

INVESTOR PRESENTATION

APPLE HOSPITALITY REIT

FEBRUARY 2023 • NYSE: APLE

FORWARD-LOOKING STATEMENTS



FAIRFIELD INN & SUITES PHOENIX CHANDLER/FASHION CENTER

Certain statements made in this presentation are forward-looking statements, including statements regarding the impact to Apple Hospitality REIT, Inc.'s (the "Company," "Apple Hospitality," "Apple" or "APLE") business and financial condition from, and measures being taken in response to, the COVID-19 pandemic. These forward-looking statements include statements regarding our intent, belief or current expectations and are based on various assumptions. These statements involve substantial risks and uncertainties. Actual results or events could differ materially from the plans, intentions and expectations disclosed in the forward-looking statements that we make. Forward-looking statements may include, but are not limited to, statements regarding net asset value and potential trading prices. Words such as "anticipates," "believes," "expects," "estimates," "projects," "plans," "intends," "may," "will," "would," "outlook," "strategy," "targets," and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Actual results or outcomes may differ materially from those contemplated by the forward-looking statement. Further, forward-looking statements speak only as of the date they are made, and we undertake no obligation to update or reverse any forward-looking statement to reflect changed assumptions or the occurrence of unanticipated events or changes to future operating results, unless required to do so by law. Currently, one of the most significant factors that could cause actual outcomes to differ materially from the Company's forward-looking statements continues to be the adverse effect of COVID-19, including resurgences and variants, on the Company's business, financial performance and condition, operating results and cash flows, the real estate market and the hospitality industry specifically, and the global economy and financial markets generally. The significance, extent and duration of the continued impacts caused by the COVID-19 pandemic on the Company will depend on future developments, which are highly uncertain and cannot be predicted with confidence at this time, including the extent and effectiveness of the actions taken to mitigate its impact, the acceptance and availability of vaccines, the duration of associated immunity and efficacy of the vaccines against variants of COVID-19, the potential for hotel closures/consolidations that may be mandated or advisable, whether based on increased COVID-19 cases, new variants or other factors, and the direct and indirect economic effects of the pandemic and containment measures, among others. Moreover, investors are cautioned to interpret many of the risks identified under the section titled "Risk Factors" in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2022 as being heightened as a result of the ongoing and numerous adverse impacts of COVID-19. Additional factors include, but are not limited to, the ability of Apple Hospitality to effectively acquire and dispose of properties and redeploy proceeds; the anticipated timing and frequency of shareholder distributions; the ability of the Company to fund capital obligations; the ability of Apple Hospitality to successfully integrate recent and pending transactions and implement its operating strategy; changes in general political, economic and competitive conditions and specific market conditions (including the potential effects of inflation or a recessionary environment); reduced business and leisure travel due to travel-related health concerns, including the COVID-19 pandemic or an increase in COVID-19 cases or any other infectious or contagious diseases in the U.S. or abroad; adverse changes in the real estate and real estate capital markets; financing risks; changes in interest rates; litigation risks; regulatory proceedings or inquiries; changes in laws or regulations or interpretations of current laws and regulations that impact Apple Hospitality's business, assets or classification as a real estate investment trust; or other risks detailed in filings made by Apple Hospitality with the Securities and Exchange Commission ("SEC"). Although Apple Hospitality believes that the assumptions underlying the forward-looking statements contained herein are reasonable, any of the assumptions could be inaccurate, and therefore there can be no assurance that such statements included in this presentation will prove to be accurate. In light of the significant uncertainties inherent in the forward-looking statements included herein, the inclusion of such information should not be regarded as a representation by Apple Hospitality or any other person that the results or conditions described in such statements or the objectives and plans of Apple Hospitality will be achieved.

COVER PHOTO: AC HOTEL LOUISVILLE DOWNTOWN

COMPANY PROFILE & PROVEN INVESTMENT STRATEGY

APPLE HOSPITALITY REIT

Scale Ownership of Upscale, Rooms-Focused Hotels

220
HOTELS

28,983
GUEST ROOMS

99%
ROOMS-FOCUSED

Industry-Leading Brands and Operators

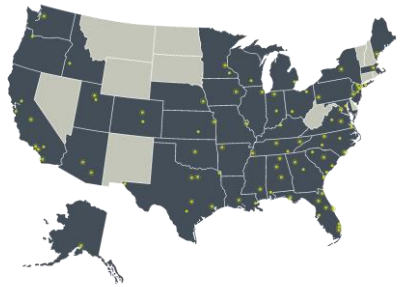
15
BRANDS

Hilton
Marriott INTERNATIONAL
HYATT

17
MANAGEMENT COMPANIES

Broad Geographic Diversification

37
STATES



87
MARKETS

Consistent Reinvestment[1]

5 yrs
AVERAGE EFFECTIVE AGE

●●●●◐

4.3
AVERAGE TRIPADVISOR® RATING

Strong, Flexible Balance Sheet[2]

28%
NET TOTAL DEBT TO TOTAL CAPITALIZATION

84%
OUTSTANDING DEBT EFFECTIVELY FIXED

201
HOTELS UNENCUMBERED

Note: Hotel portfolio statistics as of February 21, 2023. Market categorization based on STR designation.

(1) Average Effective Age represents years since hotels were built or last renovated. Average actual age of hotels is 15 years. The Tripadvisor® rating is based on lifetime scores for the Apple Hospitality portfolio of hotels through December 31, 2022.

(2) Net Total Debt to Total Capitalization calculation based on (as of December 31, 2022) total debt outstanding, net of cash and cash equivalents ("net total debt outstanding"), divided by net total debt outstanding plus equity market capitalization based on the Company's closing share price of $15.78 and outstanding common shares. Based on hotels owned as of December 31, 2022.

MANAGEMENT TEAM WITH DEEP INDUSTRY EXPERIENCE OVER MULTIPLE HOTEL CYCLES

APPLE HOSPITALITY REIT


COURTYARD RICHMOND DOWNTOWN

- Average executive tenure with the Apple REIT Companies is **16 years**
- Established and operated **8 public hospitality REITs**
- Raised and invested approximately **$7 billion** in hotel assets
- Purchased **448 hotels**
- Purchased as many as **74 hotels** in a single year through individual hotel and small portfolio transactions
- Managed over **$1 billion** in CapEx and renovation spending
- Sold **4 REITs** in 3 transactions totaling **$2.7 billion**
- Merged **3 REITs** and listed Company on NYSE
- Completed **$1.3 billion** Apple REIT Ten merger
- Representation on over **30** brand and industry advisory boards and councils

MISSION

We are a leading real estate investment company committed to increasing shareholder value through the distribution of attractive dividends and long-term capital appreciation.

VALUES

Hospitality – We are thoughtful in our interactions with others and know that strong, caring relationships are the core of our industry.

Resolve – We are passionate about the work we do and are steadfast in our commitment to our shareholders.

Excellence – We are driven to succeed and improve through innovation and perseverance.

Integrity – We are trustworthy and accountable.

Teamwork – We support and empower one another, embracing diversity of opinion and background.

PROVEN INVESTMENT STRATEGY

APPLE HOSPITALITY REIT

Concentrate on Upscale, rooms-focused hotels	• Efficient operating model yields higher margins • Resilient group business • Scale ownership minimizes relative G&A load and provides fixed cost efficiencies • Unparalleled access to data and operational expertise
Align with the best brands in the rooms-focused category	• Invested in Marriott®, Hilton® and Hyatt® branded hotels with broad consumer appeal which benefit from strong reservation systems and loyalty programs
Hire industry-leading operators and maximize performance through benchmarking and asset management	• Strong regional and national operators with unique management structure align owner and operator to maximize performance in all market environments • Analytical data-driven asset management maximizes property-level results • Strategic revenue management optimizes mix of business and maximizes bottom-line performance
Pursue broad geographic diversification	• Broad geographic diversification reduces portfolio volatility and provides exposure to a wide variety of demand generators
Enhance portfolio through accretive acquisitions, opportunistic dispositions and strategic reinvestment	• Well-maintained portfolio with average effective age of 5 years ensures competitiveness • Strategic acquisitions and dispositions optimize portfolio for long-term growth • Prudent capital allocation preserves balance sheet capacity for investments at optimal point in cycle
Maintain a strong, flexible balance sheet	• Strong balance sheet provides security through cycles • Positioned to pursue accretive opportunities • Conservative capital structure with staggered maturities lowers capital costs and preserves equity value



HILTON GARDEN INN MEMPHIS DOWNTOWN BEALE STREET

KEY TAKEAWAYS

- **Performance driven by strong leisure and improving business demand, consisting of both transient and small group bookings**
- For Q4 2022, occupancy was 70%, ADR remained strong at $147 and RevPAR was $103, an improvement of 7% as compared to Q4 2019 RevPAR
- Occupancy for the month of January 2023 was approximately 64%, with ADR growth of approximately 7% as compared to January 2019
- Adjusted Hotel EBITDA Margin was 34% for Q4 2022, 70 bps ahead of Q4 2019, driven by efficient operating model, rate growth and expense management
- With only 61% of the Company's hotels achieving Q4 2022 RevPAR that met or exceeded Q4 2019 RevPAR, there is additional upside as business travel increases and the recovery spreads to an increasing number of markets
- **Portfolio management and historically low supply growth further position portfolio for outperformance**
- **Recent acquisitions meaningfully exceeding original underwriting**
- Average daily bookings higher than same period 2019
- Recent market transactions support valuation above current trading price
- Refinance of primary unsecured credit facility in July 2022 further enhances balance sheet strength, flexibility and liquidity, and positions the Company for strategic growth through the pursuit of opportunistic acquisitions
- **With continued recovery in our business and confidence in the strength of our portfolio, our Board of Directors reinstated and twice increased the Company's regular monthly cash distribution and declared a special distribution of $0.08 per common share during 2022, bringing total distributions declared in 2022 to $0.76 per common share**

APPLE HOSPITALITY REIT



SPRINGHILL SUITES LOS ANGELES BURBANK/DOWNTOWN

Fourth Quarter and Full Year Performance at a Glance

($ in thousands except statistical data and per share amounts)

	Three Months Ended December 31,					Year Ended December 31,				
	2022	2021	2019	% CHANGE to 2021	% CHANGE to 2019	2022	2021	2019	% CHANGE to 2021	% CHANGE to 2019
RevPAR	$102.71	$88.43	$95.85	16.1%	7.2%	$108.45	$82.03	105.72	32.2%	2.6%
Total Revenue	$299,121	$250,588	$289,971	19.4%	3.2%	$1,238,417	$933,869	$1,266,597	32.6%	(2.2%)
Adjusted Hotel EBITDA	$101,962	$84,609	$96,836	20.5%	5.3%	$455,579	$320,273	$464,995	42.2%	(2.0%)
Adjusted Hotel EBITDA Margin %	34.1%	33.8%	33.4%	30 bps	70 bps	36.8%	34.3%	36.7%	250 bps	10 bps
Modified Funds From Operations (MFFO)	$74,534	$58,584	$70,604	27.2%	5.6%	$351,424	$211,001	$365,921	66.6%	(4.0%)
MFFO per share	$0.33	$0.26	$0.32	26.9%	3.1%	$1.53	$0.93	$1.63	64.5%	(6.1%)

Note: See explanation and reconciliation of Adjusted Hotel EBITDA and Modified Funds from Operations (MFFO) to net income (loss) included in subsequent pages.

