



extended
**STAY
AMERICA**[®]



2055



Sole Focus: Extended Stay Guests

Extended Stay America is the one of the only hotel companies in the world exclusively focused on serving the needs of the extended stay guest.

- 760+ locations in 45 states
- 85,000 rooms with fully equipped kitchens with a full-size refrigerator, stovetops, and microwaves
- Serve more than 4,000 companies, providing more than 7 million rooms nights to business travelers each year



Why our guests love us

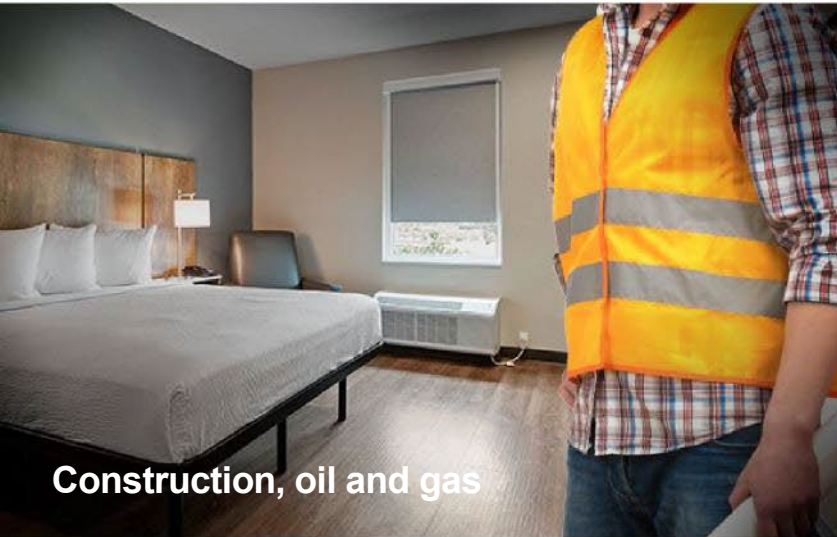
Genuine care | Full kitchens | Honest value | Pet-friendly



a diverse customer mix

65%
business and essential travelers

Our customers represent a diverse mix of economic sectors, including essential workers, corporate clients and travelers who are in transition.



