



ASHFORD HOSPITALITY TRUST

March 2022





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.

Certain statements and assumptions in this press release contain or are based upon "forward-looking" information and are being made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements in this press release include, among others, statements about the Company's strategy and future plans. These forward-looking statements are subject to risks and uncertainties. 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 statements are subject to numerous assumptions and uncertainties, many of which are outside Ashford Trust's control.

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: the impact of COVID-19, and the rate of adoption and efficacy of vaccines to prevent COVID-19, on our business and investment strategy; our ability to meet the NYSE continued listing standards; our ability to maintain S-3 eligibility; our ability to repay, refinance or restructure our debt and the debt of certain of our subsidiaries; anticipated or expected purchases or sales of assets; our projected operating results; completion of any pending transactions; our understanding of our competition; market trends; projected capital expenditures; the impact of technology on our operations and business; general volatility of the capital markets and the market price of our common stock and preferred stock; availability, terms and deployment of capital; availability of qualified personnel; changes in our industry and the markets 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 Ashford Trust's filings with the Securities and Exchange Commission.

The forward-looking statements included in this press release are only made as of the date of this press release. Such forward-looking statements are based on our beliefs, assumptions, and expectations of our future performance taking into account all information currently known to us. These beliefs, assumptions, and expectations can change as a result of many potential events or factors, not all of which are known to us. If a change occurs, our business, financial condition, liquidity, results of operations, plans, and other objectives may vary materially from those expressed in our forward-looking statements. You should carefully consider this risk when you make an investment decision concerning our securities. Investors should not place undue reliance on these forward-looking statements. The Company can give no assurance that these forward-looking statements will be attained or that any deviation will not occur. We are not obligated to publicly update or revise any forward-looking statements, whether as a result of new information, future events or circumstances, changes in expectations, or otherwise, except to the extent required by law.

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.

The calculation of implied equity value is derived from an estimated blended capitalization rate ("Cap Rate") for the entire portfolio using the capitalization rate method. The estimated Cap Rate is based on recent Cap Rates of publically traded peers involving a similar blend of asset types found in the portfolio, which is then applied to Net Operating Income ("NOI") of the company's assets to calculate a Total Enterprise Value ("TEV") of the company. From the TEV, we deduct debt and preferred equity and then add back working capital to derive an equity value. The capitalization rate method is one of several valuation methods for estimating asset value and implied equity value. Among the limitations of using the capitalization rate method for determining an implied equity value are that it does not take into account the potential change or variability in future cash flows, potential significant future capital expenditures, the intended hold period of the asset, or a change in the future risk profile of an asset.

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.

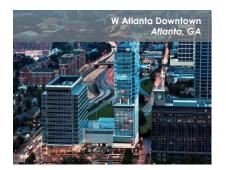
Our business has been and will continue to be materially adversely affected by the impact of COVID-19.

Prior to investing in Ashford Hospitality Trust, Inc. potential investors should carefully review Ashford Hospitality Trust, Inc.'s periodic filings made with the Securities and Exchange Commission, including but not limited to Ashford Hospitality Trust, Inc.'s most current Form 10-K, Form 10-Q and Form 8-K's, including the risk factors therein.



Capitalizing on the Recovery

Owner of Institutional Quality, Geographically Diverse Lodging Assets with Exposure to Recovery Segments



























Overview

Significant Balance Sheet & Liquidity Enhancements

Portfolio Positioned for the Recovery

Clear Path Forward to Capitalize on the Recovery



Executive Management Team

Proven Experience



J. Robison Hays
Chief Executive
Officer & President

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



Jeremy Welter Chief Operating Officer

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



Deric EubanksChief Financial
Officer

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



Significant Balance Sheet & Liquidity Enhancements

AHT Has Taken Numerous Steps to Improve the Balance Sheet & Liquidity Profile

Significant Liquidity: Net Working Capital of \$600M+

Attractive Debt Maturity Schedule

Achieved Substantive Corporate Deleveraging since mid-2020



Net Working Capital

A Closer Look at Cash & Liquidity Position

\$18.33

NWC Per Share(1)

