Q1 2022 Results

CHOICE HOTELS

Domestic RevPAR Performance

RevPAR Growth

10.4%

vs. Q1 '19

Average Daily Rate **+9.3%**

Occupancy **+60** bps

Outperformed industry[1]
+13 percentage points

Exceeded 2019 levels
11 consecutive months[2]

RevPAR Index

+320 bps

vs. Q1 '19

Share gains against local competition across **all** segments – Upscale, Midscale, Extended Stay and Economy

Financial Performance

Total Revenues

$257.7M

+41%

vs. Q1' 21

Adj. EBITDA[3]

$96.6M

+53%

vs. Q1 '21

Adj. EBITDA Margin

74%

+470 bps

vs. Q1 '21

Domestic Development Results

Franchise Agreements

Applications for new contracts[4]

+46%

vs. Q1 '21

Contracts awarded

93

+39%[5]

vs. Q1' 21

Pipeline

~75K

rooms[6]

+3.5%

vs. Q4' 21

Highlights

HERTELS BY CHOICE HOTELS

Newly enhanced program to advance and empower the industry's female entrepreneurs

Suburban STUDIOS

Strategic redesign, including an innovative extended stay hotel conversion model

COMMITMENT TO green

New program focusing on sustainability while reducing franchisees' operating costs

[1] As reported by STR.
[2] Through April 2022.
[3] Reported net income was $67.4 million for the first quarter of 2022.
[4] Received 165 applications for new contracts.
[5] Excluding the multi-unit transaction for 22 properties as part of the company's strategic alliance with Penn National Gaming in 2021.
[6] Representing 864 hotels.

Please read the Company's first quarter earnings release for full financial data, non-GAAP reconciliations, and a forward-looking statement disclaimer available at: ch.social/Q12022Earnings