



extended
**STAY
AMERICA**[®]



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

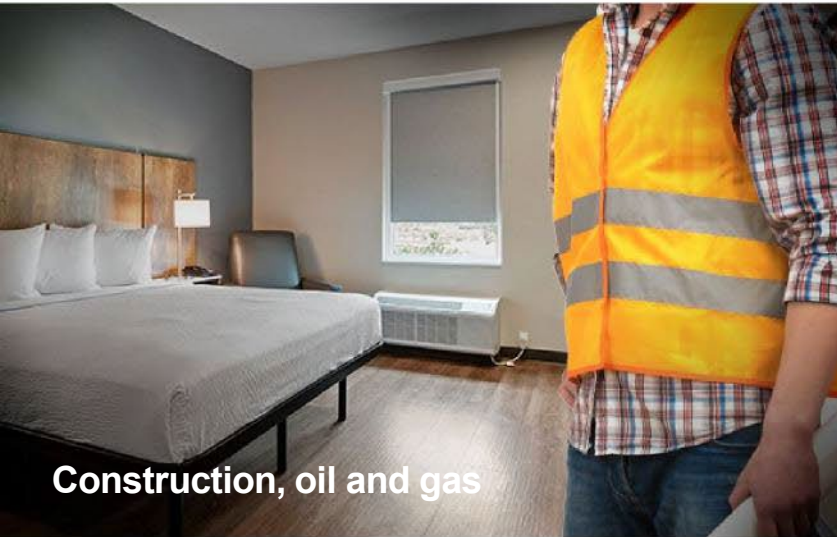
Genuine care | Full kitchens | Honest value | Pet-friendly



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.



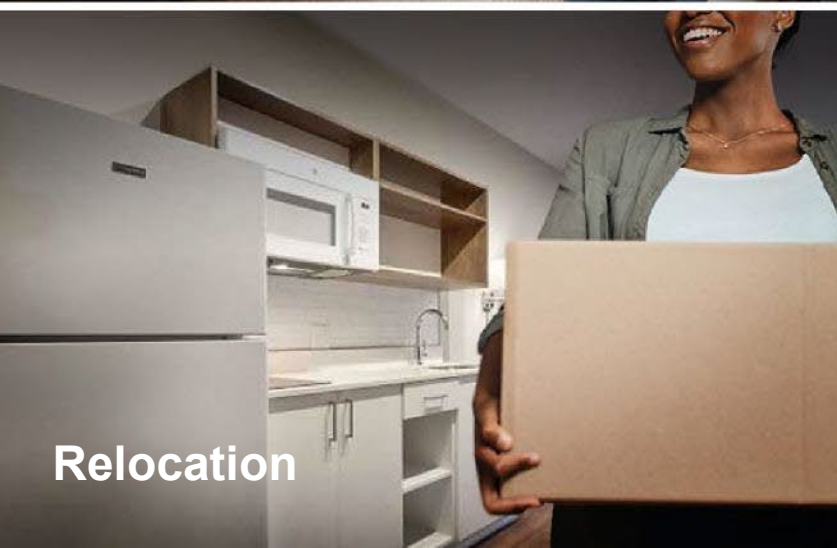
Construction, oil and gas



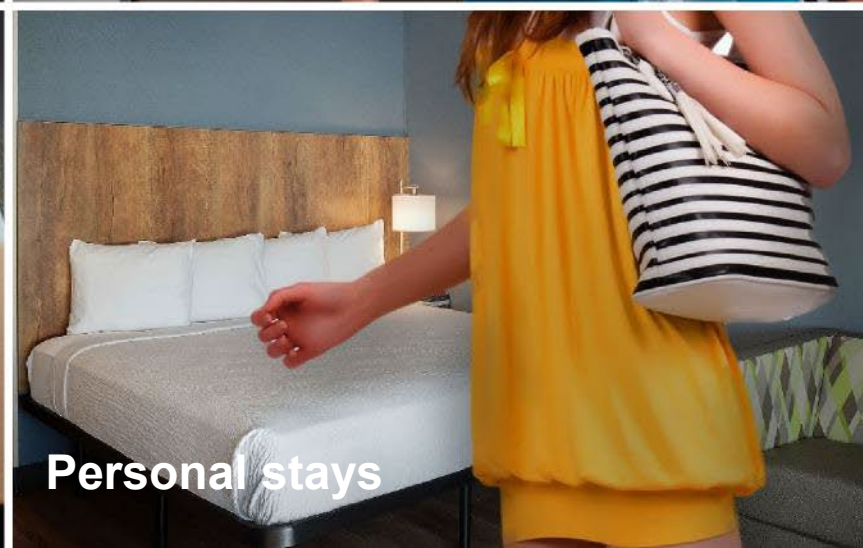
Medical



Military, government and education



Relocation



Personal stays



IT and small business travelers

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

	Green Star	Hotel	Airbnb/Vrbo	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