191%

NWC Per Share vs. Stock Price⁽²⁾

	December 31, 2021
Cash and cash equivalents	\$ 592,110
Restricted cash	99,534
Accounts receivable, net	37,720
Prepaid expenses	13,385
Due from third-party hotel managers, net	25,692
Due from affiliates, net	6,756
Total currents assets	\$ 775,197
Accounts payable, net & accrued expenses	132,602
Dividends and distributions payable	3,104
Total currents liabilities	135,706
Net Working Capital	\$ 639,491

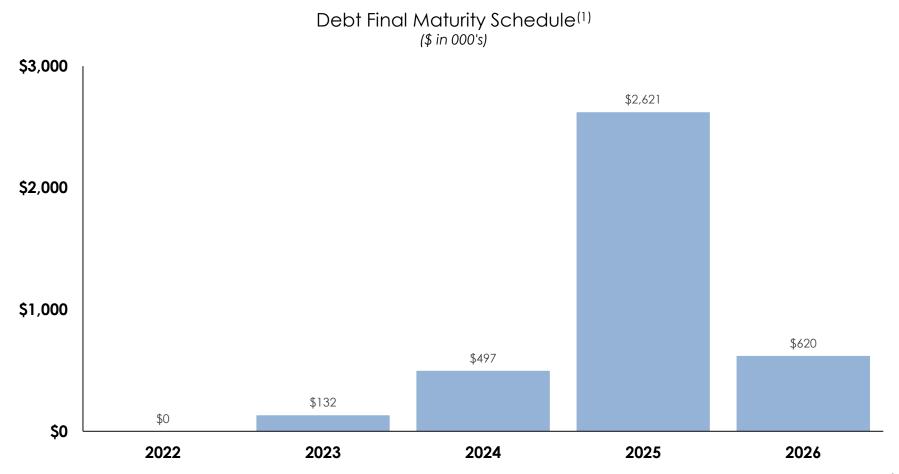
Net working capital (as of 12/31/2021) divided by common shares and units outstanding as of 12/31/2021

⁽²⁾ Assumes stock price of 9.60, as of 12/31/2021



Significant Balance Sheet & Liquidity Enhancements

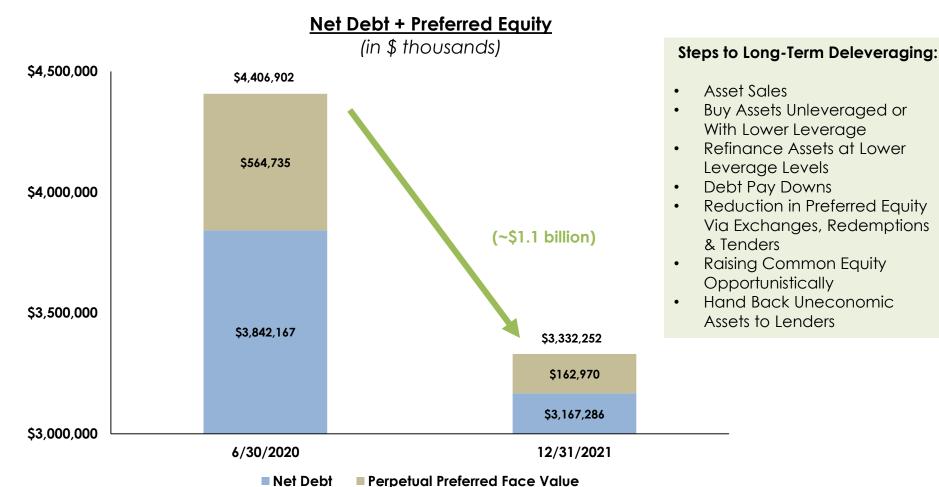
Well-Laddered Maturity Schedule





Significant Balance Sheet & Liquidity Enhancements

Decisive Actions Have Resulted in Approximately \$1.1B of Deleveraging since Q2 2020



