

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
p. Your death or disability	Section 9(c)	Franchise must be assigned by estate to a remaining franchisee or to your heirs, when we approve, within 12 months.
q. Non-competition covenants during the term of the franchise	Not Applicable	
r. Non-competition covenants after the franchise is terminated or expires	Not Applicable	
s. Modification of the agreement	Section 20(h)	This agreement may only be modified in writing and signed by both parties.
t. Integration/merger clause	Section 24	Only the terms of the Franchise Agreement are binding (subject to state law). Any representations or promises outside of the disclosure document and Franchise Agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	Section 21	Except for certain claims, all disputes must be arbitrated, subject to state law.
v. Choice of forum	Sections 21 and 24	Arbitration must be in Maryland (subject to state law). See Exhibit D, Addenda to the Franchise Agreement.
w. Choice of law	Sections 20(f) and 21	Maryland law applies (subject to state law). See Exhibit D, Addenda to the Franchise Agreement.
x. Other – Liquidated Damages	Sections 10(d) and 11(a)	If we terminate the Franchise Agreement due to your default, or if you use our trademarks after the Franchise Agreement is terminated, you may be subject to liquidated damages.

ITEM 18 PUBLIC FIGURES

We do not use any public figure to promote our 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 provide certain historic performance information for franchised RADISSON Hotels operating in the United States. As of December 31, 2024, there were 52 open and operating RADISSON hotels in the United States: (1) 46 of those hotels were owned by franchisees; and (2) 6 of those were owned or managed by us. Of these 46 franchise hotels, 43 RADISSON hotels met the definition of the Performance Sample for purposes of this Item 19. The "Performance Sample" means all franchised RADISSON hotels that were open and operating as of December 31, 2024 and that were franchised by

Choice and operating on or before January 1, 2024, excluding hotels that: (1) repositioned from another Choice brand to RADISSION during the period beginning January 1, 2024 and ending December 31, 2024; (2) had incomplete performance numbers (e.g., missing supply, demand, and revenue information) for at least 30 days during the period beginning January 1, 2024 and ending December 31, 2024; or (3) experienced an interruption in operations (for example, due to renovation and natural disaster) of more than 30 consecutive days during the period beginning January 1, 2024 and ending December 31, 2024. Also excluded from the Performance Sample was a RADISSION hotel that terminated in early January 2025. There were no RADISSION hotels that closed during Year 2024 after being open less than 1 year.

Table 1: For Year Ended December 31, 2024 - Average Occupancy Rate, ADR, RevPAR, Total Choice Enterprise Contribution, Choice Privileges Contribution, and Choice Privileges ADR for RADISSION Hotels in the Performance Sample

	Aggregate or Average	Median	Low	High	Hotels Meeting or Exceeding Average	
Total Open and Operating Hotels	52					
Performance Sample	43				Count	Percent
Average Occupancy Rate	49.2%	49.5%	22.4%	82.9%	22	51.2%
Average Daily Rate	\$124.77	\$116.35	\$56.10	\$227.17	16	37.2%
Revenue per Available Room (“RevPAR”)	\$61.36	\$63.89	\$17.83	\$157.44	23	53.5%
Total Choice Enterprise Contribution	73.1%	73.2%	24.3%	91.7%	22	51.2%
Choice Privileges Contribution	33.4%	33.7%	14.7%	59.9%	22	51.2%
Choice Privileges Average Daily Rate	\$131.85	\$121.66	\$62.21	\$216.65	14	32.6%

Table 2: For Year Ended December 31, 2024 - Average Occupancy Rate, ADR, RevPAR, Total Choice Enterprise Contribution, Choice Privileges Contribution, and Choice Privileges ADR for RADISSION Hotels in the Performance Sample with Airport, Resort and Urban Locations

	Aggregate or Average	Median	Low	High	Hotels Meeting or Exceeding Average	
Total Open and Operating Hotels	52					
Performance Sample	19				Count	Percent

	Aggregate or Average	Median	Low	High	Hotels Meeting or Exceeding Average	
Average Occupancy Rate	52.6%	53.2%	31.5%	82.9%	10	52.6%
Average Daily Rate	\$136.68	\$126.70	\$56.10	\$227.17	6	31.6%
Revenue per Available Room (“RevPAR”)	\$71.84	\$67.23	\$19.70	\$157.44	8	42.1%
Total Choice Enterprise Contribution	76.2%	77.9%	24.3%	91.7%	11	57.9%
Choice Privileges Contribution	32.1%	29.5%	15.8%	50.7%	8	42.1%
Choice Privileges Average Daily Rate	\$146.41	\$130.79	\$62.21	\$216.65	6	31.6%

Notes: We used the following definitions in the above Table:

“Airport, Resort and Urban” locations are consistent with the classification criteria set forth by Smith Travel Research.

“Average Occupancy Rate” is the percentage of available guest rooms actually occupied by guests.

“Average Daily Rate” is the gross room revenue divided by the number of occupied guest rooms.

“RevPAR” is the gross room revenue divided by available guest rooms.

“Total Choice Enterprise Contribution” is the average of each hotel’s revenue generated through the CRS (including online travel agent bookings with whom we have negotiated relationships) and non-CRS marketing channels, including members of our Choice Privileges and affiliated guest loyalty programs that booked directly with Choice Hotels branded properties as well as reservation revenue from wholesale group accounts and global sales accounts, excluding cancelled reservations, divided by that hotel’s gross room revenues.

“Choice Privileges Contribution” is the average percentage of gross room revenue attributable to members of Choice Privileges, or other affiliated programs, who occupy and pay for guest rooms and are awarded Choice Privileges or airline points for their stays or redeem points for a reward night.

“Choice Privileges Average Daily Rate” is the Average Daily Rate for reservations generated through our Choice Privileges guest loyalty program and other affiliated loyalty programs, including airline loyalty programs, excluding cancelled reservations.

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The data presented in the above tables relates to historical performance of franchised RADISSON hotels in the United States and represent average performance of RADISSON branded hotels in a specific performance sample.

The financial performance representations in the above tables do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your hotel. Franchisees or former franchisees, listed in this Disclosure Document, may be one source of this information.

The data presented in the above tables are based on information that individual franchise owners provided to us. Written substantiation of the financial information that forms the bases for our financial performance representations will be made available to you within a reasonable period of time following receipt of your written request.

Some franchised RADISSON hotels have earned the results indicated above. Your individual results may differ. There is no assurance that you will earn as much.

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 outlet, however, we may provide you with the actual records of that outlet. 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 our General Counsel at 915 Meeting Street, Suite 600, North Bethesda, Maryland 20852 and at (301) 592-5000; the Federal Trade Commission; and the appropriate state regulatory agencies.

ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

**TABLE NO. 1
System-wide Outlet Summary
For Years 2022 to 2024***

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised Outlets	2022	70	57	-13
	2023	57	52	-5
	2024	52	46	-6
Company Owned/Managed	2022	6	6	0
	2023	6	6	0
	2024	6	6	0
Total Outlets	2022	76	63	-13
	2023	63	58	-5
	2024	58	52	-6

*As of December 31 for each year.