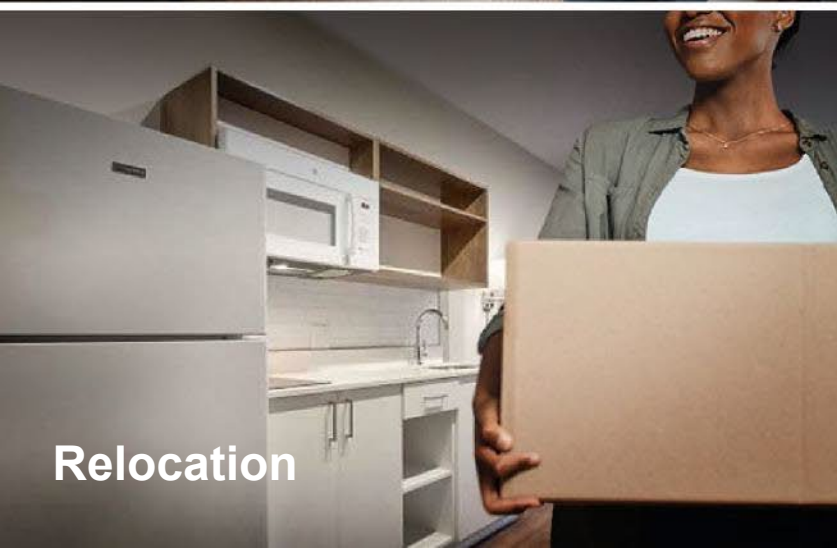
Construction, oil and gas



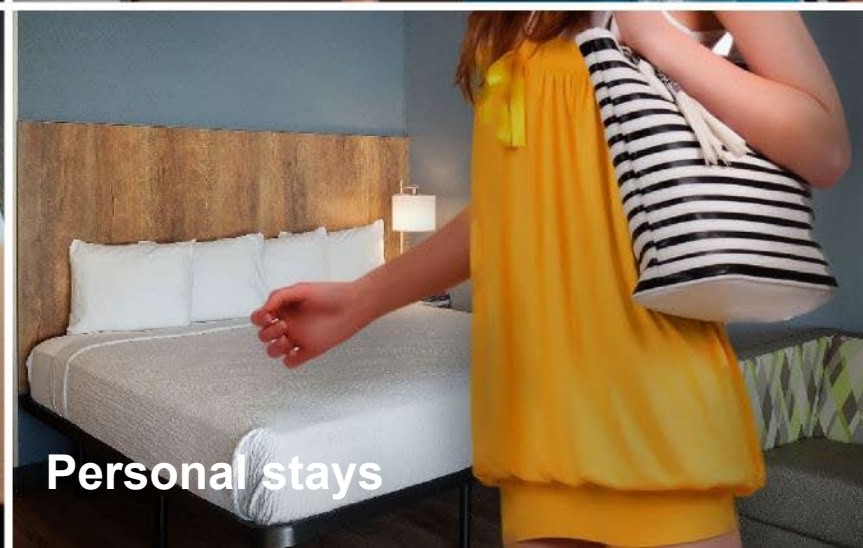
Medical



Military, government and education



Relocation



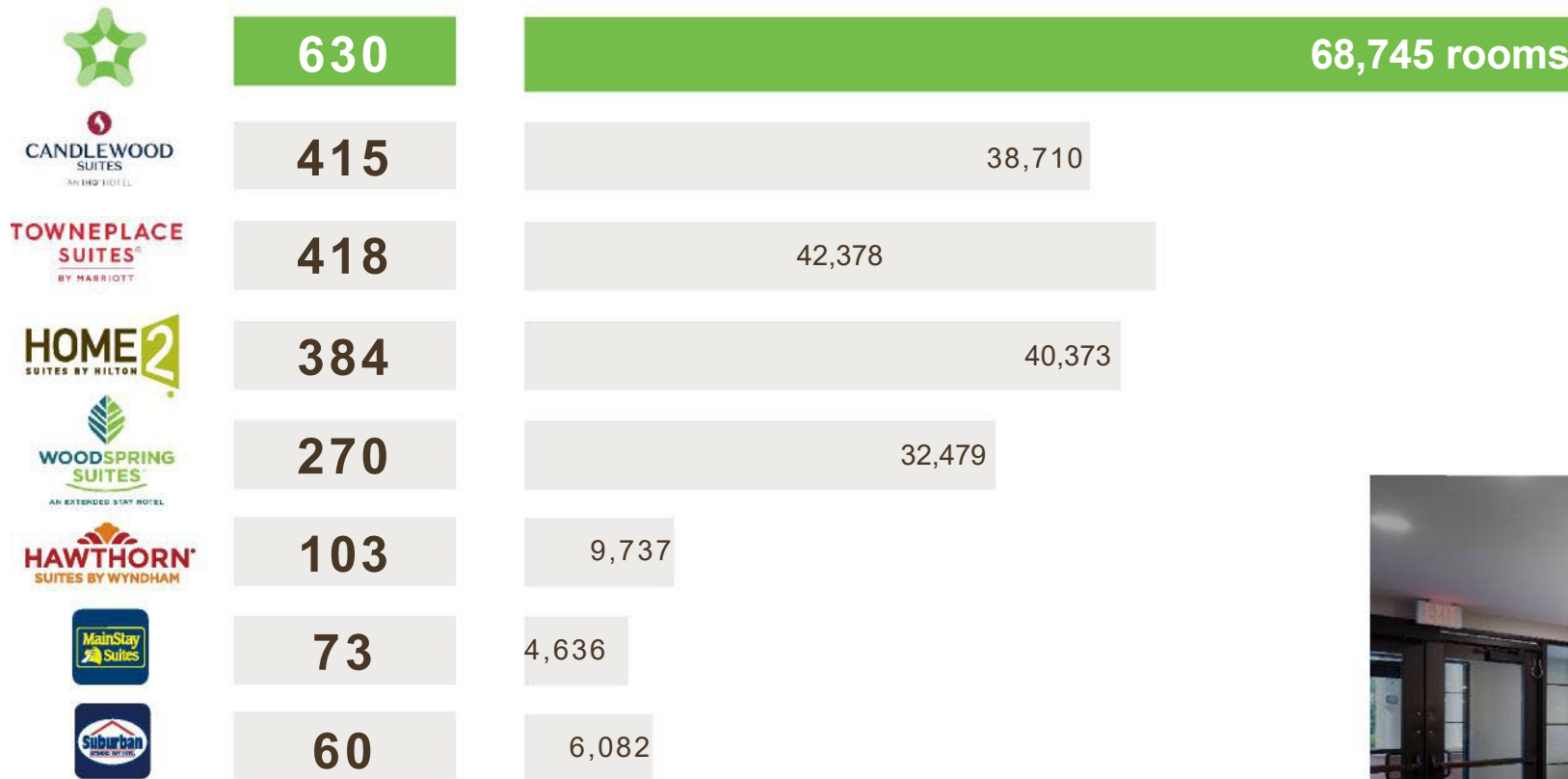
Personal stays



IT and small business travelers

Extended Stay America is the largest player in the mid-priced segment

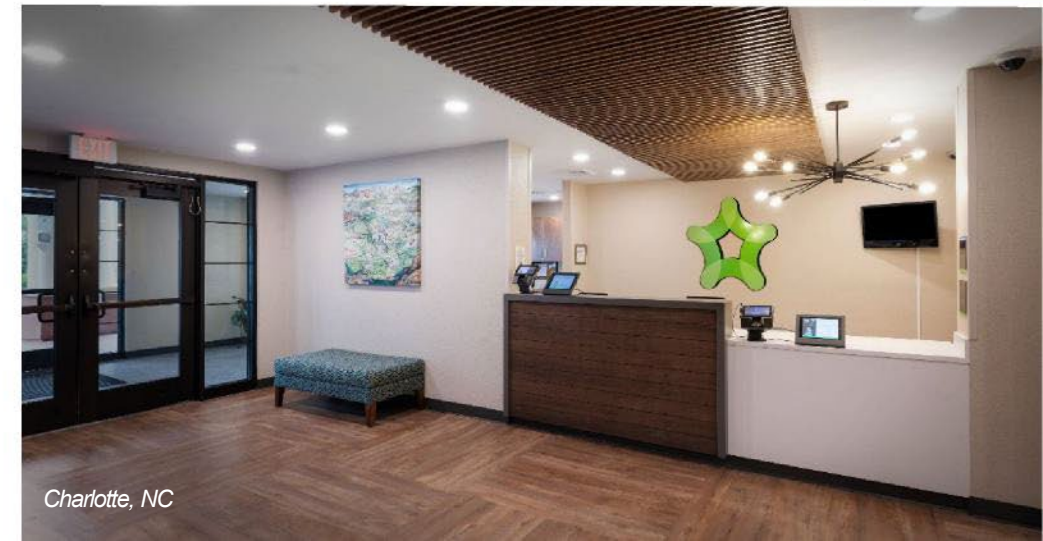
BRAND NUMBER OF HOTELS NUMBER OF ROOMS BY MID-PRICED EXTENDED STAY HOTEL¹



Mid-Priced extended stay hotels defined as a hotel brand with a \$55 to \$105 Average Daily Rate with a kitchen in the guest room; # of properties and rooms as of latest SEC filings for each corporation as of 12/31/2019 or 9/24/2020. Extended Stay America # of rooms and properties as of 9/24/20. Candlewood Suites # of properties and rooms <https://development.ihg.com/en/americas/home/our-brands/candlewood-suites>.



Over
30k
more rooms
than our
nearest
competitor



Introducing our new family of brands, where genuine care is always there.

Good people.
Honest value.
Sole focus.



Amenities & Services

Faster, free wi-fi and premium cable

We've increased our bandwidth to help keep business travelers connected.

Loyalty program

Extended Perks is our free rewards program which provides instant savings on hundreds of national brands. Signing up also means faster and easier booking by saving guest's profile information.