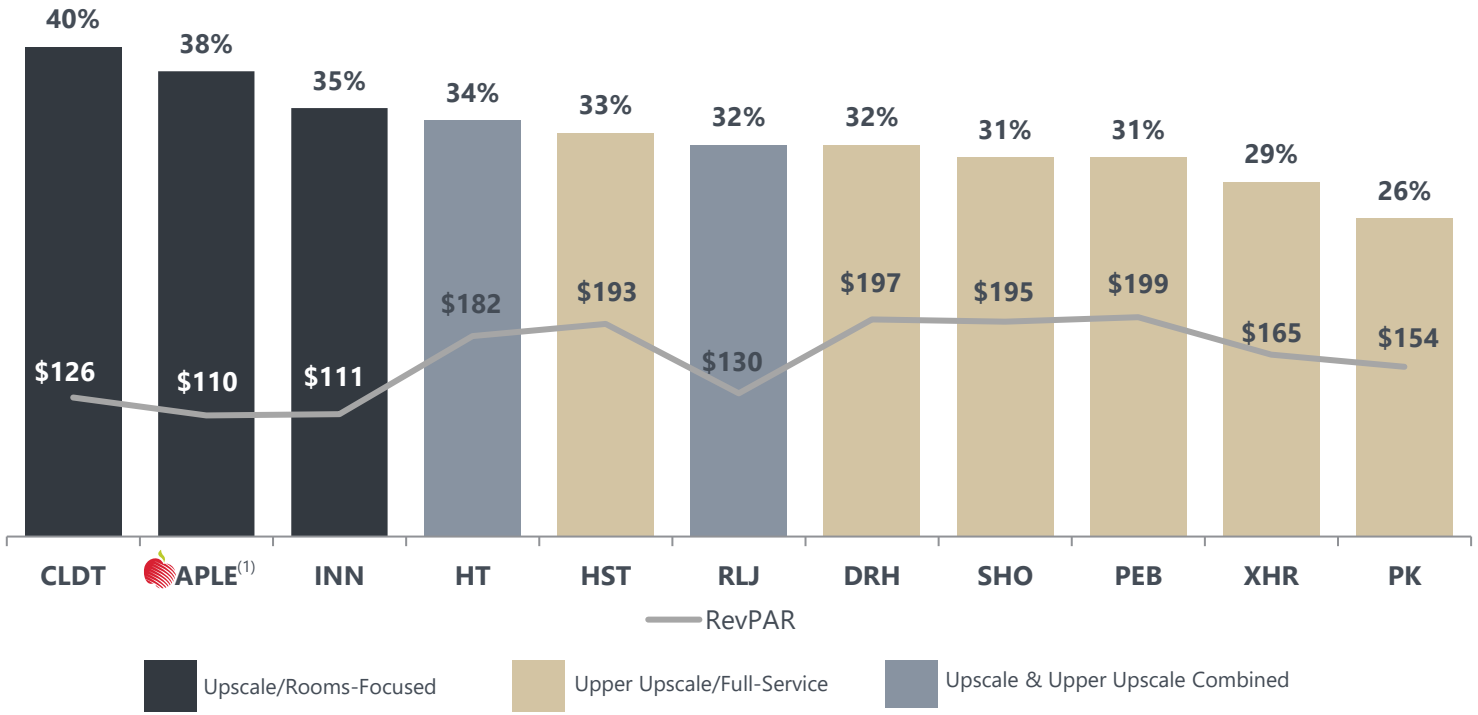
EFFICIENT OPERATIONS



HAMPTON INN & SUITES AND HOME2 SUITES CAPE CANAVERAL CRUISE PORT

Rooms-focused operating model produces strong margins

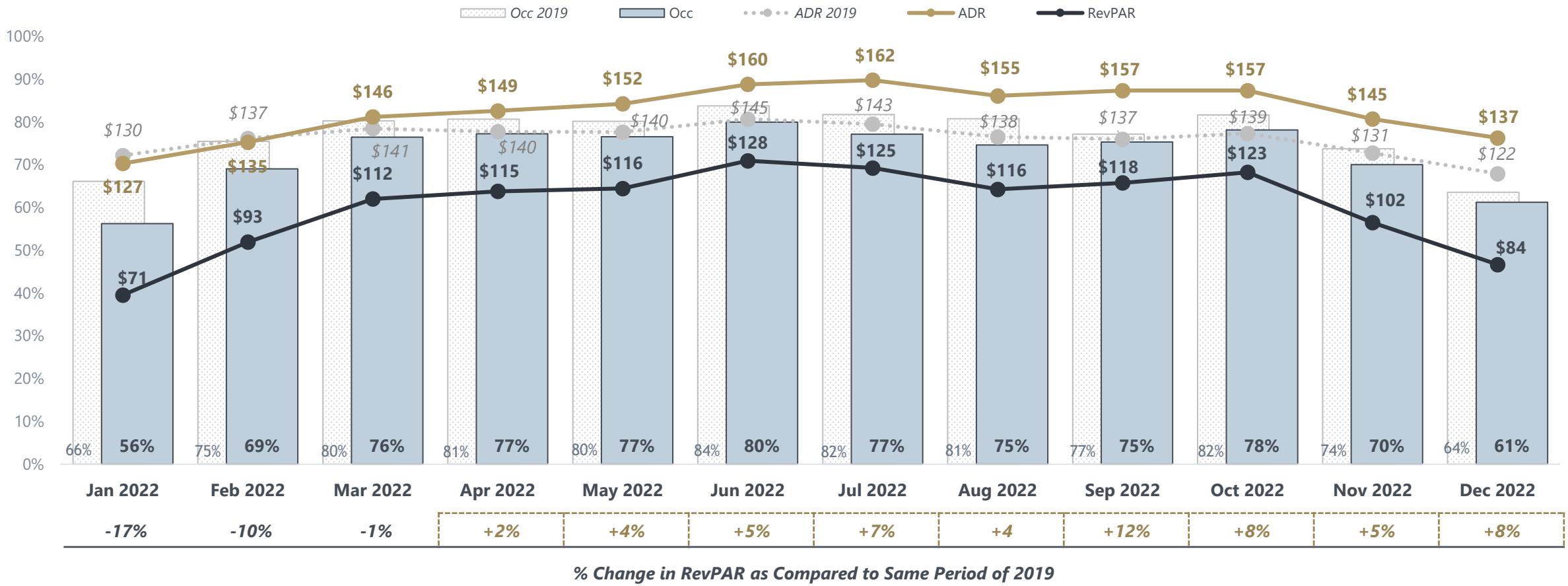
YTD 9/30/2022 Hotel EBITDA Margin and RevPAR Comparison



Source: Company filings. Assumptions may vary by company.
(1) See explanation and reconciliation of Adjusted Hotel EBITDA to net income (loss) included in subsequent pages.

APPLE HOSPITALITY REIT

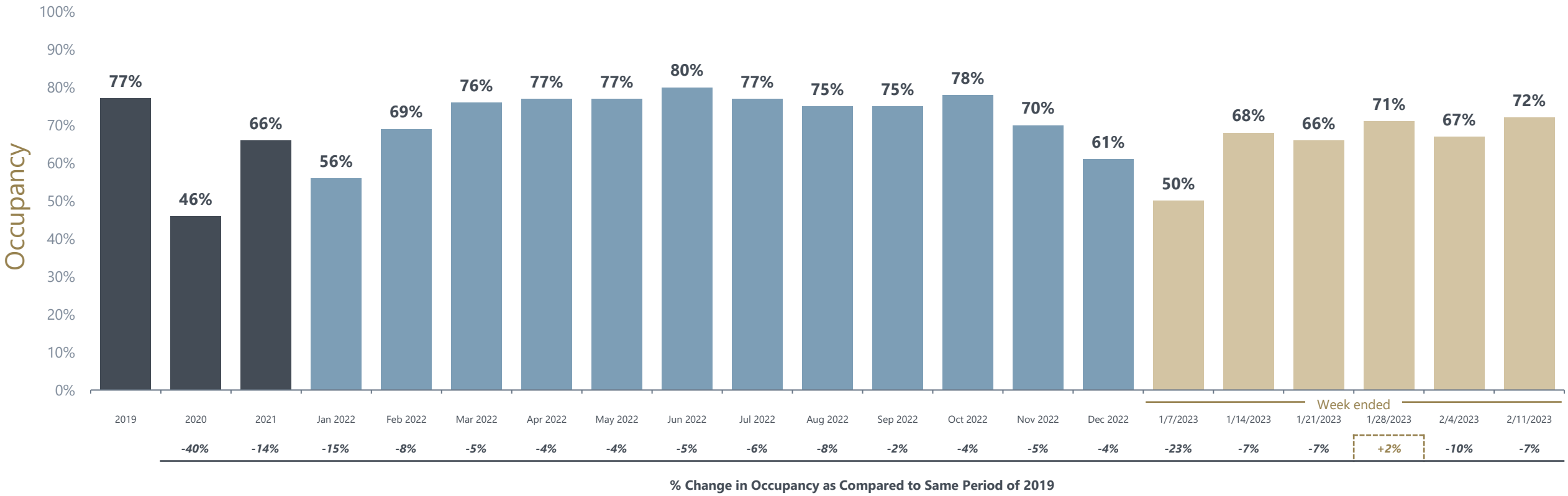
Upside to pre-pandemic levels with Q4 2022 RevPAR exceeding Q4 2019 before full return of occupancy



% Change in RevPAR as Compared to Same Period of 2019

APPLE HOSPITALITY REIT

Positive trajectory in occupancy with continued upside opportunity

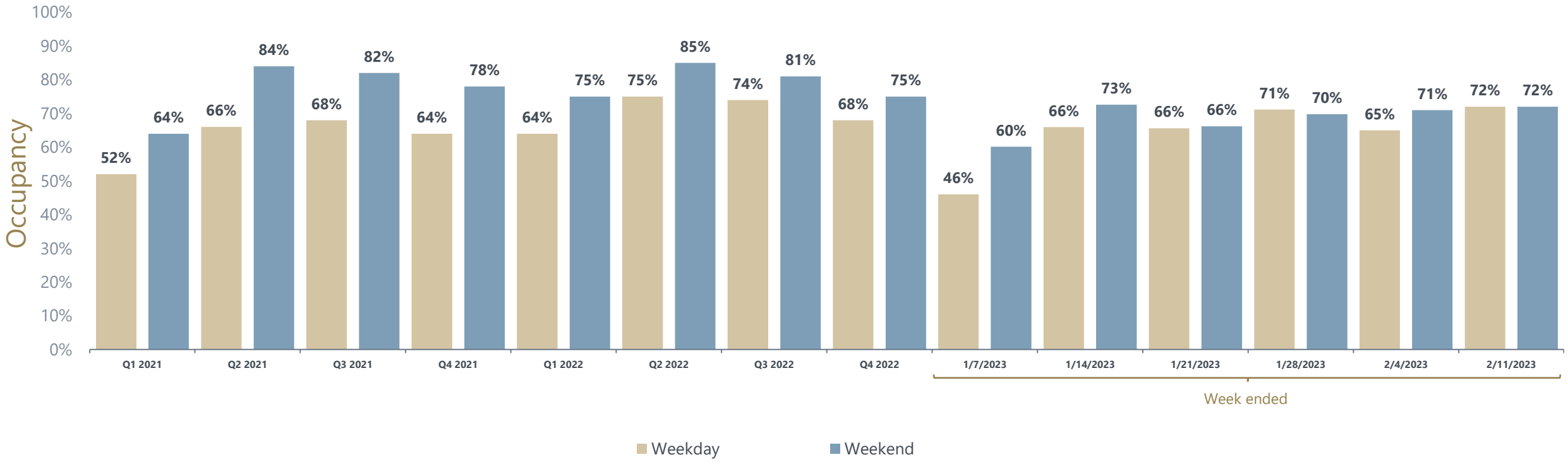


Source: Weekly data provided by STR for hotels owned by the Company for the periods noted and may differ from actual results achieved.

