

<b>Provision</b>	<b>Section in Franchise Agreement</b>	<b>Summary</b>
u. Dispute resolution by arbitration or mediation	Section 17.6	All disputes relating to the Franchise Agreement or our relationship (excluding disputes concerning failure to commence construction or renovation, failure to commence operations, insurance, insurance requirements, monetary obligations, indemnification or quality inspection ratings, abandonment or failure to continue operations, unauthorized use of the Proprietary Marks or failure to de-identify) must be submitted to non-binding mediation where the Inn is located, except that we can bring an action for injunctive or extraordinary relief (including specific performance), or actions involving the Inn premises elsewhere.
v. Choice of forum	Sections 17.6, 17.7 and 17.8	All disputes must be filed in Columbus, Ohio subject to applicable state law.
w. Choice of law	Section 17.5	Ohio law applies, subject to applicable state law.

### **ITEM 18**

#### **PUBLIC FIGURES**

We do not use any public figures to promote the Red Roof Inn franchise.

### **ITEM 19**

#### **FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC’s Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the Disclosure Document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

The tables below contain information regarding the average performance figures for selected Red Roof Inn and Red Roof PLUS+ Inns. The information provided includes Daily Room Rate, Occupancy Rate, Revenue per Available Room (“RevPAR”) and Brand Contribution. The results in the tables below are based on performance information for all Inns operating under the Red Roof Inn (including Red Roof Inn & Suites) and Red Roof PLUS+ (including Red Roof PLUS+ & Suites) brands, open and operating for at least one year and for the period of January 1, 2025 through December 31, 2025, with any temporary closures being less than 90 days. 27 Affiliate-Owned Inns (including 9 Red Roof Inns and 18 Red Roof PLUS+ Inns) and 567 franchised Inns (including 508 Red Roof Inns and 59 Red Roof PLUS+ Inns) met these criteria. 8 previously Affiliate-Owned Inns that were sold to franchisees in 2025 are included in this financial performance representation. 29 franchised Inns that opened in 2025 are excluded from this financial performance representation.

**TABLE 1****2025 DAILY ROOM RATE, OCCUPANCY RATE, REVPAR AND BRAND CONTRIBUTION OF 27 AFFILIATE-OWNED RED ROOF INN & RED ROOF PLUS+ INNS**

<b>27 Affiliate-Owned Red Roof Inn and Red Roof PLUS+ Inns</b>	<b>Average Results</b>	<b>No. and % of Inns that Met or Exceed the Average Results</b>		<b>Median Results</b>
<b>Daily Room Rate</b>	\$81.97	13	48.1%	\$81.13
<b>Occupancy Rate</b>	57.2%	12	44.4%	56.4%
<b>Average RevPAR</b>	\$46.91	13	48.1%	\$46.44
<b>Average Brand Contribution</b>	42.5%	13	48.1%	42.4%

**TABLE 2****2025 DAILY ROOM RATE, OCCUPANCY RATE, REVPAR AND BRAND CONTRIBUTION OF 567 FRANCHISED RED ROOF INN & RED ROOF PLUS+ INNS**

<b>567 Franchised Red Roof Inn and Red Roof PLUS+ Inns</b>	<b>Average Results</b>	<b>No. and % of Inns that Met or Exceed the Average Results</b>		<b>Median Results</b>
<b>Daily Room Rate</b>	\$68.65	239	42.2%	\$66.85
<b>Occupancy Rate</b>	54.0%	275	48.5%	53.6%
<b>Average RevPAR</b>	\$37.10	259	45.7%	\$35.72
<b>Average Brand Contribution</b>	36.4%	212	37.4%	30.8%

**TABLE 3****2025 DAILY ROOM RATE, OCCUPANCY RATE, REVPAR AND BRAND CONTRIBUTION OF 594 AFFILIATED-OWNED AND FRANCHISED RED ROOF INN & RED ROOF PLUS+ INNS**

<b>594 Affiliate-Owned and Franchised Red Roof Inn and Red Roof PLUS+ Inns</b>	<b>Average Results</b>	<b>No. and % of Inns that Met or Exceed the Average Results</b>		<b>Median Results</b>
<b>Daily Room Rate</b>	\$69.65	236	39.7%	\$66.96

