



华住酒店集团

成就美好生活



China Lodging Group, Limited (Nasdaq: HTHT)

Third Quarter 2015 Results

Statements in this presentation contain “forward-looking” statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and as defined in the Private Securities Litigation Reform Act of 1995, including, among others, those relating to China Lodging Group, Limited (“Hua Zhu” or the “Company”)’s beliefs as to the growth of the Chinese economy and the hotel industry and the factors driving expected growth, the Company’s growth strategy and expansion plan, and the competitive advantage and expected execution of its hotel pipeline development and business model. These forward-looking statements are not historical facts but instead represent only the Company’s belief regarding future events, many of which, by their nature, are inherently uncertain and outside of the Company’s control. The Company’s actual results and financial condition and other circumstances may differ, possibly materially, from the anticipated results and financial condition indicated in these forward-looking statements. In particular, the Company’s operating results for any period are impacted significantly by the mix of leased hotels, managed hotels, and franchised hotels in its chain, causing the Company’s operating results to fluctuate and making them difficult to predict.

Because forward-looking statements are subject to risks and uncertainties, we caution you not to place undue reliance on any forward-looking statements. All written or oral forward-looking statements by the Company or persons acting on its behalf are qualified by these cautionary statements.

The Company undertakes no obligation to publicly update or revise any forward-looking statements or other information or data contained in this presentation, whether to reflect any change in its expectations with respect to such statements or any change in events, conditions or circumstances on which any such statements are based or otherwise.

Section I:

Strategy Highlights *by Chairman*

Section II:

Operational Highlights *by CEO*

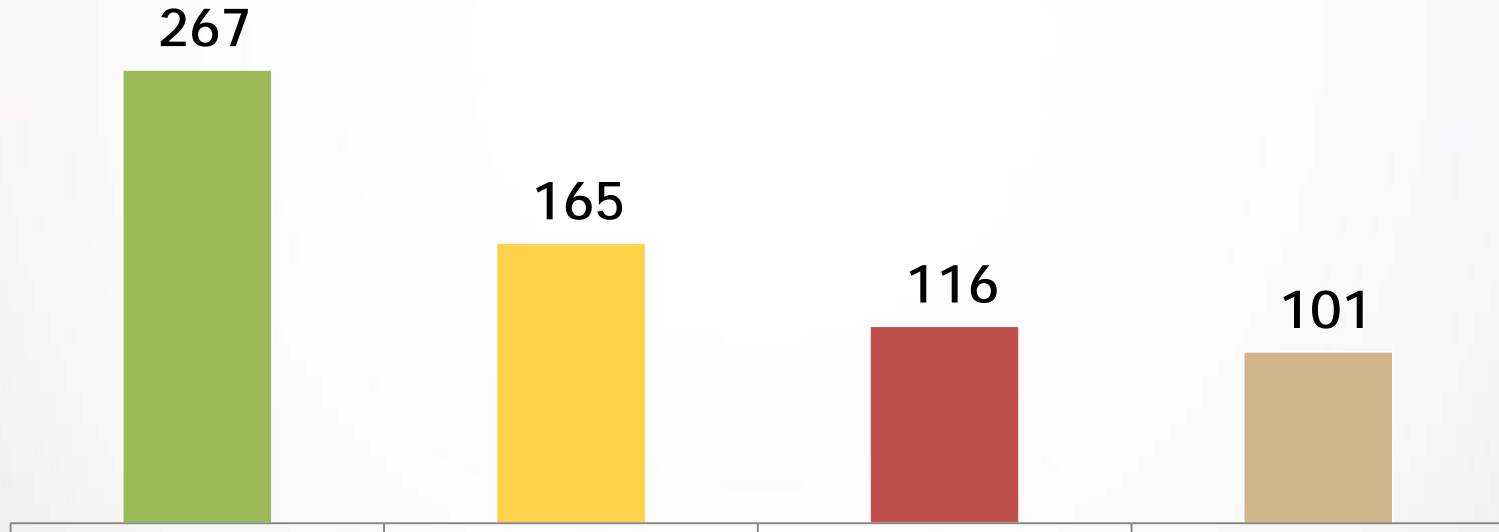
Section III:

Financial Highlights *by CFO*

Section IV:

