

OVERVIEW OF FRANCHISE FEES

2008



(For full disclosure of franchise fees and requirements, please refer to the Franchise Disclosure Documents for Hilton Garden Inn®.)

INITIAL LICENSE FEE

When you submit your license application for a Hilton Garden Inn franchise, you pay us an initial fee based upon the number of guest rooms in your prospective hotel. The initial fee is \$60,000 for the first 150 guest rooms plus \$450 for each additional guest room, with a minimum fee of \$60,000.

MONTHLY ROYALTY FEE

5% of monthly gross rooms revenue.

MONTHLY PROGRAM FEE

Currently 4.3% of monthly gross rooms revenue.

TECHNOLOGY FEES

- **OnQ®** is the lodging industry's first totally integrated information technology platform — revolutionary in its capabilities and integration. OnQ connects team members to every guest touch-point and database, giving hotels the ability to obtain and share information that can help sell rooms and services while building customer loyalty. OnQ is everything hotels need to manage inventory, effectively run the property and help make smart, profitable decisions. OnQ is complete, fully integrated, implemented in 2,800 hotels, and soon to be connected to all 3,000 Hilton Family hotels worldwide. And because no other hotelier has anything like OnQ, it delivers a big advantage over many competitors.
- **High Speed Internet Access (HSIA)** — Responding to the need for consistent and reliable HSIA service, Hilton Hotels Corporation has begun a new strategic initiative: Stay Connected @ The Hilton Family of Hotels®. With this new program, Hilton Hotels Corporation is your HSIA provider rather than a 3rd party vendor. HHC manages and monitors the HSIA technology for you, providing maximum value from your OnQ network and supporting our guests to ensure they receive a consistently superior online experience while staying at a Hilton Family property.

Up-front fees and charges for OnQ technology are based on the size of the hotel and the number of workstations. For a complete list of fees and a description of the program, please refer to the current Franchise Disclosure Documents.

OTHER FEES

For Frequent Traveler/Guest Reward program, training, ongoing computer system maintenance and related fees, and all other fees, please refer to the Franchise Disclosure Documents for Hilton Garden Inn.



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