

<b>Provision</b>	<b>Section in Franchise Agreement</b>	<b>Summary</b>
r. Non-competition covenants after the franchise is terminated or expires	Not Applicable	Not Applicable
s. Modification of the Franchise Agreement	Section 17.2	Must be in writing executed by both parties.
t. Integration/merger clause	Section 17.2	Only the terms of the Franchise Agreement are binding (subject to state law). Any representations or promises made outside this Disclosure Document and your Franchise Agreement may not be enforceable.
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 Proprietary Marks or failure to de-identify) must be submitted to non-binding mediation where the Hotel is located, except that we can bring an action for injunctive or extraordinary relief (including specific performance), or actions involving the Hotel 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 HomeTowne Studios hotel 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 HomeTowne Studios Hotels, including 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 HomeTowne Studios Hotels open and operating for at least one year and for the period of January 1, 2024 through December 31, 2024. There were 39 Affiliate-Owned Hotels and 45 franchised Hotels that met these criteria. This financial performance representation excludes the performance of 16 franchised Hotels that opened in 2024. The data for the franchised Hotels includes four previously Affiliate-Owned Hotels that were sold to franchisees in 2024.

**TABLE 1**  
**2024 DAILY ROOM RATE, OCCUPANCY RATE, REVPAR AND BRAND CONTRIBUTION**  
**OF 39 AFFILIATE-OWNED HOTELS**

<b>Affiliate-Owned</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>	\$55.10	19	48.7%	\$52.41
<b>Occupancy Rate</b>	69.8%	25	64.1%	73.6%
<b>Average RevPAR</b>	\$38.48	21	53.8%	\$38.92
<b>Average Brand Contribution</b>	53.54%	18	46.2%	50.8%

**TABLE 2**  
**2024 DAILY ROOM RATE, OCCUPANCY RATE, REVPAR AND BRAND CONTRIBUTION**  
**OF 45 FRANCHISED HOTELS**

<b>Franchise</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>	\$77.15	25	55.6%	\$78.68
<b>Occupancy Rate</b>	63.1%	22	48.9%	62.9%
<b>Average RevPAR</b>	\$48.71	21	46.7%	\$46.47
<b>Average Brand Contribution</b>	43.19%	18	40.0%	41.4%

**TABLE 3**  
**2024 DAILY ROOM RATE, OCCUPANCY RATE, REVPAR**  
**AND BRAND CONTRIBUTION OF 84 AFFILIATED-OWNED AND FRANCHISED HOTELS**

	<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>	\$66.07	35	41.7%	\$60.52
<b>Occupancy Rate</b>	66.3%	44	52.4%	67.4%
<b>Average RevPAR</b>	\$43.83	37	44.0%	\$42.89
<b>Average Brand Contribution</b>	47.53%	41	48.8%	46.9%

**TABLE 4**  
**2024 PERFORMANCE AGAINST COMPSET SCALE INDEX**

	<b>2023 RevPAR Index</b>
<b>48 Affiliate-Owned Hotels</b>	92.6%

	2023 RevPAR Index
16 Franchised Hotels	91.9%
64 Affiliate-Owned and Franchised Hotels	92.6%

## **NOTES**

1. The Average Daily Room Rate is calculated by dividing the total number of room revenue for the Hotels by the total number of occupied rooms for the Hotels.
2. The Average Occupancy Rate is calculated by dividing the number of occupied rooms in the Hotels for the applicable period by the total number of available rooms in the Hotels for the same period.
3. RevPAR is the average amount of revenue generated per day from each available room in the Properties, 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 Hotels, the reservations for which were generated by the HomeTowne Studios website, our call center, group booking, National Sales, Global Distribution System (“GDS”), third party websites and reservations by RediRewards members booked directly with the Hotels. This is calculated by dividing the total room revenue generated by the channels referenced above for the Hotels by the total room revenue generated by all occupied rooms at the Hotels.
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 HomeTowne Studios hotels. 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 HomeTowne Studios hotels 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 Hotel. 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 HomeTowne Studios hotel, however, we may provide you with the actual records of that hotel. 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, HomeTowne Studios, 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 2022 to 2024\***

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised Outlets	2022	13	18	+5
	2023	18	25	+7
	2024	25	45	+20
Affiliate-Owned Outlets	2022	50	50	0
	2023	50	48	-2
	2024	48	39	-9
Total Outlets	2022	63	68	+5
	2023	68	73	+5
	2024	73	84	+11

\* As of December 31 of each year.

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners**  
**(Other than the Franchisor)**  
**For Years 2022 to 2024**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Alabama	2022	0
	2023	1
	2024	0
California	2022	0
	2023	0
	2024	1
Georgia	2022	0
	2023	0
	2024	1
Illinois	2022	0
	2023	1
	2024	0
Kentucky	2022	0
	2023	0
	2024	1