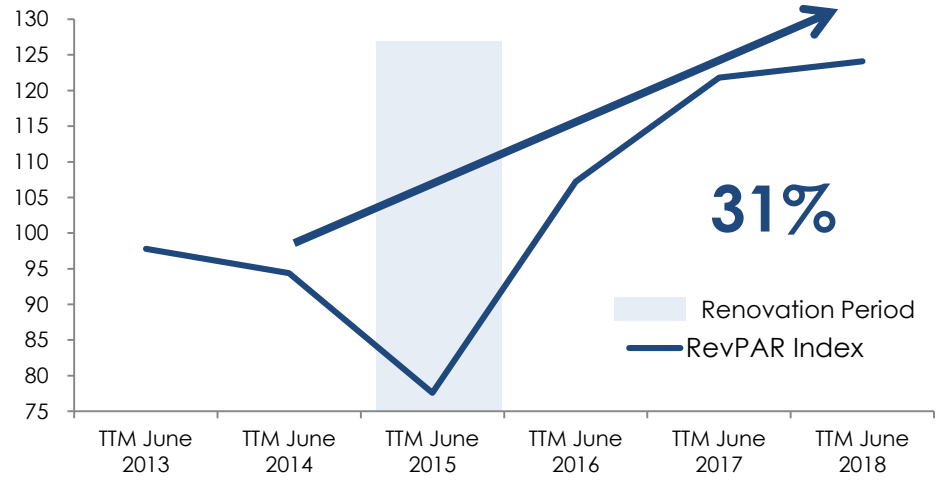
Only full-service Marriott within 6-mile radius

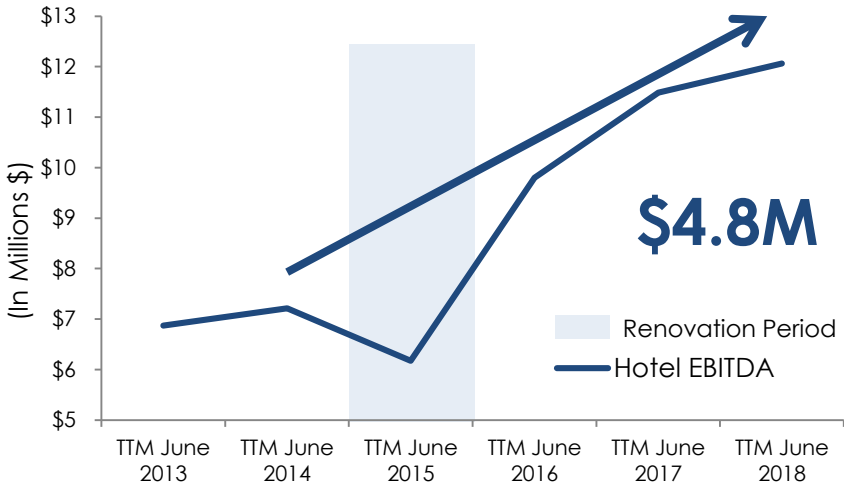
$11.0M incremental CapEx

Incremental Value Added (1)

Revenue:	5,950bps	**Occ:**	950bps
ADR:	4,640bps	**RevPAR:**	$90.14

Value Creation(2): $68.8M





(1) Fully ramped Marriott vs. pre-renovation as Crowne Plaza (TTM June 2018 vs. TTM June 2014)
(2) 6.5% cap rate, conservatively assumes same cap rate for both Marriott and Crowne Plaza





Case Study

Marriott DFW Franchise Conversion

491	18,522 sq.ft.
Keys	Meeting Space

- Realigned and retrained sales staff to effectively target under-performing market segments
- Shifted business mix by prioritizing transient and enforcing group ceilings over high demand periods
- Implemented daily labor review processes aimed at curbing labor cost overruns

Results – First 12 months[1]

		Performance
Occupancy	↑	860bps
RevPAR	↑	580bps
RevPAR Index	↑	240bps
Hotel EBITDA Flow-Through	↑	119%

(1) TTM May 2018

Opportunity

Revenue Initiatives

Implementing aggressive strategy to increase ancillary revenue

$2.2M	$3.7M	$400K	$4.6M
Resort Fee	Parking	Early Arrival/ Late Departure	Other Charge