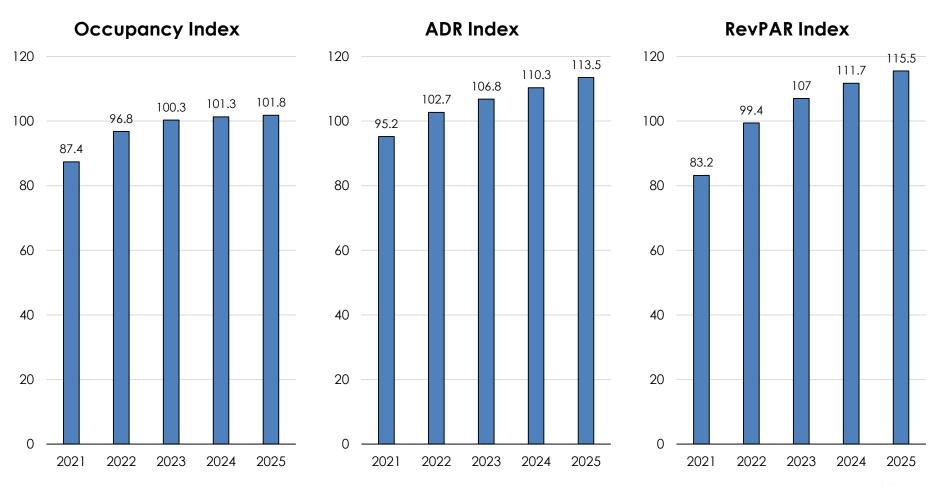


Well-positioned to Capitalize on the Lodging Recovery

- Lodging Recovery Expected Over Next 4+ Years
- Best-in-Class Hotel Brands and Management Companies with Remington Driving Outperformance
- Chain Scale Mix with RevPAR Growth Expected
- Portfolio Positioned to Capture Leisure & Transient Demand with Low Historical Reliance Upon Group Business
- Well Diversified Asset Base Across Top 25 Markets May Outperform and Mitigate Market Concentration Risk
- Significant Portfolio Exposure to Domestic Migration Trends

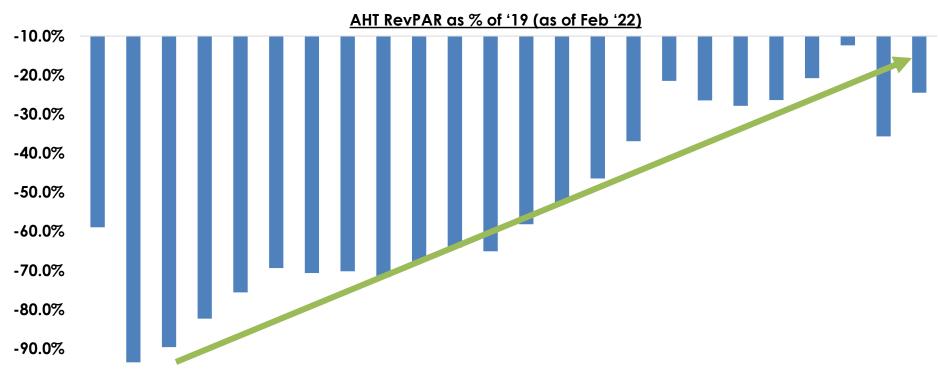
Occupancy and RevPAR near Full Recovery and ADR Fully Recovering in 2022

