

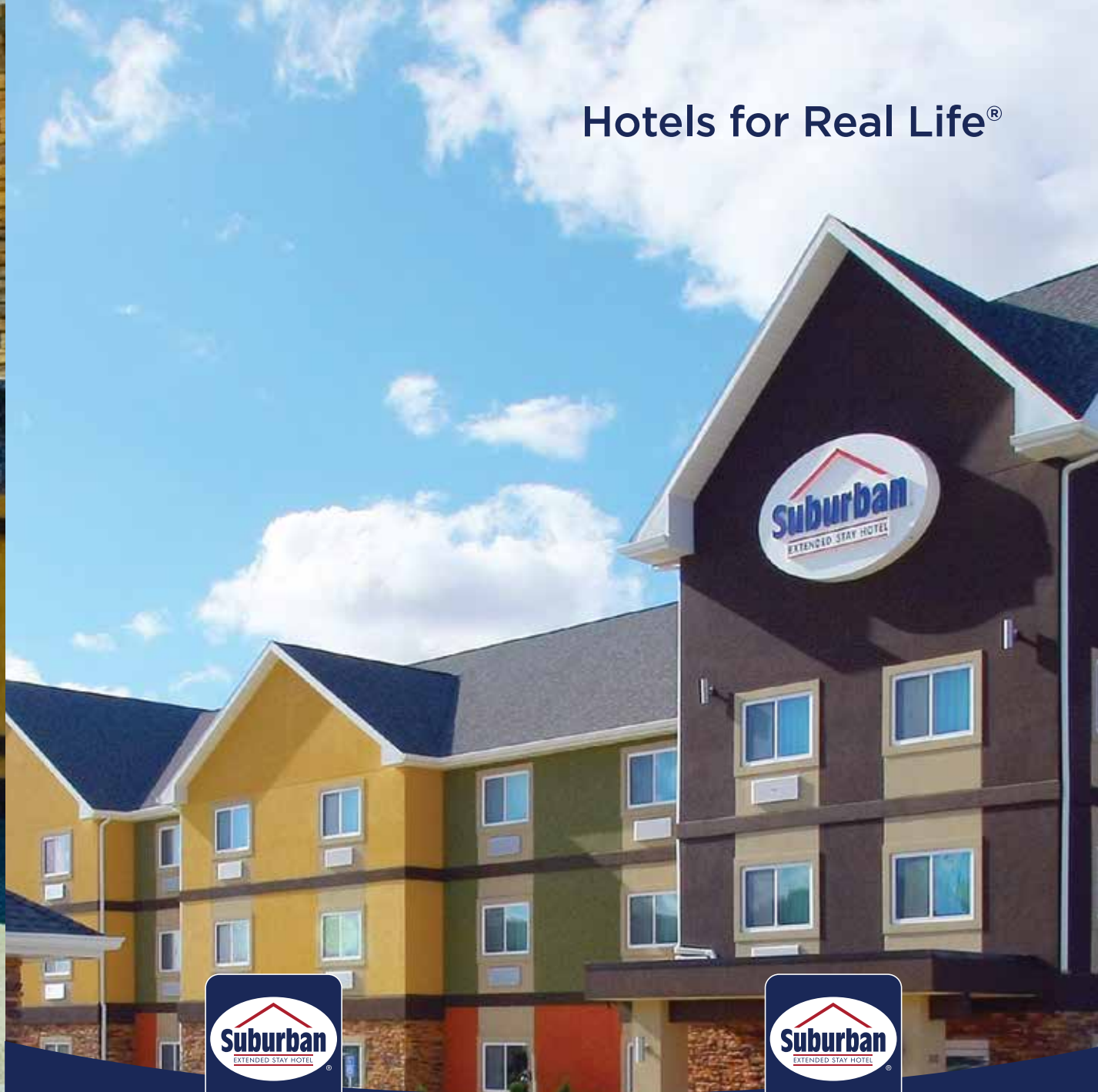


Suburban Extended Stay Hotel® properties are designed to drive high occupancy and keep operating costs low. Focused on value, Suburban® hotels provide guests with a cost effective long term stay option for a variety of needs.

The longer they stay, the more they save, while providing owners with the operational efficiencies of the extended stay segment.

36M+

**Choice Privileges®
Rewards members**



Hotels for Real Life®



ChoiceHotelsDevelopment.com



ChoiceHotelsDevelopment.com



53.8%
of revenue generated through
Choice Hotels' proprietary channels*

Brand Highlights

- Suburban Extended Stay Hotel properties offer studio suites and just the right amenities for guests
- Suburban® hotels enjoy higher occupancy rates and greater operational efficiency than traditional hotels thanks to their extended stay focus
- The cost optimized new construction prototype allows owners the flexibility to make modifications to room counts, design, and amenities to compete effectively in their local markets
- Conversion options available from traditional hotels
- Opportunity to capitalize on one of the fastest growing segments of the hotel industry, extended stay, where:

**High Occupancy + Reduced Staffing =
Increased Profit Opportunity**



Key Guest Amenities

- Well-equipped kitchens in every room
- Weekly housekeeping service
- Guest laundry facility and vending area
- Free high-speed internet access
- Free cable TV, including premium movie channels

System Size

Total Open or Under Development:

73



\$7.02B

System-wide reservations in 2017**

*Source: See Suburban Franchise Disclosure Document dated April 1, 2018, Item 19. For the 40 hotels included in the sample, 18 hotels, or 45%, met or exceeded this amount. INDIVIDUAL RESULTS MAY VARY.

**Source: Figure reflects the revenues delivered through the Choice Hotels Central Reservation System (CRS) and other non-CRS marketing channels in 2017.

Unless otherwise noted, all figures and statistics in this document are from internal data of Choice Hotels International, Inc. This advertisement is not an offering. For New York: an offering can only be made by a prospectus filed first with the Department of Law in the State of New York. Such filing does not constitute approval by the Department of Law. For Minnesota: Suburban Extended Stay #F-5274. A copy of the Franchise Disclosure Document may be obtained through contacting Choice Hotels International at 1 Choice Hotels Circle, Suite 400, Rockville, MD 20850 or at Development@ChoiceHotels.com.