Total Added Revenue[(1)]: $10.9M

(1) Estimated annual revenue



ASHFORD

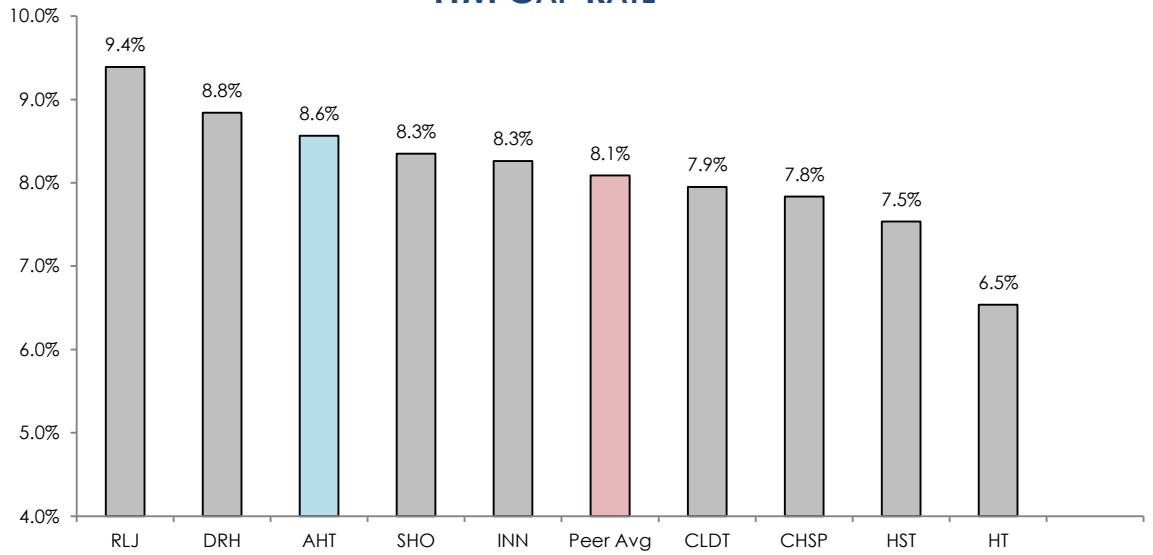
HOSPITALITY TRUST

Valuation

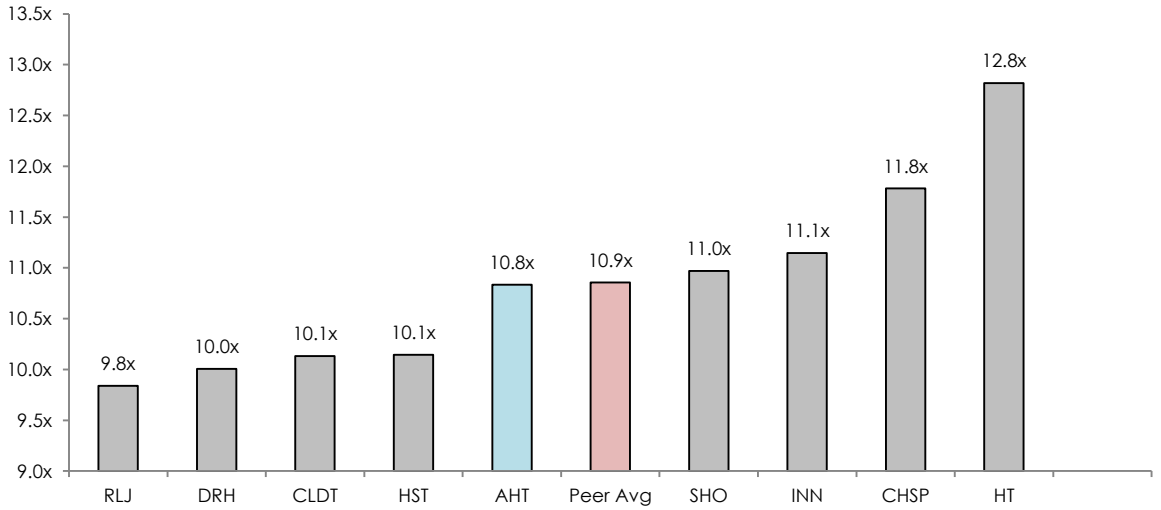


Valuation

TTM Cap Rate[1],[2]



TEV / 2019E EBITDA Multiple[1],[2]



(1) Balance sheet data as of September 30, 2018; stock price as of January 4, 2019
(2) Based on consensus estimates
Source: SNL, Bloomberg, Company Filings



STRATEGIC FOCUS

PORTFOLIO QUALITY

ERFP PROGRAM

DIVIDEND YIELD

Reasons to Own

Ashford Hospitality Trust

ASSET MANAGEMENT

TRACK RECORD

AFFILIATE ADVANTAGES

INSIDER OWNERSHIP



ASHFORD

HOSPITALITY TRUST

APPENDIX



GAAP Reconciliation

Ashford Hospitality Trust
Embassy Suites Manhattan
Reconciliation of Hotel Net Income to Hotel EBITDA and Hotel Net Operating Income
(Unaudited, in millions)

		12 Months Ended December 31, 2018
Hotel Net Income	$	1.0
Adjustment:		
Depreciation and amortization	$	2.3
Interest expense	$	3.9
Hotel EBITDA	$	7.3
Adjustment:		
Capital reserve	$	-
Hotel Net Operating Income	$	7.3

All information in this table is based upon unaudited operating financial data for the prior twelve month period ended December 31, 2018. As this is a new property, there is not a capex reserve. This data has not been audited or reviewed by the Company's independent registered public accounting firm. The financial information presented could change.

ASHFORD
HOSPITALITY TRUST

January 2019