U.S. KPIs, Indexed to 2019



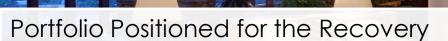


RevPAR has Rebounded Strongly from Depths of the Crisis



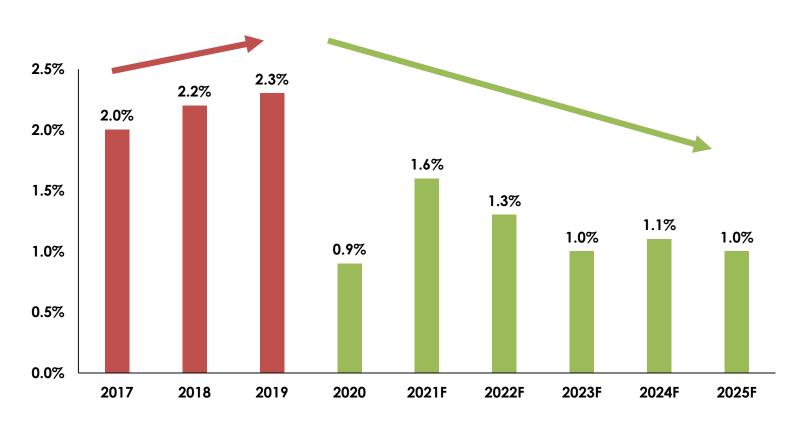
-100.0%

3/31/2020 12020 12020 12020 12020 12020 12020 12020 12020 12020 12021 120



Low Forecasted Supply Growth

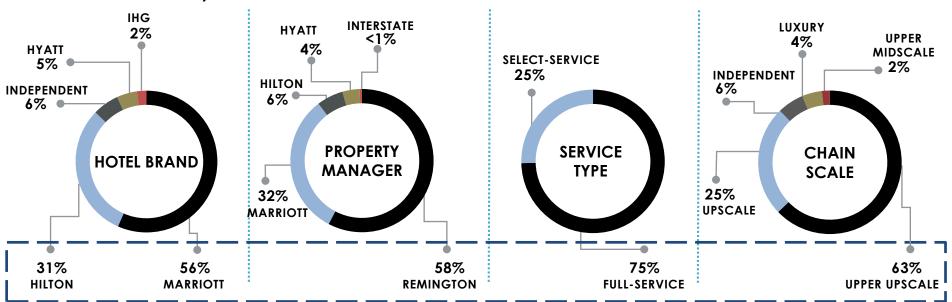
% Change Upper Upscale Room Night Supply



Significant Assets in Early Recovery Segments and High-Growth Chain Scales with Best-in-Class Brands & Managers



Portfolio by Hotel EBITDA(2)

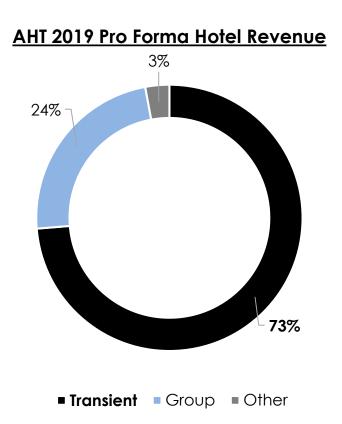


As of December 31, 2021; excludes WorldQuest

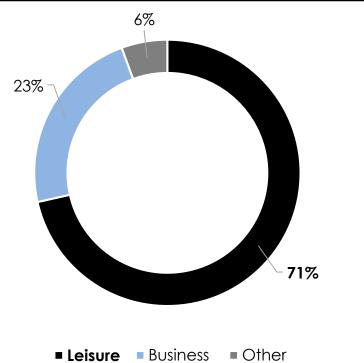
Pro forma TTM Hotel EBITDA as of December 31, 2019 excluding assets disposed of in 2020 and 2021, and WorldQuest

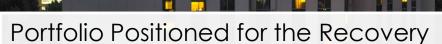


High Exposure to Transient Leisure, Low Exposure to Group



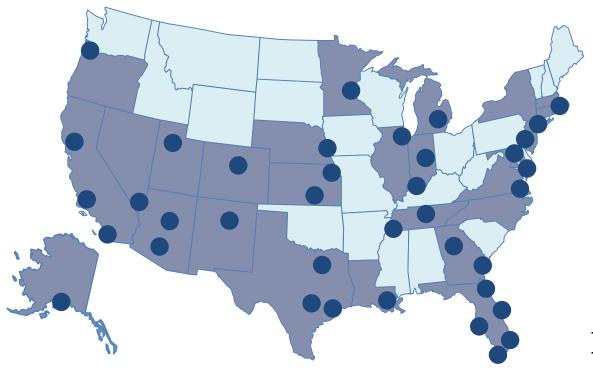
AHT 2019 Pro Forma Transient Hotel Revenue

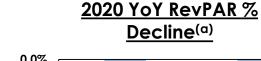




EMBASSY SUITES

Geographically Diverse Portfolio Focused on Top 25 Markets





TOP 26-50

14%



AHT 2019 Hotel EBITDA by MSA

• <u>Top 25 Markets Poised for Recovery Outperformance</u> after 2020 Underperformance TOP 25 76%