WEEKDAY VS. WEEKEND OCCUPANCY

APPLE HOSPITALITY REIT

Leisure travel continues to lead recovery
Weekday occupancy shows strength of business demand

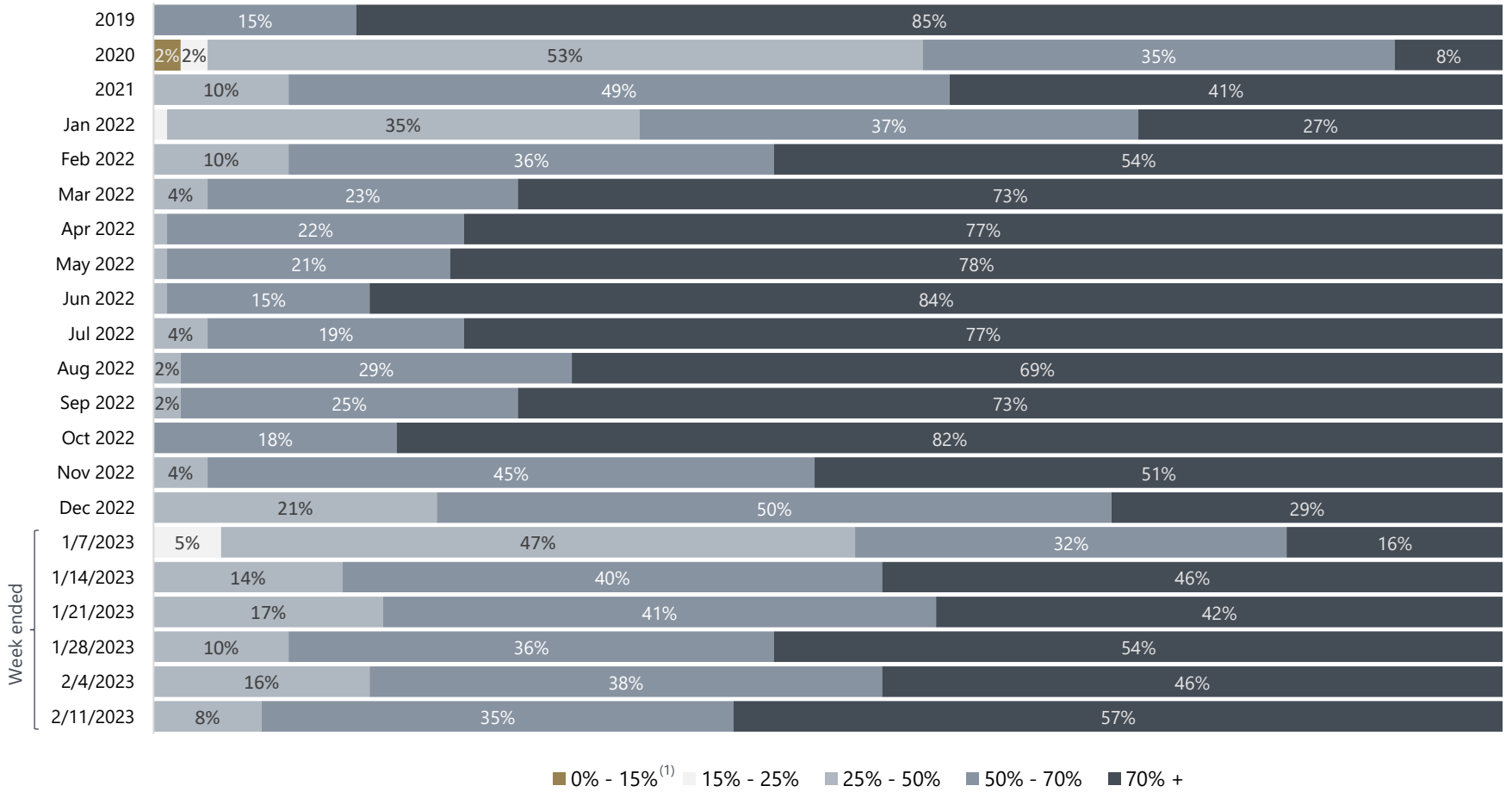


Source: Data provided by STR for hotels owned by the Company for the periods noted and may differ from actual results achieved. Weekday occupancy includes Sunday through Thursday nights and weekend occupancy includes Friday and Saturday nights.

% OF HOTELS BY OCCUPANCY TIER



COURTYARD PHILADELPHIA VALLEY FORGE/COLLEGEVILLE



Source: Weekly data provided by STR for hotels owned by the Company for the periods noted and may differ from actual results achieved.
(1) Consolidated hotels included in 0% - 15% occupancy tier.



HILTON GARDEN INN MADISON DOWNTOWN

PORTFOLIO POSITIONED FOR CONTINUED OUTPERFORMANCE

- **Well positioned to benefit from increasing business transient demand**
- Select-service hotels franchised with industry-leading brands have proven appeal with broadest group of customers
- Broad geographic diversification provides exposure to wide variety of markets and demand generators
- **Limited near-term portfolio impact from new supply**
- Positioned to benefit from market compression as large group business returns
- **Strong rate growth and operational efficiencies create partial offset to inflationary pressures**
- Data-driven asset management team and industry-leading operators maximize property-level performance
- Scale ownership of rooms-focused hotels minimizes G&A load per key and provides fixed cost efficiencies
- **Well-maintained, institutional-quality portfolio with substantial long-term value**
- Balance sheet strength and liquidity positions Company to be acquisitive and optimize portfolio through opportunistic transactions

WHY BRANDED SELECT-SERVICE HOTELS?

APPLE HOSPITALITY REIT



HAMPTON INN & SUITES PHOENIX DOWNTOWN

Efficient Operating Model

- Total revenue primarily derived from rooms sold
- Ability to cross-utilize associates to maximize efficiencies
- High margins and low breakeven occupancy
- Fewer outlets to manage
- Less public space to maintain
- Resilient group business

Broad Consumer Appeal

- High-quality hotels with strong value proposition for guests
- Product attractive to business and leisure travelers
- Award-winning service, innovative design and modern amenities
- Strong reservation systems and loyalty programs
- Global distribution creates strong consumer awareness

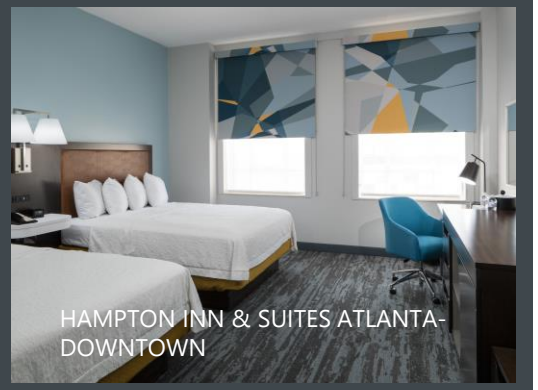
Maximize Shareholder Value

- Ability to optimize mix of business to drive RevPAR and EBITDA
- Lower downside risk with meaningful upside
- High margins drive overall profitability
- Lower long-term capital needs
- Institutional brands foster strong resale market, financing flexibility and investor confidence

BROAD CONSUMER APPEAL

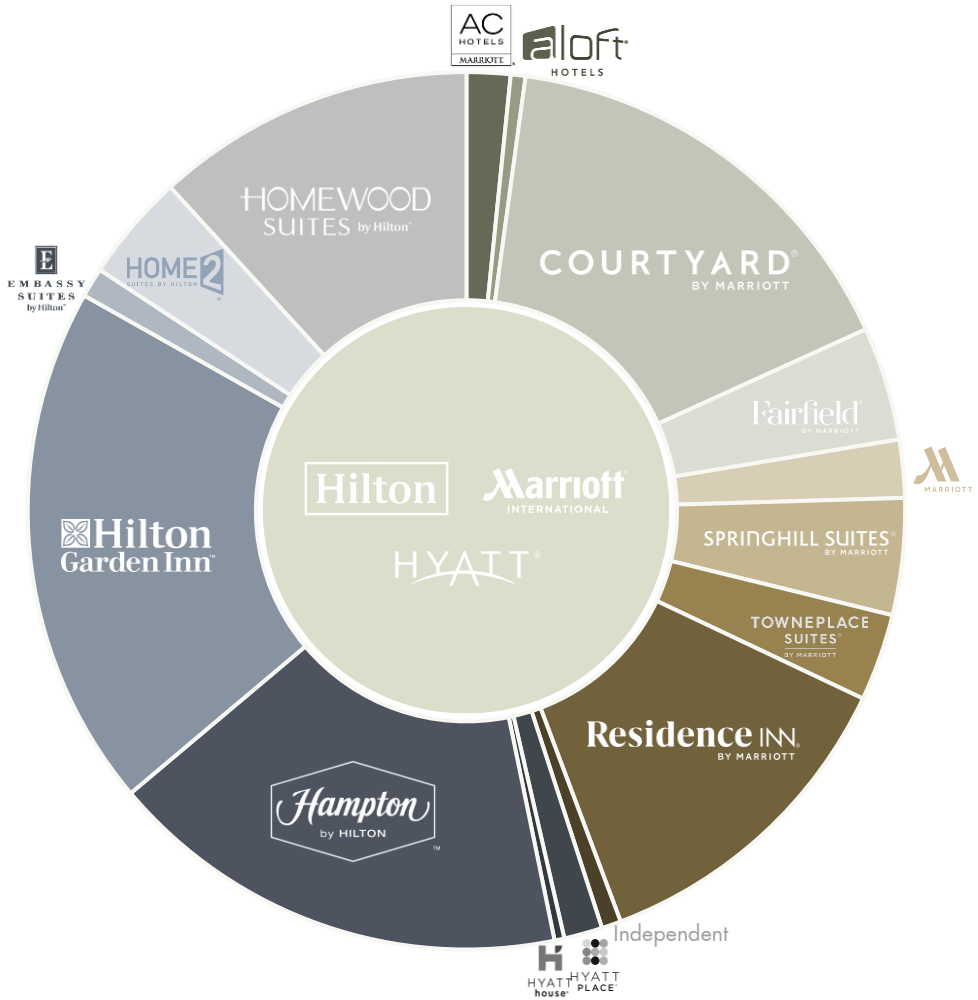
APPLE HOSPITALITY REIT


SPRINGHILL SUITES LAFAYETTE SOUTH AT RIVER RANCH


HAMPTON INN & SUITES ATLANTA-DOWNTOWN

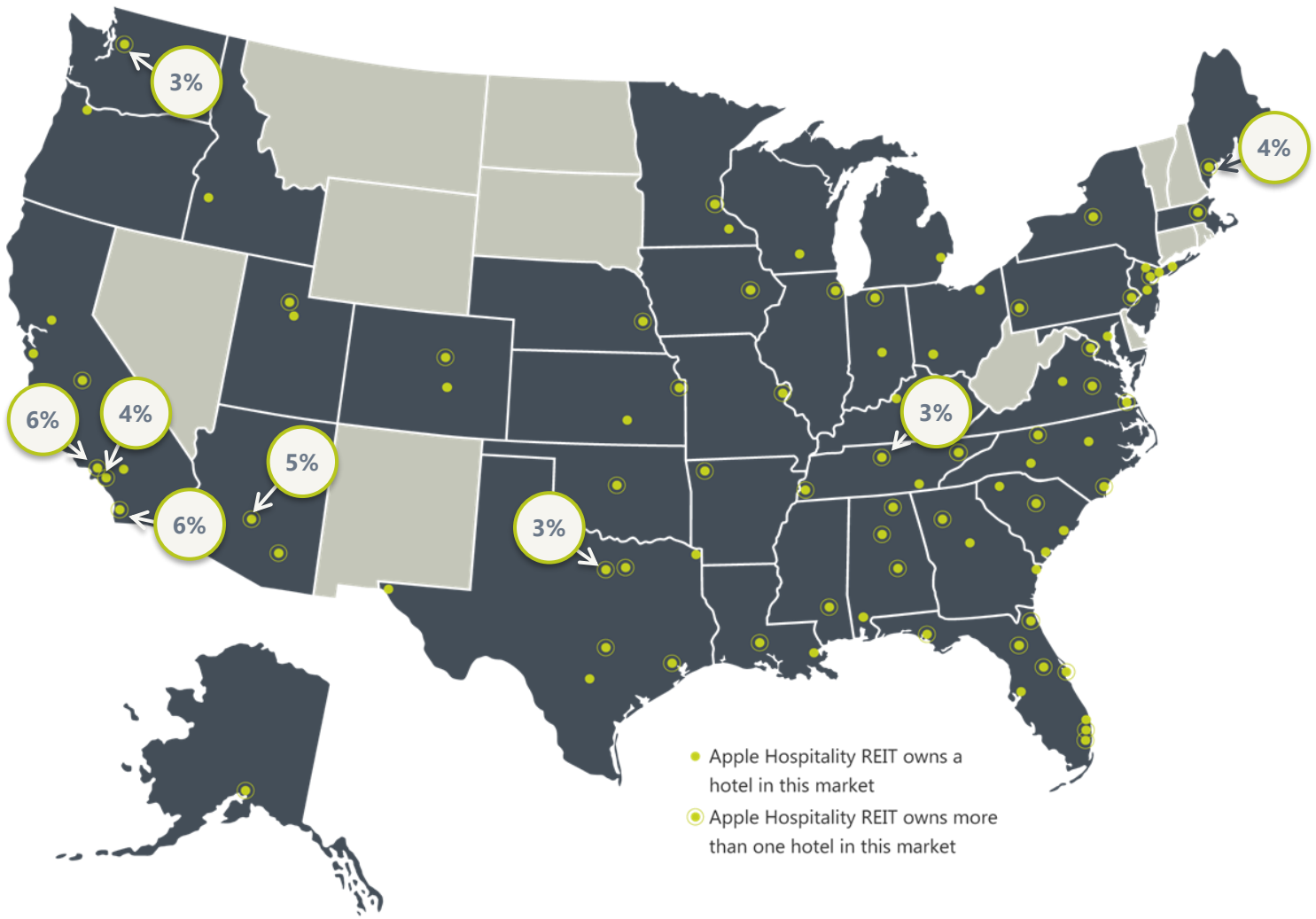

HILTON GARDEN INN DOWNTOWN BIRMINGHAM

Rooms-focused hotels with industry-leading brands have broad consumer appeal



Note: Hotel portfolio statistics as of February 21, 2023. Based on number of guest rooms.

