

Q2 2022 Results

Domestic RevPAR Performance

RevPAR Growth

13%
vs. Q2 '19
Average Daily Rate
+13.7%

Outperformed industry¹
+360 percentage points

Exceeded 2019 levels
14 consecutive months
through July 2022

Raised FY '22 guidance²
+11% to **+13%** vs. FY '19



Financial Performance

Total Revenues



\$368M | **+32%**
vs. Q2 '21

Net Income



\$106.2M | **+24%**
vs. Q2 '21

Adj. EBITDA



\$129.6M | **+16%**
vs. Q2 '21

Domestic Development Results

Franchise Agreements



Q2 Contracts awarded

122 | **+10%**
YoY

YTD Contracts awarded³

215 | **+21%**
YoY

Pipeline⁴



As of June 30, 2022

910 | **~84K**
hotels | rooms

Highlights

Acquisition



Signed agreement to acquire
Radisson Hotels Americas⁵

9 | **~67K**
brands | global rooms

Capital Recycling Activity



>\$140M
YTD through
July 2022⁶

Awards



DEI BEST PLACE TO WORK FOR
DISABILITY INCLUSION 2021™
100% DISABILITY EQUALITY INDEX

100% | **3rd**
score | year in a row

[1] As reported by STR.

[2] The outlook does not include any impact from the pending Radisson Hotels Americas acquisition.

[3] Excluding the multi-unit transaction for 22 properties as part of the company's strategic alliance with Penn National Gaming in 2021. Including this multi-unit transaction, total number of domestic contracts awarded increased 8% YoY.

[4] Pipeline numbers include hotels awaiting conversion, under construction or approved for development and master development agreements committing owners to future franchise development. The master development agreements included 46 hotels as of June 30, 2022. In July, the company entered into additional master development agreements committing to future development of 67 hotels.

[5] The agreement was signed on June 12, 2022. The addition of rooms to the Choice Hotels' portfolio is pending the close of the transaction which is expected to occur in August 2022.

[6] Includes the sale of two company owned hotels in June and July 2022. The company secured 20 to 30-year franchise agreements with the respective buyers. Please read the Company's second quarter earnings release for full financial data, non-GAAP reconciliations, and a forward-looking statement disclaimer available at:

[ch.social/Q22022Earnings](https://www.choicehotels.com/social/Q22022Earnings)