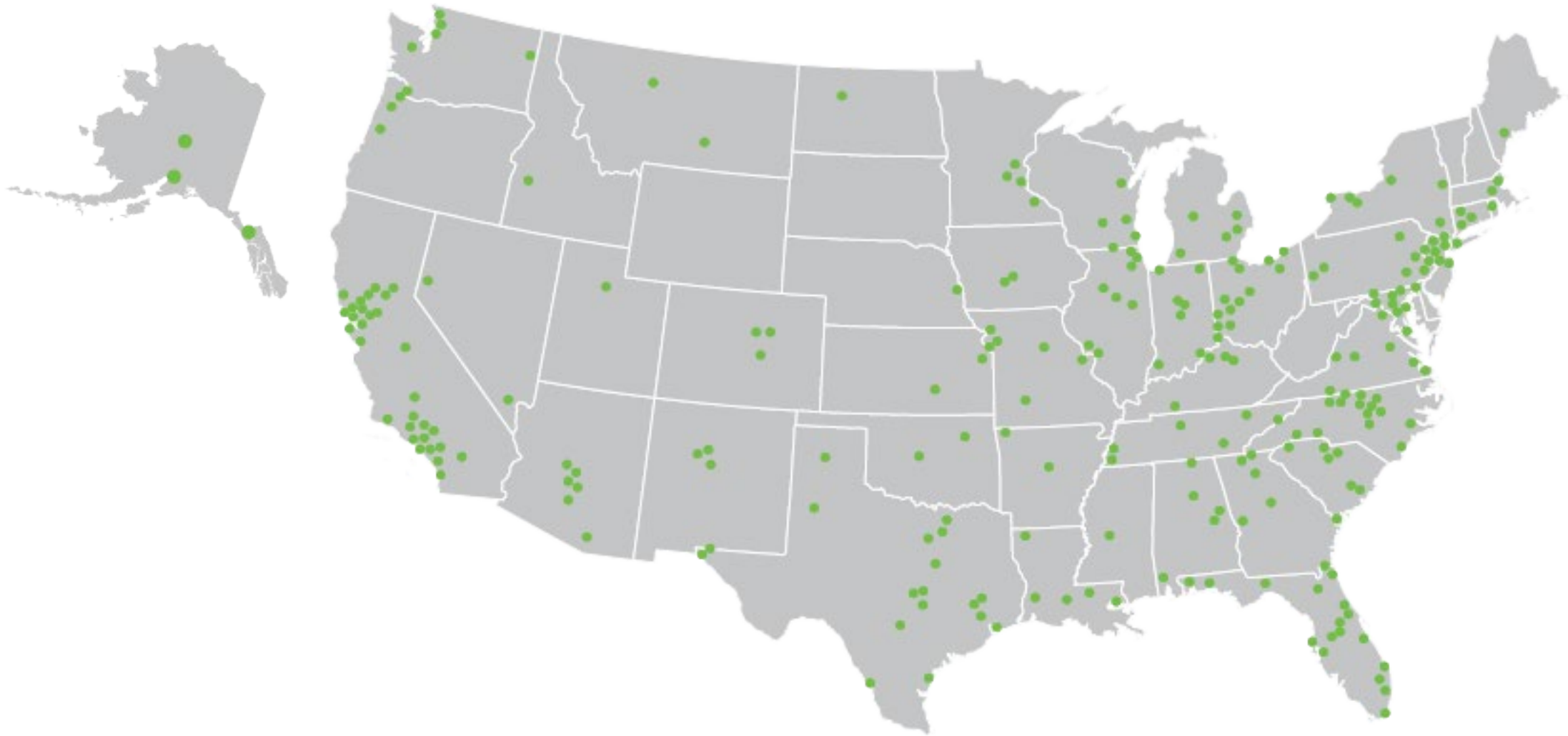
The Stay Confident program is one of the most comprehensive in the travel industry. There's a 10-point cleaning process with well-known cleaners, new training for employees, and strict social distancing measures.

- Forbes Magazine

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



700+ Locations across the U.S.



How To Book:

In the GDS:

Book the ABC rate code with chain code EA

Non GDS:

Go to <https://www.extendedstayamerica.com/>

- Search for location, dates, number of guests and rates.
- Enter Travel Agency Information: Agency Name, IATA/ARC/CLIA number and Agency Phone Number
- Standard Commission



Strengthen Our Partnership

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



A photograph of a multi-story Extended Stay America hotel building at dusk. The sky is a mix of orange, purple, and blue. The building's windows are lit up, and the ground in front is wet and reflective. A large green callout box is overlaid on the center of the image, containing text.

**Thank
You!**

Paulisha Brown
Director, TMC & Consortia
Partnerships
pbrown@extendedstay.com
980.345.1586