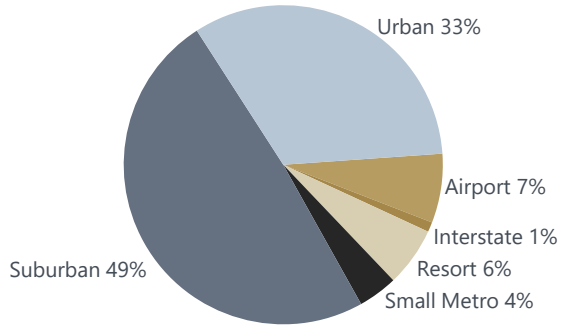
BROAD GEOGRAPHIC DIVERSIFICATION



Diversification across **87 markets** helps drive strong, consistent performance

- ✓ Broad geographic diversification provides exposure to wide variety of demand generators
- ✓ Markets benefit from a mix of business and leisure demand
- ✓ Portfolio benefits from both large corporate negotiated and small and midmarket local negotiated business demand
- ✓ Low dependence on inbound international travel
- ✓ Unparalleled exposure to business-friendly markets leading the recovery and benefitting from population shifts

Adjusted Hotel EBITDA contribution by location type



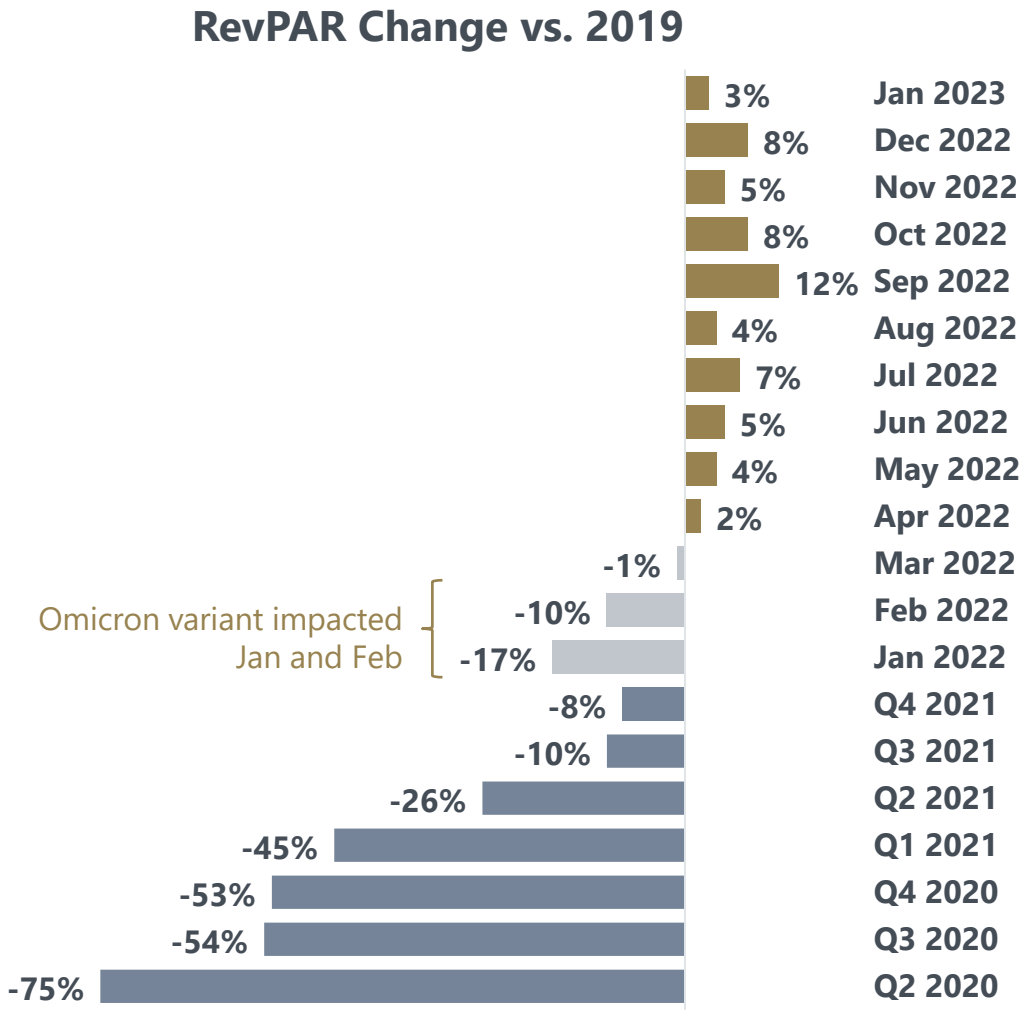
Note: Hotel locations as of February 21, 2023. Highlighted markets represent largest markets in Apple Hospitality's portfolio, based on Comparable Hotels Adjusted Hotel EBITDA contribution for the year ended December 31, 2022. Comparable Hotels Adjusted Hotel EBITDA contribution by location type based on the year ended December 31, 2022. Market and location categorizations based on STR designations.

ADDITIONAL UPSIDE AS BUSINESS TRAVEL STRENGTHENS

APPLE HOSPITALITY REIT

With approximately **61%** of the Company's hotels achieving Q4 2022 RevPAR that met or exceeded Q4 2019 RevPAR, there is significant room for **additional upside** as business travel strengthens, leisure travel remains strong, and the recovery expands into additional markets.

Achieved continued **strong quarterly RevPAR growth over 2019**, with Q4 2022 RevPAR **7%** ahead of Q4 2019.



STRONG OPERATING MARGINS



RESIDENCE INN SEATTLE DOWNTOWN/LAKE UNION

APLE has a proven record of maximizing and improving operating margins across economic cycles and is positioned to further enhance its operating model through the recovery.

APLE is well positioned to maximize efficiencies and drive profitability:

- Operations of rooms-focused hotels are inherently efficient
- Ability to cross-utilize managers and associates
- Optimizing labor management software already in place
- Scale to negotiate vendor contracts
- Unparalleled access to performance data to analyze, benchmark and share best practices
- Active participants in redefining brand standards through meaningful representation on owner advisory councils
- Broad consumer appeal allows for mix of business optimization to drive ADR and RevPAR as the recovery continues
- The COVID-19 pandemic provided the unique opportunity to reevaluate the operating model to create additional operational efficiencies with a focus on evolving guest preferences
- Working with third party operators to balance productivity and positive work environment to attract and retain top talent, reduce associate training costs and minimize reliance on contract labor over time

LIMITED NEAR-TERM IMPACT FROM NEW SUPPLY



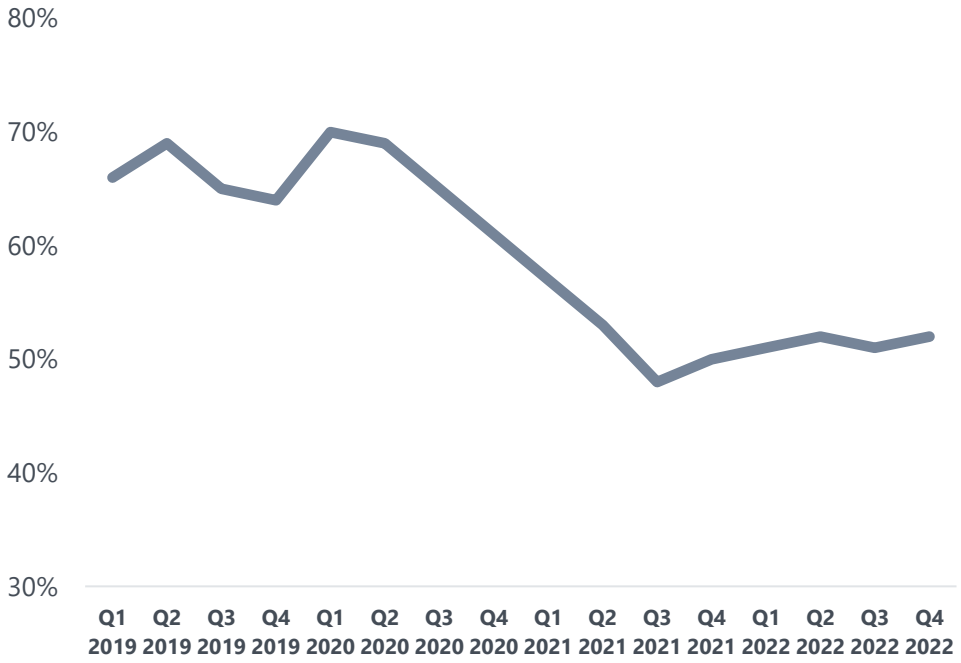
HOMEWOOD SUITES CAPE CANAVERAL-COCOA BEACH

Supply growth well below historical average for our portfolio

New construction starts have meaningfully decreased since onset of pandemic with anticipated delays in completion due to supply-chain and labor challenges

Nearly 50% of our hotels do not have any exposure to new projects currently under construction within a five-mile radius

Portfolio Exposure to New Supply



Note: Supply growth as defined by the Company. Graph represents percentage of Apple Hospitality REIT portfolio of hotels with one or more upper midscale, upscale or upper upscale new construction projects underway within a five-mile radius.

INDUSTRY-LEADING ASSET MANAGEMENT


HILTON GARDEN INN BOCA RATON

Strategic Asset Management Approach

- Analytical, data-driven asset management to maximize property-level performance
- Scale to negotiate attractive national contracts
- Strategic revenue management to optimize mix of business and maximize bottom-line performance
- Strong regional and national third-party operators with readily terminable contracts and flexibility to align performance goals

Best-in-Class Operators

- 100% of Apple Hospitality's portfolio operated by third-party property managers
- 94% of hotels independent of brand management
- 17 operating companies provide a platform for comparative analytics and shared best practices
- 22% of operators' portfolios represented by Apple Hospitality on average, excluding brands

Note: Management company information as of December 31, 2022.



HYATT HOUSE & HYATT PLACE TEMPE/PHOENIX/UNIVERSITY

BALANCE SHEET POISED FOR FUTURE GROWTH

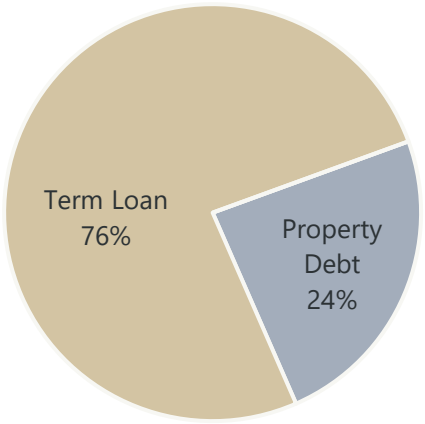
- Positive corporate cash flow early in the recovery preserved strength of balance sheet and equity value
- Conservative capital structure with staggered maturities lowers capital costs
- **Amended and restated existing $850 million credit facility, increasing borrowing capacity to approximately $1.2 billion, extending maturity dates and achieving improved pricing**
- Through the amended credit agreement, the Company has greater access to liquidity for strategic growth and the opportunity to reduce its already conservative secured debt exposure
- Poised to be acquisitive and optimize portfolio through opportunistic transactions

STRONG BALANCE SHEET & LIQUIDITY POSITION

APPLE HOSPITALITY REIT

Low debt and staggered maturities facilitate agile balance sheet strategy
Strong liquidity position for opportunistic growth

