



Q2 2026 EARNINGS RESULTS



Q2 FINANCIAL HIGHLIGHTS



\$441M

REVENUE

+3% YoY



\$175M

ADJ. EBITDA¹

+6% YoY



\$2.02

ADJ. EPS²

+5% YoY



RETURNED TO SHAREHOLDERS

H1 2026

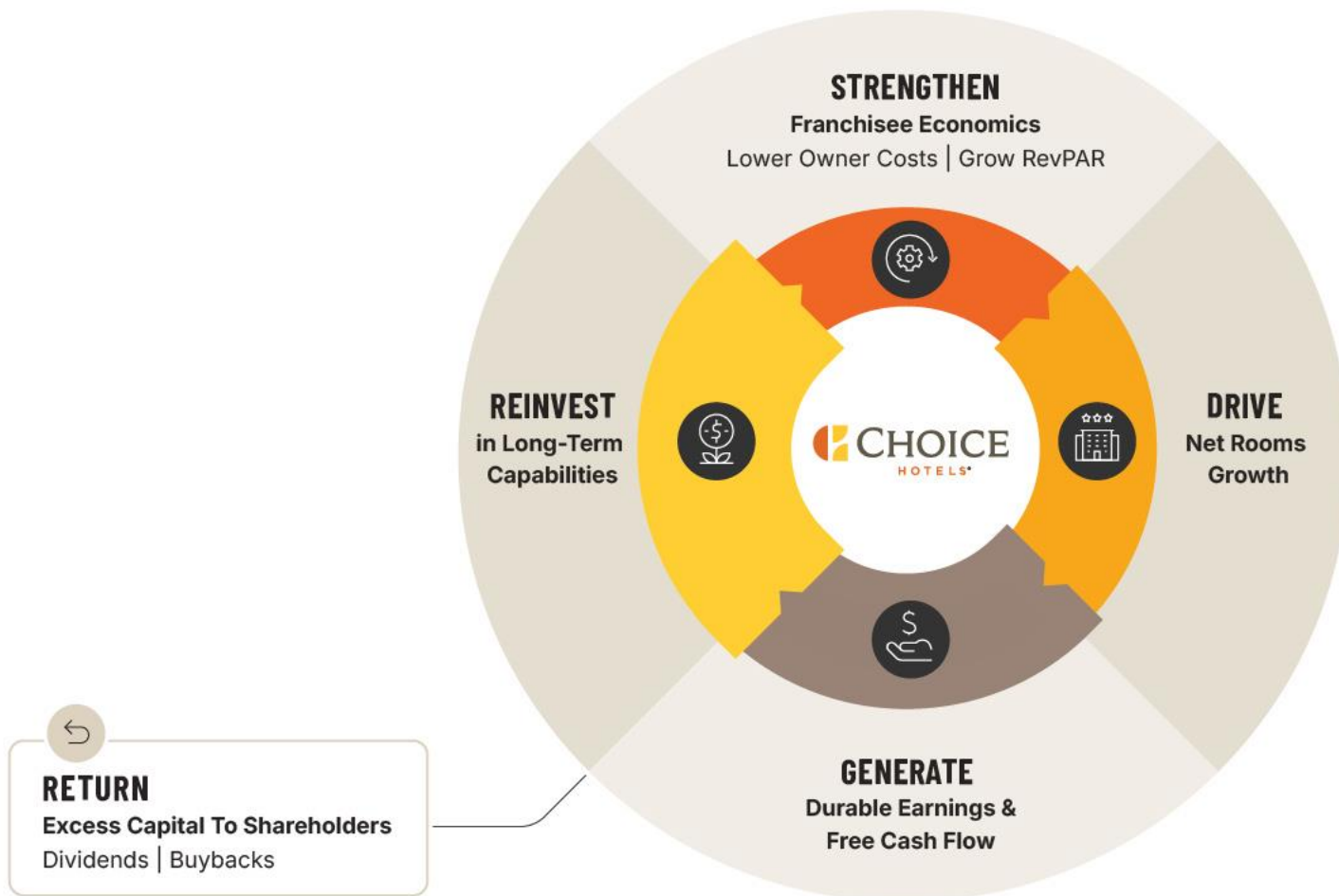
Dividends & Share Repurchases



"Our second quarter results reflect encouraging progress across our key priorities, with **U.S. net rooms growth improving for the second consecutive quarter to its strongest first-half performance since 2021** and U.S. RevPAR trends strengthening."

— **Dom Dragisich**, Interim Chief Executive Officer

HOW CHOICE CREATES LONG-TERM SHAREHOLDER VALUE



STRENGTHENING FRANCHISEE ECONOMICS



LOWER COSTS

- ✓ **Prototype Costs**
↓ 25% across key midscale brands
- ✓ **FF&E Procurement**
↓ 20% on select FF&E categories³



GROW HIGH-QUALITY DEMAND

- ✓ **Loyalty Contribution**
↑ 250+ bps
- ✓ **Business Direct Platform**
↑ 8% YoY SMB revenue
60% of enrolled businesses are new to Choice
90% of room nights occur midweek
- ✓ **EasyBid AI-Enabled Platform**
↑ 16% YoY group revenue
↑ 360 bps group RFP conversion



