Add Life To Longer Stays®

TownePlace Suites by Marriott is designed to appeal to longer stay travelers who want to feel at home and stay productive. Featuring compelling economics and strong performance in Average Daily Rate (ADR), Occupancy, and Extended Stay Occupancy, the brand also appeals to owners, franchisees and investors looking for an excellent growth opportunity. Backed by Marriott’s robust demand generation engines and featuring the best Extended Stay sales tools in the industry, TownePlace Suites® is primed to perform.

The current prototype design offers guests extraordinary value and features modern spacious suites with full kitchens, larger public spaces and a complimentary hot breakfast. The décor, Real Living, expresses today’s design trends with an emphasis on comfort and creating a sense of well-being. TownePlace Suites also features innovative partnerships with powerful brands like Elfa® closets from The Container Store® and Weber® grills, creating unique opportunities to spark interest and drive demand.

With many superior development opportunities available in the U.S. and Canada, and a flexible prototype that easily adapts to markets ranging from cities to airports to suburbs, TownePlace Suites is ready to grow with you.

DISTRIBUTION (YE 2019)

With over 400 properties and a growing pipeline of over 230 projects, TownePlace Suites continues to identify secondary and tertiary markets throughout the U.S. and Canada.

<table>
<thead>
<tr>
<th>U.S. &amp; CANADA</th>
<th>Open</th>
<th>418</th>
<th>42,378</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pipeline</td>
<td>236</td>
<td>23,974</td>
<td></td>
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</tbody>
</table>

KEY COMPETITORS

Home2 Suites by Hilton, Staybridge Suites, Candlewood Suites

RECENT OPENINGS

TownePlace Suites Medicine Hat, Alberta
TownePlace Suites Detroit Belleville, MI

FRANCHISE HOTEL PERFORMANCE*

<table>
<thead>
<tr>
<th>AVERAGE OCCUPANCY</th>
<th>74.9%</th>
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<tbody>
<tr>
<td>AVERAGE DAILY ROOM RATE</td>
<td>$111.84</td>
</tr>
<tr>
<td>AVERAGE EXTENDED STAY OCCUPANCY</td>
<td>37.6%</td>
</tr>
<tr>
<td>AVERAGE REVPAR</td>
<td>$85.74</td>
</tr>
<tr>
<td>AVERAGE EXTENDED STAY REVPAR</td>
<td>$41.30</td>
</tr>
</tbody>
</table>

LOYAL CUSTOMER BASE

Average Percentage of Loyalty Program Contribution to Occupancy at TownePlace Suites is 54.7%

LOWER COST BOOKINGS

Marriott’s channels generate 67.1% of TownePlace Suites’ reservations

COMPETITIVE FEE STRUCTURE*

APPLICATION FEE

$75,000 plus $400 per suite in excess of 125 suites

ROYALTY FEE

5.5% of Gross Room Sales

PROGRAM SERVICES CONTRIBUTION

3.35% of gross room sales (which includes a contribution to the Marketing Fund of 2% of gross room sales); plus $7,000 per year; plus $135 per guestroom per year.

OPTIMIZED COST PLAN

(* for select costs)**

80 – 110 KEYS

Estimated Cost Per Key

$99,000 – $158,000

120 – 150 KEYS

Estimated Cost Per Key

$95,000 – $150,000

ASK US ABOUT OUR DEVELOPMENT INCENTIVES

* 2019 TownePlace Suites by Marriott Franchise Disclosure Document. Additional details included on the back. For all other costs and fees, refer to the FDD.

** The “Estimated Cost Per Key” includes select building construction, kitchen and laundry equipment, FF&E, start-up costs, and certain additional funds. You will incur additional costs. Please refer to our 2019 TownePlace Suites by Marriott Franchise Disclosure Document for complete details.
TownePlace Suites
Proto Model Attributes

PUBLIC SPACE

- The lobby offers expansive public space with soft seating and areas to collaborate and enjoy meals.
- The lobby décor package, Real Living, provides warm tones and feature accents throughout.
- The front desk offers a quick check-in process and features the TowneMap® which provides a snapshot of the neighborhood and local recommendations.
- In A Pinch®, the 24/7 convenience market provides “grab and go” food offerings.
- On Us, a designated space in the lobby offers complimentary coffee and tea.
- A complimentary, hot breakfast is offered daily.

GUEST SUITE

- Flexible plans are available for studio and one bedroom suites which all have fully equipped kitchens and living areas.
- New suite layout offers the Real Living decor package.
- The HomeOffice features an intuitive workspace with storage options and a pull-out table to work where you choose.
- The Elfa® closet system by The Container Store® offers guests a custom closet loaded with storage options and flexibility.
- A residential glass enclosed walk-in shower is available.

OTHER AMENITIES

- Fitness center and pool allows guests to stay in shape.
- Outdoor patios feature comfortable seating and Weber® grills, tools and spices.
- On site guest laundry offers an added convenience for extended stay guests.
- Scalable meeting space options to meet the demands of your market.

BRANDS. LOYALTY. PARTNERSHIPS. RESULTS. MADE HERE.
VISIT MARRIOTTDEVELOPMENT.COM OR CALL 301.380.3200

TownePlace Suites Franchise disclosure: As of December 31, 2018, there were 388 TownePlace Suites by Marriott hotels open and operating in North America (U.S. and Canada); of these, 371 were franchised. The data reflects the performance of the 281 franchised TownePlace Suites by Marriott hotels open and operating in North America for 24 months as of December 31, 2018, for which Smith Travel Research, Inc. has data and which did not undergo material renovations or expansions during the 24 months preceding December 31, 2018. Of the 281 TownePlace Suites hotels, 154 (54.8%) achieved an average occupancy rate equal to or greater than 74.9%; 102 (36.3%) achieved an average daily room rate equal to or greater than $111.84; 111 (39.5%) achieved or exceeded the average RevPAR of $83.74; and 138 (49.1%) achieved an average RevPAR Index equal to or greater than 110.7. For the 282 included franchised hotels that represent the one-year period ended December 31, 2018, 132 (46.8%) achieved or exceeded the average ESOcc of 37.6%; and 114 (40.4%) achieved or exceeded the average ESRevPAR of $41.30. Of the 282 TownePlace Suites by Marriott hotels, 154 (54.8%) had 67.1% or more of their total gross room nights booked at their hotel come from all Reservation Channels and 146 (51.8%) achieved or exceeded the average percentage of loyalty program contribution to occupancy of 54.7%. There is no assurance that you will do as well. OFFER AND SALE BY PROSPECTUS ONLY. See Item 19 of our Franchise Disclosure Document dated March 31, 2019, for additional details.