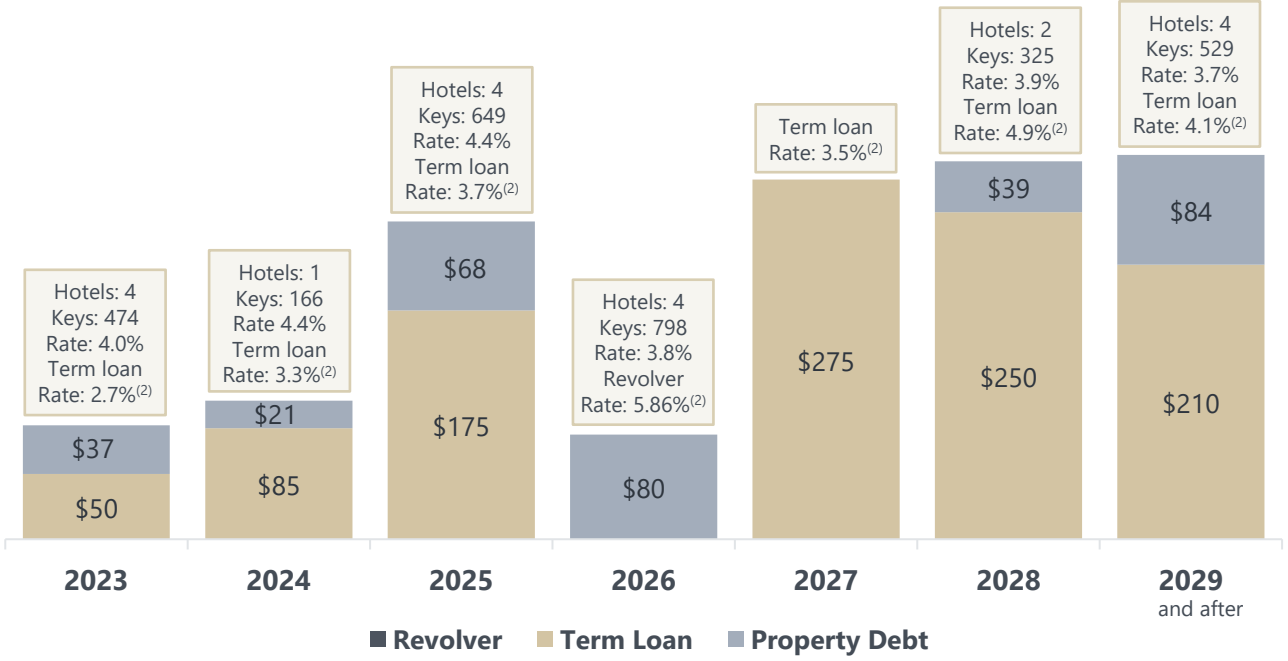
Debt Composition(1)



201
Hotels Unencumbered

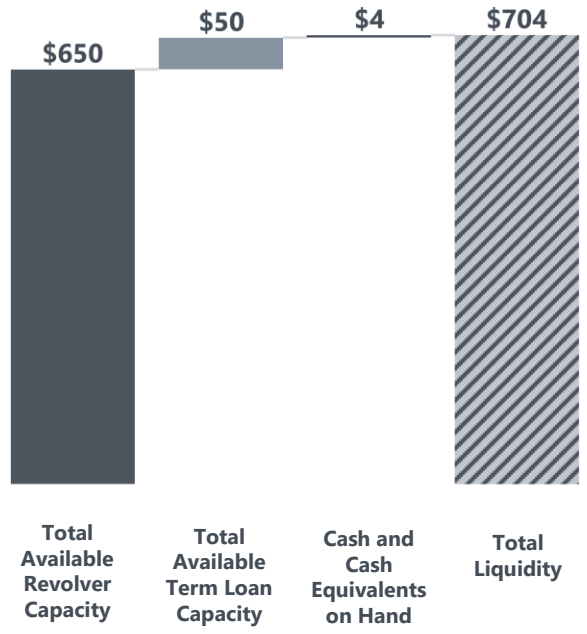
Debt Maturity Schedule (1)

($ in millions)



Total Liquidity (1)

($ in millions)



(1) Based on balances and hotels owned as of December 31, 2022, excluding unamortized fair value adjustment of assumed debt and unamortized debt issuance costs. Excludes yearly amortization.
(2) Interest rate includes effect of interest rate swaps and SOFR rate in effect at December 31, 2022, plus a 10 bps SOFR spread adjustment.

EFFECTIVE PORTFOLIO MANAGEMENT & STRATEGIC GROWTH

APPLE HOSPITALITY REIT

Our objective is to maximize long-term shareholder value through opportunistic dispositions and accretive acquisitions that improve the overall age, diversification and growth trajectory of our portfolio

Opportunistic Dispositions

- Reduce exposure to lower growth markets
- Dispose of hotels where strong operating efficiencies are harder to achieve
- Optimize capital reinvestment program through dispositions that effectively manage near- and long-term CapEx needs based on return on investment

Accretive Acquisitions

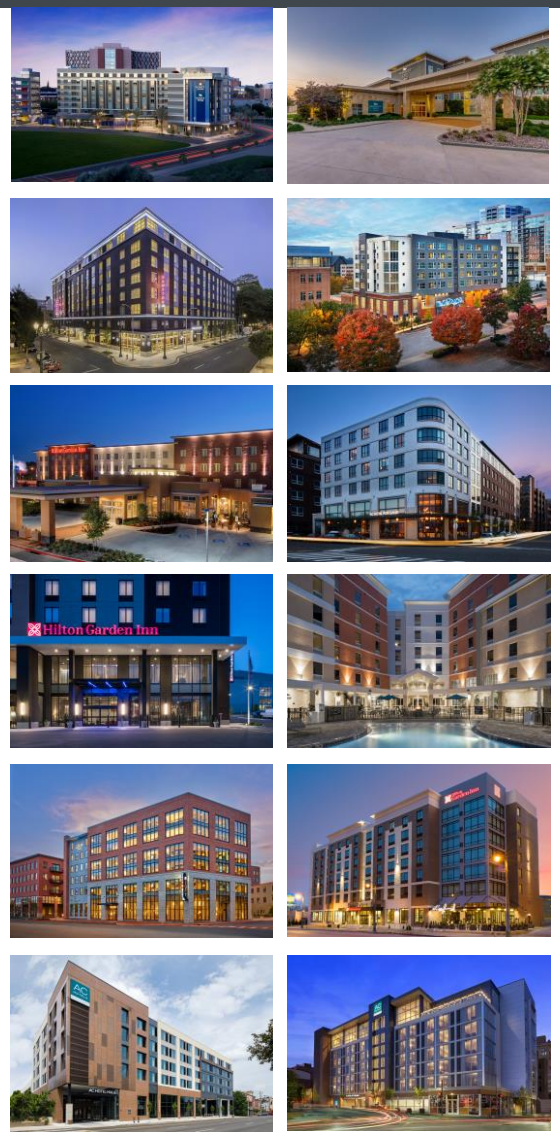
- Invest in hotels and markets with greater growth potential
- Acquire young assets in strong RevPAR markets with attractive cost structures that further enhance operating margins and long-term return on investment
- Grow portfolio when conditions are right

Strategic Growth

Earnings growth through portfolio optimization enhances long-term shareholder returns

HOMEWOOD SUITES AUSTIN/ROUND ROCK

RECENT ACQUISITION & DISPOSITION ACTIVITY



Since the start of the pandemic, the Company has been a net acquirer, purchasing **14 hotels** for approximately **$558 million**, while opportunistically disposing of **25 hotels** for a total combined sales price of approximately **$253 million**.

11 of the hotels recently purchased, approximately **$432 million** in acquisitions, **were not open or stabilized in 2019**.

Acquisitions are performing ahead of our original underwriting with a **third producing** trailing twelve month **yields in excess of 10%**.

Our recent acquisition and disposition activity has optimized our portfolio for the recovery by lowering the average age of our assets, reducing near-term CapEx and increasing exposure to markets we anticipate will outperform over the next cycle **while maintaining the strength and flexibility of our balance sheet**.

NET ACQUIRER SINCE ONSET OF PANDEMIC

APPLE HOSPITALITY REIT

27 Hotels sold in 2020, 2021 and 2022 for combined total sales price of $298 million

14 Hotels Acquired in 2020, 2021 and 2022

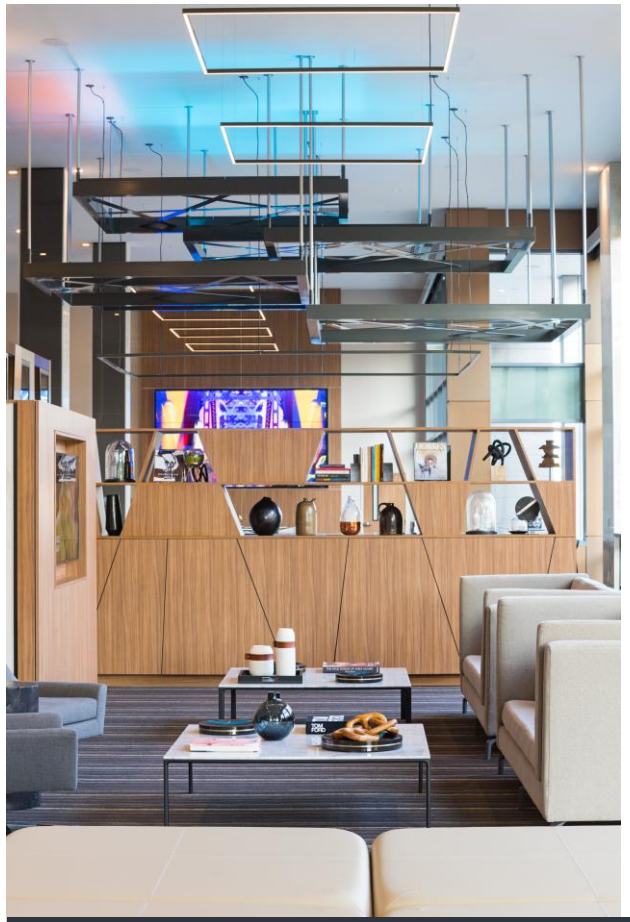
Brand	Location	Rooms	Date Opened	Date Acquired	Purchase Price
Hampton Inn & Suites[1][2]	Cape Canaveral, FL	116	April 2020	April 2020	$46.7 million
Home2 Suites[1][2]	Cape Canaveral, FL	108	April 2020	April 2020	
Hyatt House[1][2]	Tempe, AZ	105	August 2020	August 2020	$64.6 million
Hyatt Place[1][2]	Tempe, AZ	154	August 2020	August 2020	
Hilton Garden Inn[2]	Madison, WI	176	February 2021	February 2021	$49.6 million
AC Hotels	Portland, ME	178	July 2018	August 2021	$66.8 million
Hyatt Place	Greenville, SC	130	December 2018	September 2021	$30.0 million
Aloft	Portland, ME	157	September 2021	September 2021	$51.2 million
Hilton Garden Inn	Memphis, TN	150	January 2019	October 2021	$38.0 million
Hilton Garden Inn	Fort Worth, TX	157	April 2012	November 2021	$29.5 million
Homewood Suites	Fort Worth, TX	112	June 2013	November 2021	$21.5 million
Hampton Inn & Suites	Portland, OR	243	September 2017	November 2021	$75.0 million
AC Hotels	Louisville, KY	156	April 2018	October 2022	$51.0 million
AC Hotels	Pittsburgh, PA	134	July 2018	October 2022	$34.0 million
Total		***2,076***			***$557.9 million***

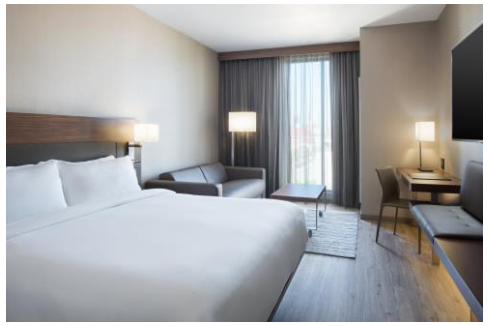
Hotel Under Contract for Purchase[3]

Brand	Location	Rooms	Date Opened	Anticipated Acquisition Date	Purchase Price
Embassy Suites[4]	Madison, WI	260	Under Development	Early 2024	$78.6 million

(1) These two hotels comprise a dual-branded property at one location.
(2) Contract entered into prior to 2020.
(3) There are a number of conditions to closing that have not yet been satisfied and there can be no assurance that a closing on this hotel will occur under the outstanding purchase agreement.
(4) Number of rooms represents number of rooms expected upon completion.