OTHER

10%

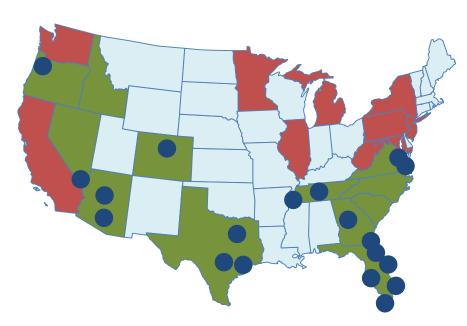
Importance of Market Diversification Highlighted by Covid-19

Positioned to Take Advantage of Demographic Shift Away from the Northeast, Rust Belt & West Coast

- 25% of business owners are considering moving operations to a more business friendly state⁽¹⁾
- 12 of AHT's top 17 markets located in inbound migration states

AHT Top Markets (by 2019 Hotel EBITDA)(3)	% Total
Washington, D.C. / Northern Virginia	11.1%
San Francisco/Oakland, CA	8.5%
Los Angeles, CA	7.3%
Nashville, TN	7.1%
New York/New Jersey	6.7%
Atlanta, GA	6.6%
Dallas Fort-Worth, TX	5.9%
Boston, MA	5.5%
Austin, TX	2.9%
Tampa, FL	2.5%
Houston, TX	2.4%
Jacksonville, FL	2.3%
Las Vegas, NV	2.0%
Portland, OR	1.9%
Philadelphia, PA	1.9%
Miami, FL	1.9%
Orlando, FL	1.8%

Inbound or Outbound Migration 2016 – 2020⁽²⁾



Red State - Outbound Migration States 2016-2020 Green State – Inbound Migration States 2016-2020

¹⁾ Source: West Monroe Partners Q1 2020 Executive Poll

²⁾ Source: North American Moving Services



Conclusion

Significant Balance Sheet & Liquidity Enhancements

Portfolio Positioned for the Recovery

Clear Path Forward to Capitalize on the Recovery

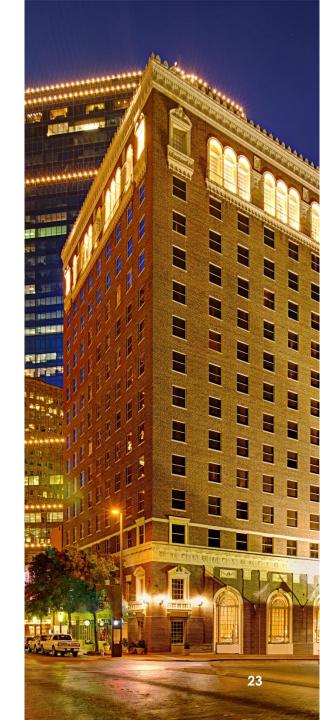


Appendix

Reconciliation of Net Income to Hotel EBITDA

ASHFORD HOSPITALITY TRUST, INC. AND SUBSIDIARIES RECONCILIATION OF NET INCOME TO HOTEL EBITDA (in thousands) (unaudited)

Interest expense 19,2 Amortization of loan costs 1,7 Depreciation and amortization 268,8)19	
Non-property adjustments7,3Interest income(3Interest expense19,2Amortization of loan costs1,7Depreciation and amortization268,8Income tax expense (benefit)3	TTM	
Interest income (3 Interest expense 19,2 Amortization of loan costs 1,7 Depreciation and amortization 268,8 Income tax expense (benefit) 3	58	
Interest expense 19,2 Amortization of loan costs 1,7 Depreciation and amortization 268,8 Income tax expense (benefit) 3	41	
Amortization of loan costs 1,7 Depreciation and amortization 268,8 Income tax expense (benefit) 3	06)	
Depreciation and amortization 268,8 Income tax expense (benefit) 3	80	
Income tax expense (benefit)	63	
	96	
Non-hotel EBITDA ownership expense 10,3	24	
<u> </u>	94	
noncontrolling interest 476,3	78	
Non-comparable adjustments (38,9	00)	
Comparable hotel EBITDA \$ 437,4	78	







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