Fully equipped kitchen

Our in-room kitchens feature a full size refrigerator, stove top, and microwave. Coffee maker, toaster, cookware, dishes and utensils are all available upon request.

On-site laundry

On-site guest laundry at every hotel makes traveling easy.

A family of brands with 760+ hotels across the U.S.



Full kitchens



Free wi-fi



Spacious suites



On-site guest laundry



Flexible cancellation policy



Pet-friendly rooms available



Fully equipped kitchens



Free wi-fi



Spacious suites



On-site guest laundry



Flexible cancellation policy



Pet-friendly rooms available



Free grab-and-go breakfast



Fully equipped kitchens



Free wi-fi



Spacious suites



On-site guest laundry



Flexible cancellation policy



Pet-friendly rooms available



Free healthy breakfast



Signature Bedding



Added Storage



Larger TVs

Stay Longer, Save More

Extended Stay America offers **Length of Stay Discount Tiers** on all bookings. Special rates automatically apply when reserving the below lengths of stay.

- Daily Rates
- Weekly Rates
- Bi-Weekly Rates
- Monthly Rates



How do we compare?



CORPORATE
HOUSING

				CORPORATE HOUSING
Flexible check in, check out extensions	✓	?	?	?
Same day cancellation	✓	?	?	✗
Length of stay discounts	✓	?	?	✗
Corporate negotiated rates	✓	✓	✗	✓
No lease required	✓	✓	✓	✗
GDS access	✓	✓	?	?
Pets	✓	?	?	✓
Faster, free wi-fi	✓	?	✓	✓
Commissionable rates available	✓	✓	✗	✓
Dedicated Account Manager	✓	✗	✗	✗
Safety standards, ADA compliance	✓	✓	✗	✓
On-demand savings on local experiences / restaurants / services	✓	?	?	✓



Dedication to support

- Dedicated Account Manager for every account
- Account Service Coordinator team
- Strategic pricing/discounts
- Quarterly account reviews
- Direct bill options
- Internal RFP support team





The Stay Confident program is one of the most comprehensive in the travel industry. There's a 10-point cleaning process with well-known cleaners, new training for employees, and strict social distancing measures.

- Forbes Magazine

*According to Forbes' article dated October 30, 2020 entitled "Here Are The Safest Hotels During The Covid-19 Crisis".