ACCRETIVE ACQUISITIONS









AC HOTEL LOUISVILLE DOWNTOWN

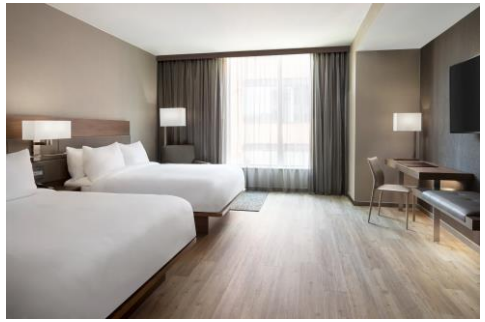


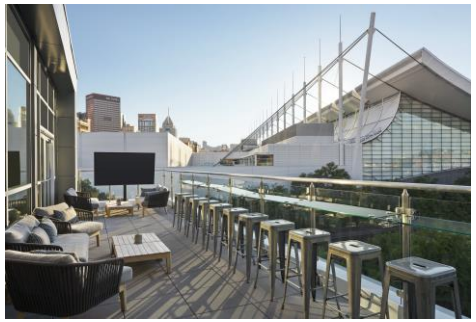
- Purchased in October 2022
- 156-room AC Hotel by Marriott® Louisville Downtown
- Total price: $51 million or approximately $327,000 per key
- Primary demand generators:
  - Leisure
  - Sporting Events
  - Health Care
  - Insurance
  - Automobile Manufacturing
  - Shipping and Logistics Companies
  - Food and Beverage Industry
  - Academic

ACCRETIVE ACQUISITIONS



- Purchased in October 2022
- 134-room AC Hotel by Marriott® Pittsburgh Downtown
- Total price: $34 million or approximately $254,000 per key
- Primary demand generators:
  - Professional Sporting Events
  - Leisure
  - Technology
  - Robotics
  - Financial Services
  - Health Care
  - Manufacturing
  - Academic











AC HOTEL PITTSBURGH DOWNTOWN

ACQUISITIONS UNDER CONTRACT

APPLE HOSPITALITY REIT



EMBASSY SUITES MADISON, WI(1)

EMBASSY SUITES by Hilton

- Hotel under development with anticipated completion of construction in early 2024
- 260 rooms(2)
- Anticipated gross purchase price: $78.6 million or approximately $302,000 per key
- Forward commitment with trusted developer
- Primary demand generators:
  - University of Wisconsin
  - Government
  - Insurance
  - Biotech
  - Manufacturing
  - Telecommunications
  - Technology
  - Leisure

(1) There are a number of conditions to closing that have not yet been satisfied and there can be no assurance that a closing on this hotel will occur under the outstanding purchase agreement.
(2) Hotel is under development. Number of rooms represents number of rooms expected upon completion.

OVER 20-YEAR TRACK RECORD OF HOTEL TRANSACTIONS

APPLE HOSPITALITY REIT



HILTON GARDEN INN MADISON DOWNTOWN

Apple REIT Companies Transaction History

1999 – February 21, 2023

448
TOTAL HOTELS ACQUIRED

228
TOTAL HOTELS SOLD

220
CURRENT PORTFOLIO

4
REITS SOLD IN 3 TRANSACTIONS

4
REITS MERGED TO FORM CURRENT APLE

Having purchased as many as
74 hotels
in a single year through individual hotel and small portfolio transactions, Apple has the experience to meaningfully grow the portfolio

Note: Hotel transactions by the various Apple REIT Companies since the first hospitality REIT in 1999. In 2014, Apple REIT Seven, Inc. and Apple REIT Eight, Inc. merged into Apple REIT Nine, Inc. and the company was renamed Apple Hospitality REIT, Inc. In 2016, Apple REIT Ten, Inc. merged into Apple Hospitality REIT, Inc.

WELL-MAINTAINED PORTFOLIO



SPRINGHILL SUITES ALEXANDRIA OLD TOWN/SOUTHWEST

Consistent reinvestment enhances long-term value and leads to traveler satisfaction outperformance

4.3 out of 5.00
weighted average Tripadvisor® rating(1)

5 Years

Quality portfolio with average effective age of 5 years.(2)
85% of APLE's hotels were built or renovated in the last 8 years.

Upscale and Upper Midscale Reinvestment Statistics(3)	
Average Annual Spend as % of Revenue	5.3%
Average % of Hotels Renovated Annually	10.0%
Average % of Room Nights Out of Service for Renovations	< 1.0%
Cumulative Spend	$628 million

(1) The Tripadvisor® rating is based on lifetime scores for the Apple Hospitality portfolio of hotels through December 31, 2022.
(2) Average Effective Age represents years since hotels were built or last renovated. Average actual age of hotels is 15 years.
(3) Statistics based on all Upscale and Upper Midscale hotels owned by the Company, Apple REIT Seven, Inc., Apple REIT Eight, Inc., or Apple REIT Ten, Inc. for the period owned. Statistics based on the period 2011 – 2022.

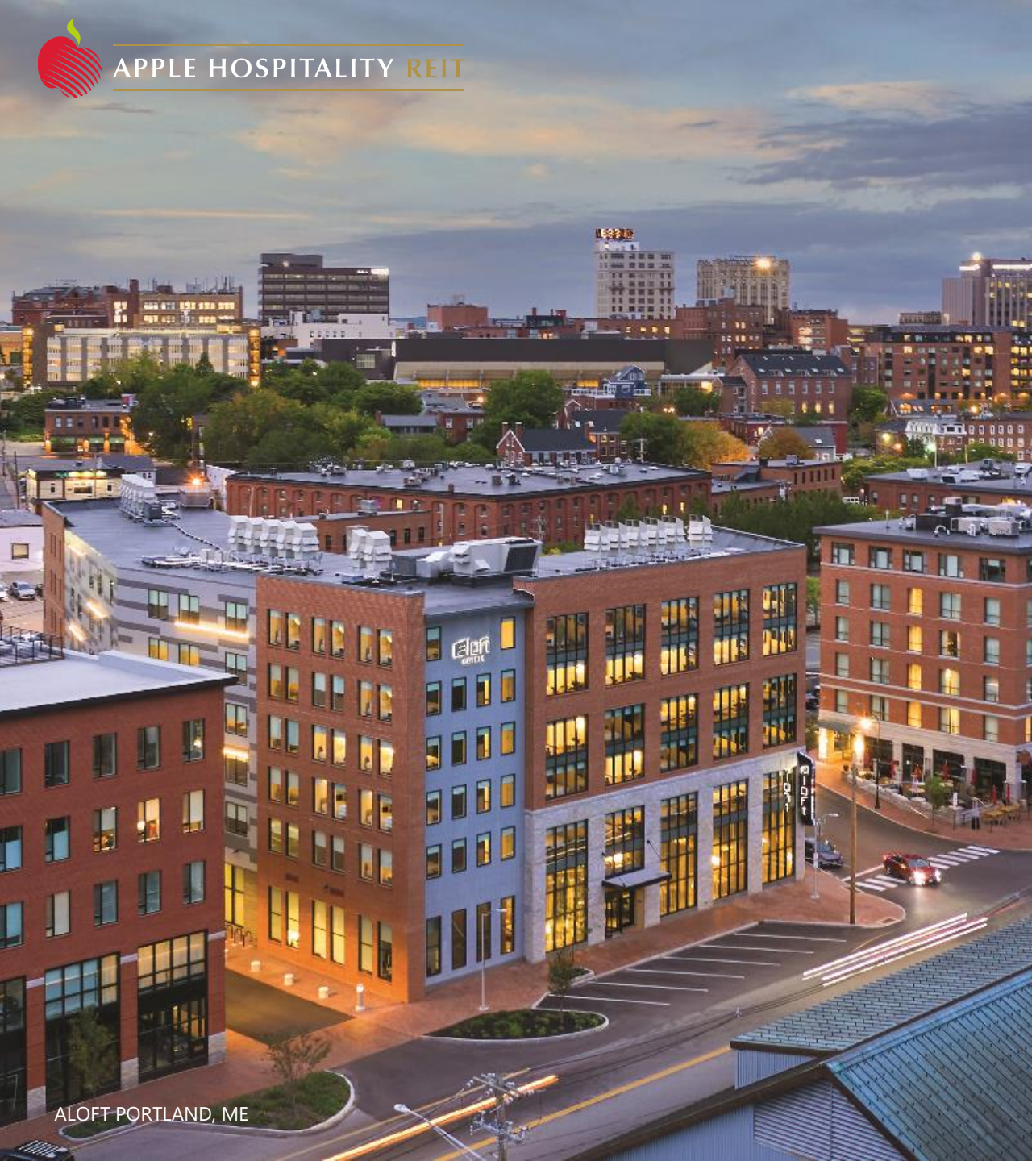


HAMPTON INN & SUITES MEMPHIS-BEALE STREET

U.S. Hotel Forecast

	2022 Actual	2023 Forecast	2024 Forecast
Occupancy	62.7%	63.6%	65.3%
ADR Change	19.1%	2.1%	3.8%
RevPAR Change	29.8%	3.7%	6.6%
2019 Real RevPAR Index(1)	-5.7%	-6.2%	-2.5%

Source: STR 2023 CoStar Group January 2023
(1) RevPAR index in real dollars.



ALOFT PORTLAND, ME

ESG INITIATIVES

We own one of the largest and most geographically diverse portfolios of rooms-focused hotels in the United States and are dedicated to making a positive impact on the many communities our hotels serve. We are mindful of our environmental footprint and committed to reducing our impact over time. We have always worked to uphold high environmental, social and governance ("ESG") standards and believe these key areas of focus are an integral part of driving long-term value for our shareholders. We are committed to continuous improvement, and it is our expectation that we will continue to enhance and expand our ESG-related disclosures as our progress deepens and industry-wide standards evolve.

In 2022, we published our inaugural Corporate Responsibility Report which details our ESG performance, strategy and initiatives and features our commitment to environmental sustainability, corporate employees, hotel associates and guests, communities, and other stakeholders. The Company's 2022 Corporate Responsibility Report utilizes both the Global Reporting Initiative ("GRI") Standards and Task Force on Climate-related Financial Disclosures ("TCFD") to provide a comprehensive overview of the Company's corporate responsibility performance and climate-related risk management. Apple Hospitality's enhanced disclosures are intended to provide stakeholders with a better understanding of the Company's strategy, policies, programs, procedures, performance and initiatives related to environmental stewardship, social responsibility, and corporate governance and resiliency. The Company's 2022 Corporate Responsibility Report and other ESG-related materials can be found within the Corporate Responsibility section of our website.

ENVIRONMENTAL STEWARDSHIP



HAMPTON INN & SUITES PORTLAND-PEARL DISTRICT

Apple Hospitality is committed to enhancing and incorporating sustainability opportunities into our investment and asset management strategies, with a focus on minimizing our environmental impact through reductions in energy and water consumption and through improvements in waste management.

Apple Hospitality Key Metrics for 2021(1)

Approximately **19 Million** Square Feet

224,000 MWh Energy Consumption

11.0 Total kWh per Square Foot

100% Portfolio Enrolled in ENERGY STAR® Program

887,000 kgal Water Consumption

13% Diversion Rate(2)

The Company has in place an **Environmental Policy** and a **Vendor Code of Conduct.** A **formal energy management program** was established in 2018 to ensure that energy, water and waste management are a priority not only within the Company, but also with our management companies and brands.

With **11.3 total kWh per square** foot in 2020 as compared to an average of 20.5 total kWh per square foot reported by full-service REITs in 2020, **the rooms-focused hotels we invest in are more operationally and environmentally efficient than full-service hotels**.(3) Additionally, Apple Hospitality's 2021 average total utility cost of $5.77 per occupied room highlights both the Company's efforts to operate its hotels effectively and the inherent efficiency of the buildings.

AVERAGE UTILITY COSTS PER OCCUPIED ROOM

Full-Service Hotels(4)	$10.00
Limited-Service Hotels(4)(5)	$6.01
APLE(4)	$5.77

(1) Statistics are based on the Company's portfolio of hotels owned in 2021 for period of ownership.
(2) Diversion rate based on measured waste data (measured waste data is representative of 61% of the total portfolio).
(3) Includes average of total kWh per square foot as reported for 2020 by DRH, HST, PK, PEB, SHO and XHR.
(4) Full-Service Hotels and Limited-Service Hotels based on 2021 data published by CBRE Hotels in 2022. APLE data based on 2021 actual results for all hotels owned in 2021.
(5) Represents over $115 rate group.