<b>Occupancy Rate</b>	54.3%	286	48.1%	53.6%
<b>Average RevPAR</b>	\$37.80	267	44.9%	\$36.33
<b>Average Brand Contribution</b>	36.9%	226	38.0%	31.5%

**TABLE 4**

**2025 DAILY ROOM RATE, OCCUPANCY RATE, REVPAR  
AND BRAND CONTRIBUTION OF 18 AFFILIATE-OWNED RED ROOF PLUS+ INNS**

<b>18 Affiliate-Owned Red Roof PLUS+ Inns</b>	<b>Average Results</b>	<b>No. and % of Inns that Met or Exceed the Average Results</b>		<b>Median Results</b>
<b>Daily Room Rate</b>	\$88.24	10	55.6%	\$90.48
<b>Occupancy Rate</b>	57.4%	9	50.0%	57.2%
<b>Average RevPAR</b>	\$50.61	8	44.4%	\$49.54
<b>Average Brand Contribution</b>	41.8%	9	50.0%	41.4%

**TABLE 5**

**2025 DAILY ROOM RATE, OCCUPANCY RATE, REVPAR  
AND BRAND CONTRIBUTION OF 59 FRANCHISED RED ROOF PLUS+ INNS**

<b>59 Franchised Red Roof PLUS+ Inns</b>	<b>Average Results</b>	<b>No. and % of Inns that Met or Exceed the Average Results</b>		<b>Median Results</b>
<b>Daily Room Rate</b>	\$78.27	20	33.9%	\$71.36
<b>Occupancy Rate</b>	58.7%	33	55.9%	59.9%
<b>Average RevPAR</b>	\$45.91	23	39.0%	\$43.47
<b>Average Brand Contribution</b>	35.3%	25	42.4%	33.4%

**TABLE 6****2025 DAILY ROOM RATE, OCCUPANCY RATE, REVPAR AND BRAND CONTRIBUTION OF 77 AFFILIATED-OWNED AND FRANCHISED RED ROOF PLUS+ INNS**

<b>77 Affiliate-Owned and Franchised Red Roof PLUS+ Inns</b>	<b>Average Results</b>	<b>No. and % of Inns that Met or Exceed the Average Results</b>		<b>Median Results</b>
<b>Daily Room Rate</b>	\$81.14	29	37.7%	\$74.96
<b>Occupancy Rate</b>	58.3%	41	53.2%	58.9%
<b>Average RevPAR</b>	\$47.29	30	39.0%	\$44.05
<b>Average Brand Contribution</b>	37.3%	31	40.3%	35.2%

**TABLE 7****2025 DAILY ROOM RATE, OCCUPANCY RATE, REVPAR AND BRAND CONTRIBUTION OF 9 AFFILIATE-OWNED RED ROOF INNS**

<b>9 Affiliate-Owned Red Roof Inns</b>	<b>Average Results</b>	<b>No. and % of Inns that Met or Exceed the Average Results</b>		<b>Median Results</b>
<b>Daily Room Rate</b>	\$67.48	3	33.3%	\$62.98
<b>Occupancy Rate</b>	57.0%	3	33.3%	53.0%
<b>Average RevPAR</b>	\$38.43	4	44.4%	\$36.71
<b>Average Brand Contribution</b>	44.6%	4	44.4%	43.8%

**TABLE 8****2025 DAILY ROOM RATE, OCCUPANCY RATE, REVPAR AND BRAND CONTRIBUTION OF 508 FRANCHISED RED ROOF INNS**

<b>508 Franchised Red Roof Inns</b>	<b>Average Results</b>	<b>No. and % of Inns that Met or Exceed the Average Results</b>		<b>Median Results</b>
<b>Daily Room Rate</b>	\$67.08	240	47.2%	\$66.04
<b>Occupancy Rate</b>	53.4%	247	48.6%	52.6%
<b>Average RevPAR</b>	\$35.79	239	47.0%	\$34.89
<b>Average Brand Contribution</b>	36.6%	189	37.2%	30.3%