STAY

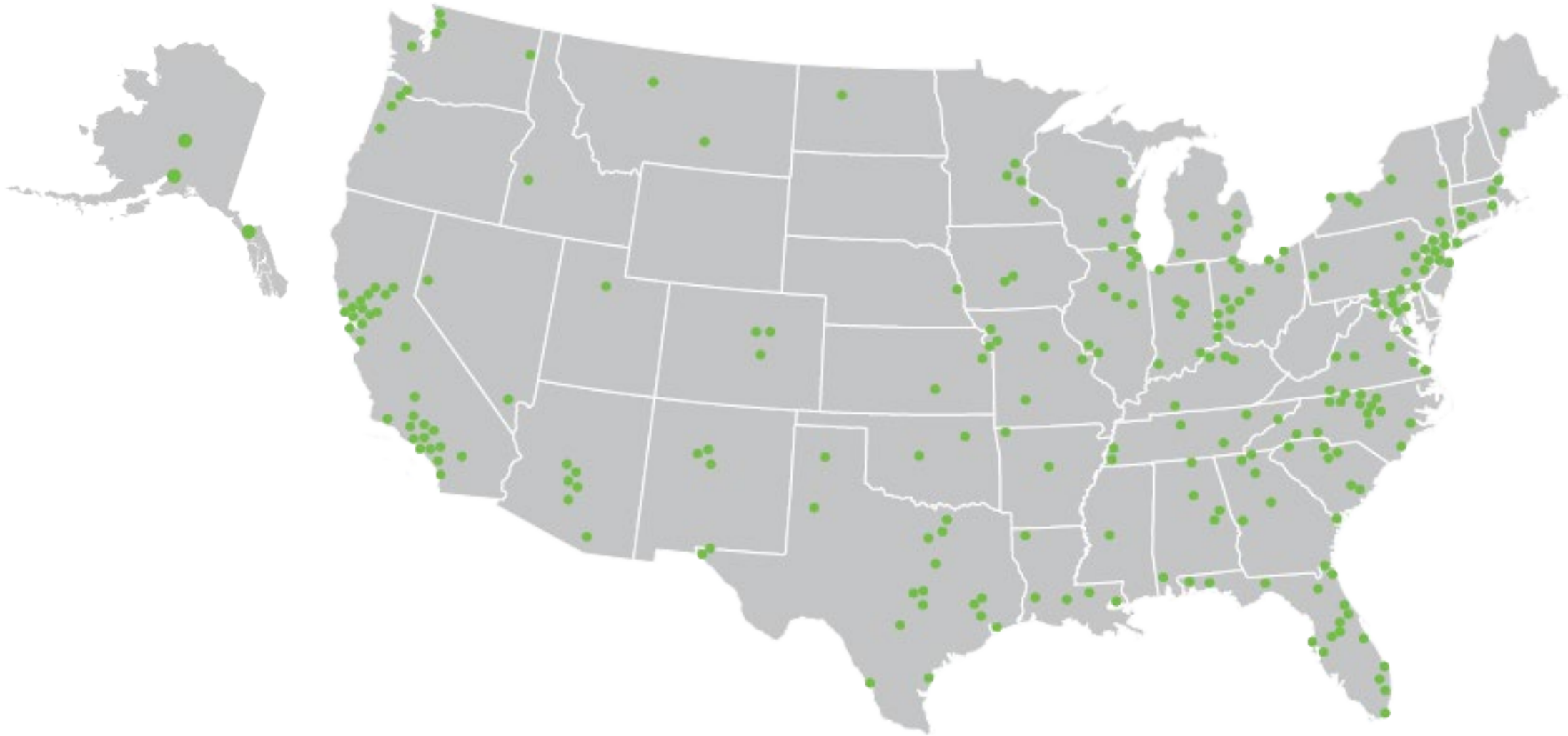
RESPONSIBLE

We are a place where genuine care is always there.

Extended Stay America has invested nearly \$33M on conservation projects since 2011 in order to meet our 2025 performance goals.

	2025 ENVIRONMENTAL PERFORMANCE GOALS	STATUS	PROGRESS
 <p>WATER CONSERVATION</p>	Reduce water usage by 22% by 2025	 ACHIEVED	<ul style="list-style-type: none"> Water usage savings of 451,354,928 gallons, which equates to a 22% reduction Water expense savings of \$5,154,019 in 2020¹
	Implement high efficiency laundry equipment and processes	 ON TRACK	<ul style="list-style-type: none"> Converted approximately 85% of hotels that already had programmable equipment; will complete project as replace older equipment
	Complete installation of low flow guest room water fixtures	 ON TRACK	<ul style="list-style-type: none"> Approximately 85% complete
 <p>ENERGY EFFICIENCY</p>	Reduce non-renewable energy usage by 22% by 2025	 ON TRACK	<ul style="list-style-type: none"> Electricity usage savings of 59,467,027 kwh, which equates to a 17% reduction Natural gas usage savings of 110,450 mmbtu, which equates to a 16% reduction Energy expense savings of \$6,808,384 in 2020¹
	5-10% of energy obtained from renewable resources	 ON TRACK	<ul style="list-style-type: none"> Procured wind energy in all hotels in Texas that are within the ERCOT electric grid, which will drive an approximate 6% reduction in Scope 2 emissions annually
	Disclosure of GHG emissions data and progress	 ACHIEVED	<ul style="list-style-type: none"> Initiated reporting on GHG emissions data and began tracking performance vs. 2013 baseline

760+ Locations across the U.S.



Strengthen Our Partnership

- ✓ Leverage Reporting and Data Insights to Drive Compliance
- ✓ Identify Best Fit Accounts
- ✓ Grow Existing Accounts
- ✓ Increase Engagement



A large, multi-story hotel building at dusk. The building has a prominent sign that reads "Extended Stay America". The sky is a mix of orange, purple, and blue. A large green pentagon is overlaid on the center of the image, containing white text. The ground is wet and reflects the lights from the building and the sky.

Thank You!

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