SOCIAL RESPONSIBILITY

APPLE HOSPITALITY REIT



RESIDENCE INN DANA POINT SAN JUAN CAPISTRANO

Key Metrics for Apple Hospitality since 2017

We are thoughtful in our interactions with others and know that strong, caring relationships are the core of our industry.

Apple Gives, an employee-led charitable organization, was formed in 2017 to expand our impact and further advance the achievement of our corporate philanthropic goals.

625+
HOURS VOLUNTEERED
BY APPLE HOSPITALITY EMPLOYEES

110+
NONPROFIT ORGANIZATIONS HELPED
BY APPLE HOSPITALITY

The Company has in place a **Health, Safety and Well-Being Policy, a Human Rights Policy and a Vendor Code of Conduct**.

Apple Hospitality is committed to diversity, equity and inclusion and our CEO has taken the **CEO Action for Diversity & Inclusion™** pledge.

Apple Hospitality REIT has always been firmly committed to strengthening communities through charitable giving, by volunteering our time and talents, and by participating in the many philanthropic programs important to our employees and leaders within our industry, including our brands, the American Hotel & Lodging Association (AHLA) and our third-party management companies. We are dedicated to making a positive impact throughout our Company, the hotel industry, our local community and the many communities our hotels serve.



Local Community Outreach

world of care

SERVE360
DOING GOOD IN EVERY DIRECTION

TRAVEL WITH PURPOSE

Brand Initiatives



Management Companies

AHLA
AMERICAN HOTEL & LODGING ASSOCIATION

Industry Involvement

GOVERNANCE

APPLE HOSPITALITY REIT



HYATT PLACE GREENVILLE DOWNTOWN

Alignment with the best interests of our shareholders is at the forefront of our values.

Corporate Governance Aligns with Shareholders

- Audit, Compensation and Corporate Governance Committees are independent
- Regular executive sessions of independent directors
- De-staggered Board allows for annual elections of directors
- Required resignation of an incumbent director not receiving majority of votes cast in election
- 78% of executive target compensation is incentive based, with 50% based on shareholder returns
- Required share ownership of:
  - 5 times base salary for CEO,
  - 3 times base salary for other executive officers, and
  - 4 times base cash compensation for directors
- Opted out of Virginia law requiring super majority vote for specified transactions

Board of Directors with Effective Experience

Glade M. Knight – Executive Chairman
Founder, Apple Hospitality REIT; Former Chairman/CEO, Cornerstone Realty NYSE:TCR

Justin G. Knight – Director
Chief Executive Officer, Apple Hospitality REIT

Kristian M. Gathright – Director
Former Executive Vice President & Chief Operating Officer, Apple Hospitality REIT

Glenn W. Bunting – Director
President, GB Corporation

Jon A. Fosheim – Lead Independent Director
Co-founder, Green Street Advisors

Blythe J. McGarvie – Director
Founder and Former Chief Executive Officer, Leadership for International Finance

L. Hugh Redd – Director
Former Senior Vice President & Chief Financial Officer, General Dynamics

Howard E. Woolley – Director
President, Howard Woolley Group, LLC



APPLE HOSPITALITY REIT

APPENDIX

HOMEWOOD SUITES MIAMI-AIRPORT/BLUE LAGOON

RECENT DISPOSITIONS

APPLE HOSPITALITY REIT

Hotels Sold in 2020, 2021 and 2022

Brand	Location	Rooms	Age at Time of Sale	Date Sold	Sales Price
SpringHill Suites	Sanford, FL	105	20 yrs	January 2020	$13.0 million
SpringHill Suites	Boise, ID	230	25 yrs	February 2020	$32.0 million
Hampton Inn & Suites	Tulare, CA	86	12 yrs	December 2020	$10.3 million
Homewood Suites	Charlotte, NC	118	30 yrs	February 2021	$10.3 million
Homewood Suites	Memphis, TN	140	31 yrs	March 2021	$8.0 million
SpringHill Suites	Overland Park, KS	102	23 yrs	April 2021	$5.3 million
Hilton Garden Inn	Montgomery, AL	97	18 yrs		
Homewood Suites	Montgomery, AL	91	17 yrs		
Residence Inn	Rogers, AR	88	18 yrs		
Courtyard	Phoenix, AZ	127	13 yrs		
Courtyard	Lakeland, FL	78	21 yrs		
Fairfield Inn & Suites	Albany, GA	87	11 yrs		
Hilton Garden Inn	Schaumburg, IL	166	13 yrs		
SpringHill Suites	Andover, MA	136	20 yrs		
Residence Inn	Fayetteville, NC	92	15 yrs		
Residence Inn	Greenville, SC	78	23 yrs	July 2021	$211.0 million
Hampton Inn & Suites	Jackson, TN	85	14 yrs		
Courtyard	Johnson City, TN	90	12 yrs		
Hampton Inn & Suites	Allen, TX	103	15 yrs		
Hilton Garden Inn	Allen, TX	150	19 yrs		
Residence Inn	Beaumont, TX	133	13 yrs		
Hampton Inn & Suites	Burleson/Fort Worth, TX	88	13 yrs		
Hilton Garden Inn	El Paso, TX	145	10 yrs		
Homewood Suites	Irving, TX	77	15 yrs		
SpringHill Suites	Richmond, VA	103	13 yrs		
SpringHill Suites	Vancouver, WA	119	14 yrs		
Independent	Richmond, VA	55	34 yrs	September 2022	$8.5 million
Total		***2,969***	***Avg age 17 yrs***		***$298.4 million***

20-hotel portfolio sale

COMPARABLE HOTELS QUARTERLY OPERATING METRICS

APPLE HOSPITALITY REIT

COMPARABLE HOTELS QUARTERLY OPERATING METRICS AND STATISTICAL DATA
(Unaudited)
(in thousands, except statistical data)

	2019				2021				2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Operating income (loss) (Actual)	$53,851	$78,103	$61,125	$40,708	$(27,814)	$38,988	$47,850	$28,020	$32,835	$80,745	$75,410	$17,488
Operating margin % (Actual)	17.7%	22.9%	18.4%	14.0%	(17.5%)	15.8%	17.3%	11.2%	12.6%	23.9%	22.1%	5.8%
Comparable Hotels Total Revenue	$284,317	$330,391	$324,472	$280,885	$152,896	$244,317	$287,243	$255,812	$262,496	$342,015	$345,291	$300,465
Comparable Hotels Total Operating Expenses	181,515	196,579	198,742	184,790	119,197	150,121	177,184	169,075	174,130	203,269	214,256	198,024
Comparable Hotels Adjusted Hotel EBITDA	$102,802	$133,812	$125,730	$96,095	$33,699	$94,196	$110,059	$86,737	$88,366	$138,746	$131,035	$102,441
Comparable Hotels Adjusted Hotel EBITDA Margin %	36.2%	40.5%	38.7%	34.2%	22.0%	38.6%	38.3%	33.9%	33.7%	40.6%	37.9%	34.1%
ADR (Comparable Hotels)	$139.89	$145.43	$144.03	$134.82	$99.95	$122.73	$141.91	$131.39	$137.02	$153.73	$158.13	$147.45
Occupancy (Comparable Hotels)	73.7%	81.5%	80.1%	73.1%	55.1%	70.5%	71.4%	67.3%	67.0%	77.9%	75.7%	69.8%
RevPAR (Comparable Hotels)	$103.10	$118.53	$115.39	$98.55	$55.02	$86.50	$101.25	$88.48	$91.80	$119.72	$119.77	$102.87
ADR (Actual)	$136.36	$141.60	$139.21	$131.41	$99.19	$120.56	$140.02	$131.04	$137.03	$153.35	$157.91	$147.30
Occupancy (Actual)	73.9%	81.4%	79.9%	72.9%	55.5%	70.7%	71.5%	67.5%	67.1%	77.9%	75.7%	69.7%
RevPAR (Actual)	$100.71	$115.30	$111.17	$95.85	$55.09	$85.28	$100.14	$88.43	$91.98	$119.41	$119.52	$102.71
Reconciliation to Actual Results												
Total Revenue (Actual)	$303,787	$341,117	$331,722	$289,971	$158,713	$247,404	$277,164	$250,588	$260,478	$337,668	$341,150	$299,121
Revenue from acquisitions prior to ownership	13,634	17,481	19,822	16,517	5,895	12,514	14,528	5,986	2,518	5,010	4,595	1,344
Revenue from dispositions	(33,104)	(28,207)	(27,072)	(25,603)	(11,712)	(15,601)	(4,449)	(762)	(500)	(663)	(454)	-
Comparable Hotels Total Revenue	$284,317	$330,391	$324,472	$280,885	$152,896	$244,317	$287,243	$255,812	$262,496	$342,015	$345,291	$300,465
Adjusted Hotel EBITDA (AHEBITDA) (Actual)	$108,804	$134,759	$124,596	$96,836	$35,427	$94,814	$105,423	$84,609	$87,936	$136,515	$129,166	$101,962
AHEBITDA from acquisitions prior to ownership	5,545	9,152	10,227	7,205	529	4,606	6,088	2,468	573	2,470	1,946	648
AHEBITDA from dispositions	(11,547)	(10,099)	(9,093)	(7,946)	(2,257)	(5,224)	(1,452)	(340)	(143)	(239)	(77)	(169)
Comparable Hotels AHEBITDA	$102,802	$133,812	$125,730	$96,095	$33,699	$94,196	$110,059	$86,737	$88,366	$138,746	$131,035	$102,441

Note: Comparable Hotels is defined as the 220 hotels owned by the Company as of December 31, 2022. For hotels acquired during the periods noted, the Company has included, as applicable, results of those hotels for periods prior to the Company's ownership, and for dispositions, results have been excluded for the Company's period of ownership. Results for periods prior to the Company's ownership have not been included in the Company's actual Consolidated Financial Statements and are included only for comparison purposes. Results included for periods prior to the Company's ownership are based on information from the prior owner of each hotel and have not been audited or adjusted. Comparisons to 2019 operating results are included to provide a better understanding of the Company's recovery from the impact of COVID-19 on hotel operations. Reconciliation of net income (loss) to non-GAAP financial measures is included in the following pages.

SAME STORE HOTELS QUARTERLY OPERATING METRICS

APPLE HOSPITALITY REIT

SAME STORE HOTELS QUARTERLY OPERATING METRICS AND STATISTICAL DATA
(Unaudited)
(in thousands, except statistical data)

	2019				2021				2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Operating income (loss) (Actual)	$53,851	$78,103	$61,125	$40,708	$(27,814)	$38,988	$47,850	$28,020	$32,835	$80,745	$75,410	$17,488
Operating margin % (Actual)	17.7%	22.9%	18.4%	14.0%	(17.5%)	15.8%	17.3%	11.2%	12.6%	23.9%	22.1%	5.8%
Same Store Hotels Total Revenue	$269,979	$310,174	$301,822	$261,702	$143,410	$226,003	$261,710	$232,909	$240,054	$309,822	$309,039	$270,885
Same Store Hotels Total Operating Expenses	172,970	186,495	187,359	173,741	110,587	137,608	161,892	154,441	158,769	185,120	193,874	180,203
Same Store Hotels Adjusted Hotel EBITDA	$97,009	$123,679	$114,463	$87,961	$32,823	$88,395	$99,818	$78,468	$81,285	$124,702	$115,165	$90,682
Same Store Hotels Adjusted Hotel EBITDA Margin %	35.9%	39.9%	37.9%	33.6%	22.9%	39.1%	38.1%	33.7%	33.9%	40.2%	37.3%	33.5%
ADR (Same Store Hotels)	$139.36	$144.35	$142.25	$133.50	$99.79	$121.99	$140.04	$129.69	$135.71	$152.07	$155.09	$145.58
Occupancy (Same Store Hotels)	74.2%	81.8%	80.1%	73.0%	56.0%	71.4%	71.8%	67.9%	67.5%	78.0%	75.5%	69.7%
RevPAR (Same Store Hotels)	$103.36	$118.07	$113.90	$97.45	$55.88	$87.07	$100.53	$88.12	$91.67	$118.64	$117.12	$101.40
ADR (Actual)	$136.36	$141.60	$139.21	$131.41	$99.19	$120.56	$140.02	$131.04	$137.03	$153.35	$157.91	$147.30
Occupancy (Actual)	73.9%	81.4%	79.9%	72.9%	55.5%	70.7%	71.5%	67.5%	67.1%	77.9%	75.7%	69.7%
RevPAR (Actual)	$100.71	$115.30	$111.17	$95.85	$55.09	$85.28	$100.14	$88.43	$91.98	$119.41	$119.52	$102.71
Reconciliation to Actual Results												
Total Revenue (Actual)	$303,787	$341,117	$331,722	$289,971	$158,713	$247,404	$277,164	$250,588	$260,478	$337,668	$341,150	$299,121
Revenue from acquisitions	(704)	(2,736)	(2,829)	(3,321)	(3,903)	(6,291)	(11,582)	(17,446)	(20,427)	(27,850)	(32,111)	(28,237)
Revenue from dispositions	(33,104)	(28,207)	(27,071)	(24,948)	(11,400)	(15,110)	(3,872)	(233)	3	4	-	1
Same Store Hotels Total Revenue	$269,979	$310,174	$301,822	$261,702	$143,410	$226,003	$261,710	$232,909	$240,054	$309,822	$309,039	$270,885
Adjusted Hotel EBITDA (AHEBITDA) (Actual)	$108,804	$134,759	$124,596	$96,836	$35,427	$94,814	$105,423	$84,609	$87,936	$136,515	$129,166	$101,962
AHEBITDA from acquisitions	(248)	(981)	(1,040)	(996)	(308)	(1,280)	(4,304)	(5,924)	(6,624)	(11,807)	(14,006)	(11,098)
AHEBITDA from dispositions	(11,547)	(10,099)	(9,093)	(7,879)	(2,296)	(5,139)	(1,301)	(217)	(27)	(6)	5	(182)
Same Store Hotels AHEBITDA	$97,009	$123,679	$114,463	$87,961	$32,823	$88,395	$99,818	$78,468	$81,285	$124,702	$115,165	$90,682