OPERATE MORE EFFICIENTLY

- ✓ **Charlie AI Teammate**
↓ ~40% operational support requests



Q2 RevPAR PERFORMANCE

YoY GROWTH

+1.3%

+2.1%

+1.7%



DEMAND DRIVERS



FIFA World Cup



Road Trip Travel



Project-Based Travel

GLOBAL

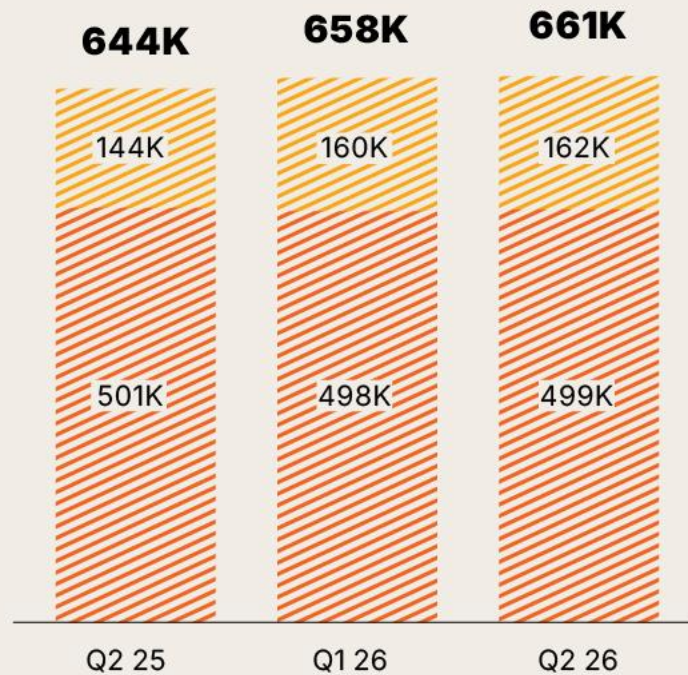
NET ROOMS YoY GROWTH



U.S. ROOMS



INTERNATIONAL ROOMS



2nd Consecutive
Quarter of U.S.
Growth



+13%
International
YoY Growth



+3%
Global
YoY Growth

+16%

GLOBAL ROOM
OPENINGS



U.S.



**STRONGEST FIRST-HALF
PERFORMANCE SINCE 2021**



+27%
U.S. ROOM
OPENINGS



**LOWEST
EXITS**
SINCE 2020



CANADA



Direct franchising driving growth and earnings

- **+5.4%** Net rooms growth
- **+3.5%** RevPAR growth



PIPELINE & DEVELOPMENT



96%

OF PIPELINE IN HIGHER-REVENUE SEGMENTS

Global upscale, midscale, and extended stay

DEVELOPMENT ACTIVITY



+30%

U.S. FRANCHISE
AGREEMENTS
EXECUTED

CONVERSION ENGINE



- Lower owner investment
- Faster openings
- Earlier royalty generation

+24%

U.S. CONVERSION PIPELINE
as of June 30, 2026



CORE GUEST PROFILE

Capturing More Demand from Our Core Value-Oriented Traveler



1 IN 2 U.S. GUESTS EARN

\$100K+



1 IN 5 EARN

\$200K+

DEMAND MIX



~40% BUSINESS



~60% LEISURE

*Based on revenues

LOYALTY MEMBERS

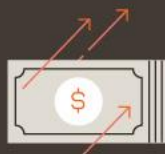
77M
MEMBERS



+7%
YoY



2x Stay Frequency
Higher Spend per Stay



Higher Revenue from New Members after the Choice Privileges relaunch

BUSINESS DEMAND



AI Infrastructure Projects

- ~50% of extended-stay hotels are within **10 miles** of a major data center
- ~100 bps higher RevPAR growth than the system average



Caregiver Travel

- ~80% of Choice extended-stay properties are within **5 miles** of a hospital
- New AARP Caregiving Rate reaches **37M members**



DISCIPLINED CAPITAL ALLOCATION

ADVANCING OUR ASSET-LIGHT FRANCHISING MODEL



*Net capital outlays for hotel development and lending activities

COMPANY UPDATES



ALI KESHAVARZ JOINS THE BOARD

President & Chief Data and Analytics Officer, CVS Health, bringing proven leadership in enterprise AI, data and digital transformation.



**EXTENDED
STAY**



WOODSPRING SUITES®

Ranked #1 Economy
Extended Stay Hotel Brand

in the JD Power 2026 North
America Hotel Guest
Satisfaction Index Study⁴

EVERHOME SUITES

Celebrates 30th
Hotel Milestone



AWARDS





"While we still have work to do, this business has significantly more potential, and I'm confident we can realize it. The progress we delivered this quarter reinforces that confidence."

— **Dom Dragisich**, Interim Chief Executive Officer

Please see our **Q2 2026 Earnings Press Release** posted on August 5, 2026 on our Investor Relations website (investor.choicehotels.com) for full financial data, the reconciliation of non-GAAP financial measures to the most comparable GAAP measures, and a forward-looking statement disclaimer.



1 Reported Net Income was \$64M for Q2 2026.

2 Diluted EPS was \$1.41 for Q2 2026.

3 Across the program's FF&E and building product categories.

4 For JD Power 2026 award information, visit jdpower.com/awards.