**TABLE 9****2025 SYSTEMWIDE DAILY ROOM RATE, OCCUPANCY RATE, REVPAR AND BRAND CONTRIBUTION OF 517 AFFILIATE-OWNED AND FRANCHISED RED ROOF INNS**

<b>517 Affiliate-Owned and Franchised Red Roof Inns</b>	<b>Average Results</b>	<b>No. and % of Inns that Met or Exceed the Average Results</b>		<b>Median Results</b>
<b>Daily Room Rate</b>	\$67.09	243	47.0%	\$65.97
<b>Occupancy Rate</b>	53.5%	249	48.2%	52.7%
<b>Average RevPAR</b>	\$35.86	243	47.0%	\$34.89
<b>Average Brand Contribution</b>	36.8%	195	37.7%	30.8%

**TABLE 10**

**2025 PERFORMANCE AGAINST COMPSET SCALE INDEX**

	<b>2025 RevPAR Index</b>	<b>2025 RevPAR Index</b>	<b>2025 RevPAR Index</b>
	<b>Red Roof Inn &amp; Red Roof PLUS+ Inns</b>	<b>Red Roof Plus+ Inns</b>	<b>Red Roof Inns</b>
<b>Affiliate-Owned Inns</b>	102.8	102.8	104.1
<b>Franchised Inns</b>	103.2	106.8	102.2
<b>Affiliate-Owned and Franchised Inns</b>	103.5	105.7	102.3

**NOTES**

1. The Average Daily Room Rate is calculated by dividing the total number of room revenue for the Inns by the total number of occupied rooms for the Inns.
2. The Average Occupancy Rate is calculated by dividing the number of occupied rooms in the Inns for the applicable period by the total number of available rooms in the Inns for the same period.
3. RevPAR is the average amount of revenue generated per day from each available room in the Inns and is calculated by multiplying the Average Daily Rate by the Average Occupancy Rate.
4. The Brand Contribution is the percentage of room revenue generated for the Inns, the reservations for which were generated by the Red Roof Inn website, the Red Roof call center, group booking, National Sales, Global Distribution System (“GDS”), third party websites and reservations by RediRewards members booked directly with the Inns. This is calculated by dividing the total room revenue generated by the channels referenced above for the Inns by the total room revenue generated by all occupied rooms at the Inns.
5. Median is defined as the middle value of a sorted list of numbers.
6. Smith Travel Research (STR) is the leading global provider of competitive benchmarking information services and research to the hotel industry. Compset is a group of approximately five hotels that most closely resemble Red Roof Inns. Hotels in a Compset are typically located within the same geographical area, selling similar rates, offering similar amenities and services, and targeting the same type of guests. STR gathers and reports Compset data allowing hotels to compare performance against a set of similar hotels. The report is usually released every Tuesday and delivered in a digital format weekly, monthly and annually.

**Some outlets have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.**

The Red Roof Inns reflected in this financial performance representation offer services for sale that are substantially similar to the services that you will offer for sale in your Inn. This financial performance

representation was compiled using our records and information provided to us by our franchisees. The data has not been audited. Written substantiation for the financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation, we do not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing Red Roof Inn, however, we may provide you with the actual records of that Inn. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Gerrod Bede, General Counsel, Red Roof Franchising, LLC, 7815 Walton Parkway, New Albany, OH 43054, (614) 744-2600, the Federal Trade Commission, and the appropriate state regulatory agencies.

## **ITEM 20**

### **OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1  
Systemwide Outlet Summary  
For Years 2023 to 2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised Outlets	2023	546	561	+15
	2024	561	584	+23
	2025	584	596	+12
Affiliate – Owned Outlets	2023	51	45	-6
	2024	45	35	-10
	2025	35	27	-8
Total Outlets	2023	597	606	+9
	2024	606	619	+13
	2025	619	623	+4

**Note:**

All numbers are as of December 31 of each year. See Item 1 for further explanation regarding the breakdown of types of franchisees.