Note**:** Same Store Hotels is defined as the 204 hotels owned by the Company as of January 1, 2019 and during the entirety of the periods being compared. This information has not been audited. Comparisons to 2019 operating results are included to provide a better understanding of the Company's recovery from the impact of COVID-19 on hotel operations. Reconciliation of net income (loss) to non-GAAP financial measures is included in the following pages.

RECONCILIATION OF NET INCOME (LOSS) TO EBITDA, EBITDAre, ADJUSTED EBITDAre AND ADJUSTED HOTEL EBITDA

APPLE HOSPITALITY REIT

THE FOLLOWING TABLE RECONCILES THE COMPANY'S GAAP NET INCOME (LOSS) TO EBITDA, EBITDAre, ADJUSTED EBITDAre AND ADJUSTED HOTEL EBITDA ON A QUARTERLY BASIS FOR 2019, 2021 AND 2022
(Unaudited) (in thousands)

	2019				2021				2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net income (loss)	$ 38,151	$ 62,090	$ 46,223	$ 25,453	$ (46,435)	$ 20,283	$ 31,759	$ 13,221	$ 18,002	$ 65,345	$59,146	$2,312
Depreciation and amortization	47,950	48,109	47,887	49,294	48,710	46,386	44,217	45,158	45,324	45,322	45,135	45,916
Amortization of favorable and unfavorable operating leases, net	31	31	31	31	98	98	98	99	99	103	97	97
Interest and other expense, net	15,494	15,857	14,759	15,081	18,513	18,618	15,977	14,640	14,654	15,198	14,933	14,948
Income tax expense	206	156	143	174	108	87	114	159	179	202	1,331	228
EBITDA	101,832	126,243	109,043	90,033	20,994	85,472	92,165	73,277	78,258	126,170	120,642	63,501
(Gain) loss on sale of real estate	(1,213)	161	-	(3,969)	(4,484)	864	(44)	68	-	-	(1,785)	-
Loss on impairment of depreciable real estate assets	-	-	6,467	-	10,754	-	-	-	-	-	-	26,175
EBITDAre	100,619	126,404	115,510	86,064	27,264	86,336	92,121	73,345	78,258	126,170	118,857	89,676
Non-cash straight-line operating ground lease expense	48	47	47	46	44	43	41	41	40	38	38	38
Adjusted EBITDAre	100,667	126,451	115,557	86,110	27,308	86,379	92,162	73,386	78,298	126,208	118,895	89,714
General and administrative expense	8,137	8,308	9,039	10,726	8,119	8,435	13,261	11,223	9,638	10,307	10,271	12,248
Adjusted Hotel EBITDA	$ 108,804	$ 134,759	$ 124,596	$ 96,836	$ 35,427	$ 94,814	$ 105,423	$ 84,609	$ 87,936	$ 136,515	$129,166	$101,962

Note: The Consolidated Statements of Operations and Comprehensive Income (Loss) and corresponding footnotes can be found in the Company's Annual Report on Form 10-K for the year ended December 31, 2022.

RECONCILIATION OF NET INCOME (LOSS) TO FFO AND MFFO

APPLE HOSPITALITY REIT

THE FOLLOWING TABLE RECONCILES THE COMPANY'S GAAP NET INCOME (LOSS) TO FFO and MFFO
ON A QUARTERLY BASIS FOR 2019, 2021 AND 2022
(Unaudited) (in thousands, except per share amounts)

	2019				2021				2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net income (loss)	$ 38,151	$ 62,090	$ 46,223	$ 25,453	$ (46,435)	$ 20,283	$ 31,759	$ 13,221	$18,002	$65,345	$59,146	$2,312
Depreciation of real estate owned	46,666	46,712	46,910	47,441	47,088	44,764	43,028	44,395	44,560	44,557	44,372	45,152
(Gain) loss on sale of real estate	(1,213)	161	-	(3,969)	(4,484)	864	(44)	68	-	-	(1,785)	-
Loss on impairment of depreciable real estate assets	-	-	6,467	-	10,754	-	-	-	-	-	-	26,175
Funds from operations	83,604	108,963	99,600	68,925	6,923	65,911	74,743	57,684	62,562	109,902	101,733	73,639
Amortization of finance ground lease assets	1,041	1,149	725	1,602	1,617	1,618	1,183	760	759	760	759	760
Amortization of favorable and unfavorable operating leases, net	31	31	31	31	98	98	98	99	99	103	97	97
Non-cash straight-line operating ground lease expense	48	47	47	46	44	43	41	41	40	38	38	38
Modified funds from operations	$ 84,724	$ 110,190	$ 100,403	$ 70,604	$ 8,682	$ 67,670	$ 76,065	$ 58,584	$63,460	$110,803	$102,627	$74,534
Modified funds from operations per common share	$ 0.38	$ 0.49	$ 0.45	$ 0.32	$ 0.04	$ 0.30	$ 0.33	$ 0.26	$ 0.28	$0.48	$0.45	$0.33
Weighted average common shares outstanding – basic and diluted	223,932	223,899	223,901	223,906	223,733	224,772	228,436	228,429	228,986	228,998	228,991	228,811

Note: The Consolidated Statements of Operations and Comprehensive Income (Loss) and corresponding footnotes can be found in the Company's Annual Report on Form 10-K for the year ended December 31, 2022.

DEFINITIONS



HYATT PLACE JACKSONVILLE AIRPORT

Non-GAAP Financial Measures

The Company considers the following non-GAAP financial measures useful to investors as key supplemental measures of its operating performance: Funds from Operations ("FFO"); Modified FFO ("MFFO"); Earnings Before Interest, Income Taxes, Depreciation and Amortization ("EBITDA"); Earnings Before Interest, Income Taxes, Depreciation and Amortization for Real Estate ("EBITDAre"); Adjusted EBITDAre; and Adjusted Hotel EBITDA. These non-GAAP financial measures should be considered along with, but not as alternatives to, net income (loss), cash flow from operations or any other operating GAAP measure. FFO, MFFO, EBITDA, EBITDAre, Adjusted EBITDAre and Adjusted Hotel EBITDA are not necessarily indicative of funds available to fund the Company's cash needs, including its ability to make cash distributions. Although FFO, MFFO, EBITDA, EBITDAre, Adjusted EBITDAre and Adjusted Hotel EBITDA, as calculated by the Company, may not be comparable to FFO, MFFO, EBITDA, EBITDAre, Adjusted EBITDAre and Adjusted Hotel EBITDA, as reported by other companies that do not define such terms exactly as the Company defines such terms, the Company believes these supplemental measures are useful to investors when comparing the Company's results between periods and with other REITs.

EBITDA, EBITDAre, Adjusted EBITDAre and Adjusted Hotel EBITDA

EBITDA is a commonly used measure of performance in many industries and is defined as net income (loss) excluding interest, income taxes, depreciation and amortization. The Company believes EBITDA is useful to investors because it helps the Company and its investors evaluate the ongoing operating performance of the Company by removing the impact of its capital structure (primarily interest expense) and its asset base (primarily depreciation and amortization). In addition, certain covenants included in the agreements governing the Company's indebtedness use EBITDA, as defined in the specific credit agreement, as a measure of financial compliance.

In addition to EBITDA, the Company also calculates and presents EBITDAre in accordance with standards established by the National Association of Real Estate Investment Trusts ("Nareit"), which defines EBITDAre as EBITDA, excluding gains and losses from the sale of certain real estate assets (including gains and losses from change in control), plus real estate related impairments, and adjustments to reflect the entity's share of EBITDAre of unconsolidated affiliates. The Company presents EBITDAre because it believes that it provides further useful information to investors in comparing its operating performance between periods and between REITs that report EBITDAre using the Nareit definition.

The Company also considers the exclusion of non-cash straight-line operating ground lease expense from EBITDAre useful, as this expense does not reflect the underlying performance of the related hotels (Adjusted EBITDAre).

The Company further excludes actual corporate-level general and administrative expense for the Company from Adjusted EBITDAre (Adjusted Hotel EBITDA) to isolate property-level operational performance over which the Company's hotel operators have direct control. The Company believes Adjusted Hotel EBITDA provides useful supplemental information to investors regarding operating performance and is used by management to measure the performance of the Company's hotels and effectiveness of the operators of the hotels.

DEFINITIONS CONTINUED



RESIDENCE INN LOS ANGELES BURBANK/DOWNTOWN

FFO and MFFO

The Company calculates and presents FFO in accordance with standards established by Nareit, which defines FFO as net income (loss) (computed in accordance with generally accepted accounting principles ("GAAP")), excluding gains and losses from the sale of certain real estate assets (including gains and losses from change in control), extraordinary items as defined by GAAP, and the cumulative effect of changes in accounting principles, plus real estate related depreciation, amortization and impairments, and adjustments for unconsolidated affiliates. Historical cost accounting for real estate assets implicitly assumes that the value of real estate assets diminishes predictably over time. Since real estate values instead have historically risen or fallen with market conditions, most real estate industry investors consider FFO to be helpful in evaluating a real estate company's operations. The Company further believes that by excluding the effects of these items, FFO is useful to investors in comparing its operating performance between periods and between REITs that report FFO using the Nareit definition. FFO as presented by the Company is applicable only to its common shareholders, but does not represent an amount that accrues directly to common shareholders.

The Company calculates MFFO by further adjusting FFO for the exclusion of amortization of finance ground lease assets, amortization of favorable and unfavorable operating leases, net and non-cash straight-line operating ground lease expense, as these expenses do not reflect the underlying performance of the related hotels. The Company presents MFFO when evaluating its performance because it believes that it provides further useful supplemental information to investors regarding its ongoing operating performance.

COMPARABLE HOTELS

Comparable Hotels is defined as the 220 hotels owned by the Company as of December 31, 2022. For hotels acquired during the periods noted, the Company has included, as applicable, results of those hotels for periods prior to the Company's ownership, and for dispositions, results have been excluded for the Company's period of ownership. Results for periods prior to the Company's ownership have not been included in the Company's actual Consolidated Financial Statements and are included only for comparison purposes. Results included for periods prior to the Company's ownership are based on information from the prior owner of each hotel and have not been audited or adjusted.

SAME STORE HOTELS

Same Store Hotels is defined as the 204 hotels owned by the Company as of January 1, 2019 and during the entirety of the periods being compared. This information has not been audited.

TRADEMARK INFORMATION



HOMEWOOD SUITES OMAHA-DOWNTOWN

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CONTACT INFORMATION

APPLE HOSPITALITY REIT



COURTYARD RICHMOND DOWNTOWN

814 East Main Street
Richmond, VA 23219

(804) 344-8121
info@applehospitalityreit.com

www.applehospitalityreit.com