



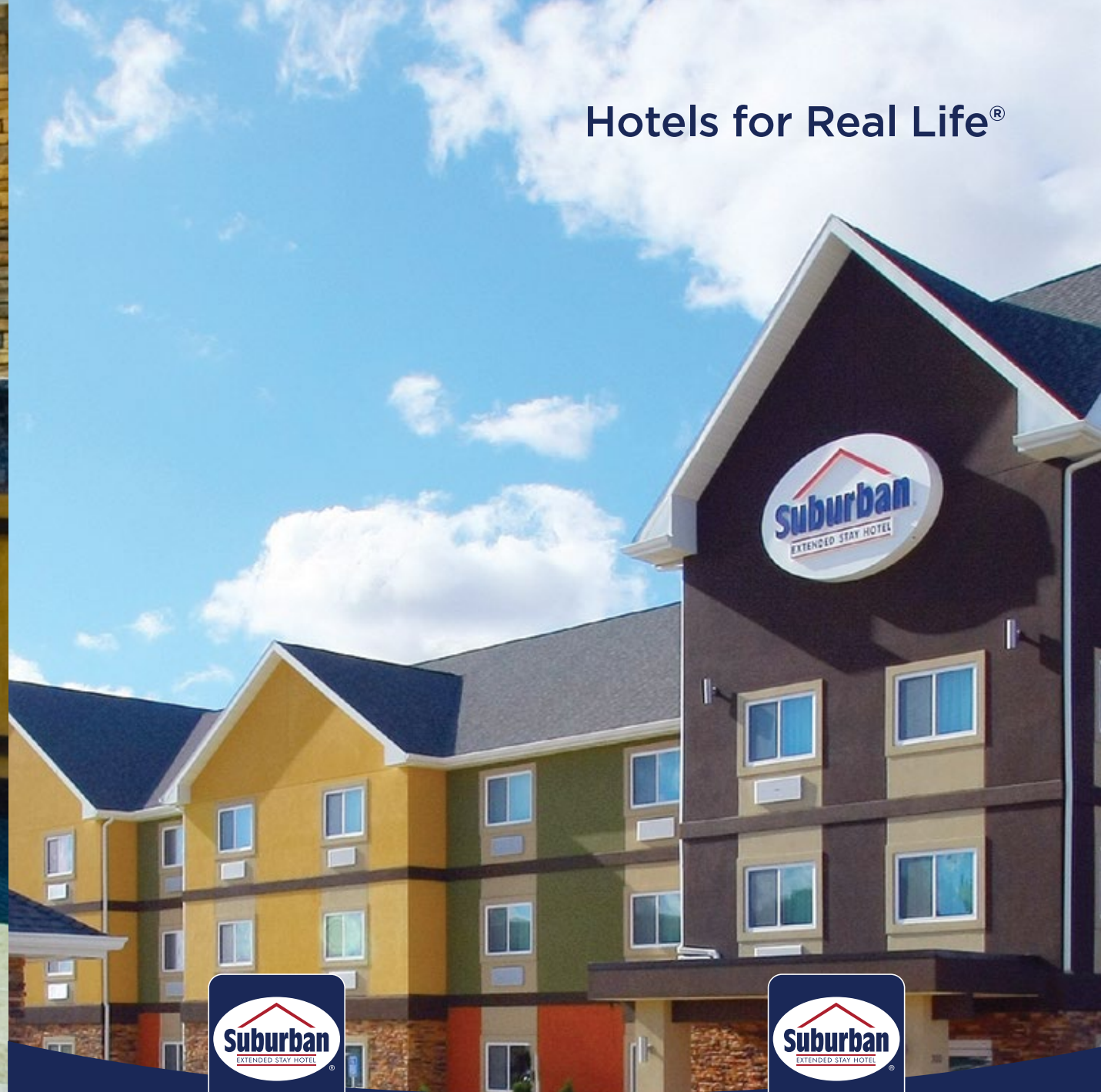
Suburban Extended Stay Hotel® properties are designed to drive high occupancy and keep operating costs low. Focused on value, Suburban® hotels provide guests with a cost effective long term stay option for a variety of needs.

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

40M+

**Choice Privileges®
Rewards members**

Hotels for Real Life®



ChoiceHotelsDevelopment.com



ChoiceHotelsDevelopment.com



58.4%
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
- 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:

The high occupancy and reduced staffing design helps to increase 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:



\$7.6B+

System-wide reservations in 2018**

79

*Source: See Suburban Franchise Disclosure Document dated April 1, 2019. For the 54 hotels included in the performance sample, 13 hotels or 38.2% met or exceeded the Choice Proprietary Contribution provided. 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 2018.
All statistics 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: Comfort Inn and Comfort Suites #F-3577; Quality Inn #F-48; Sleep Inn #F-1799; Clarion #F-1673; MainStay Suites #F-3269; Econo Lodge #F-3576; Rodeway Inn #F-2691; Cambria Suites #F-4986; Suburban Extended Stay #F-5274; Ascend Collection #F-5980; WoodSpring Suites #F-8458. 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.