Q & A

4 Younger Brands Hit 100-Hotel Milestone



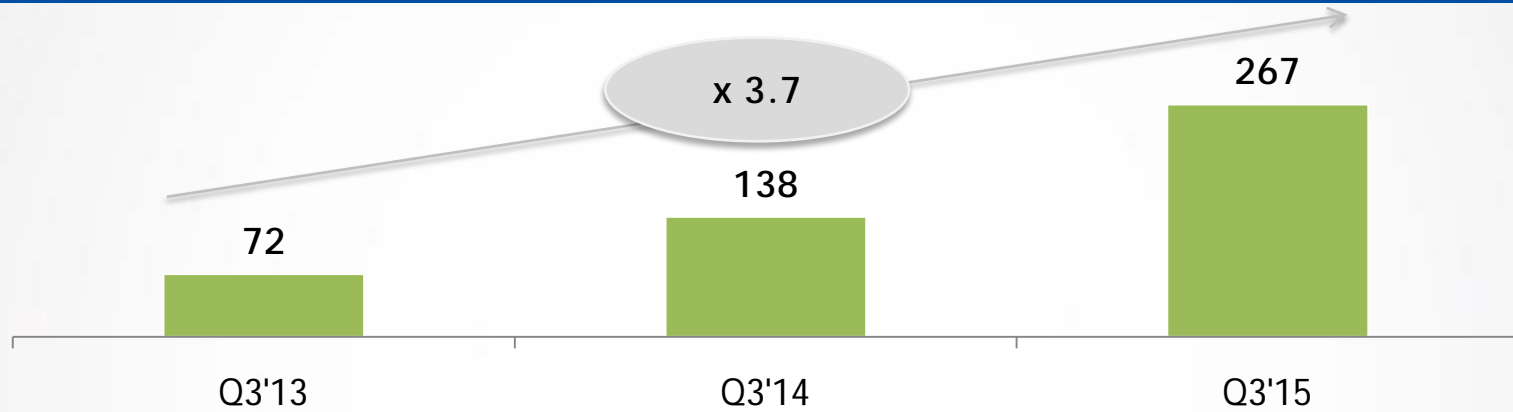
as of 9/30/2015

Accelerated Growth Underpinned by Strong Pipeline

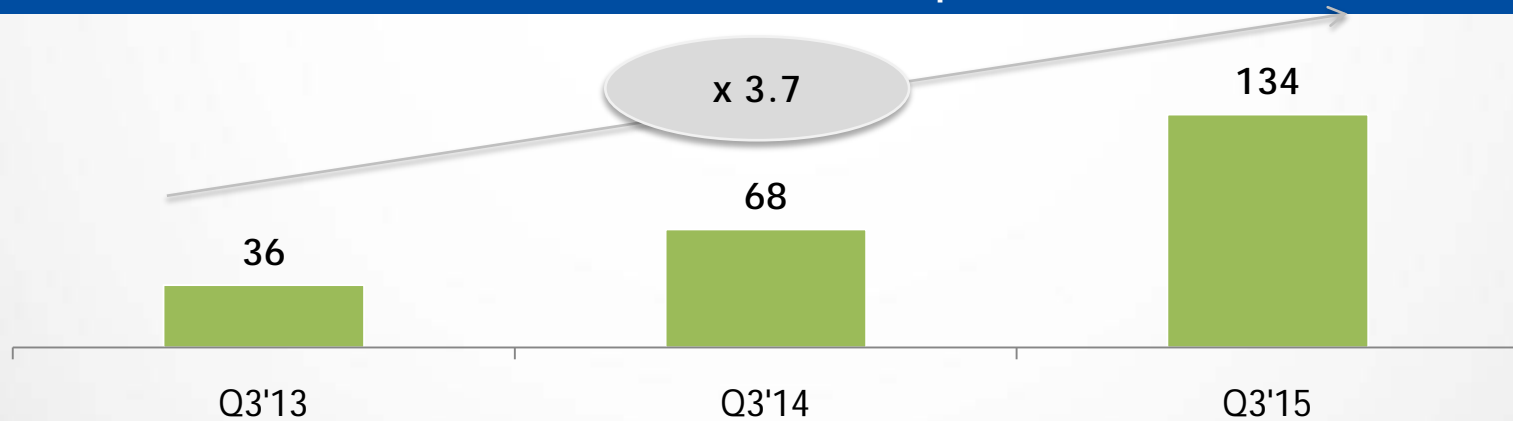


海友酒店

Number of Hotels in Operation



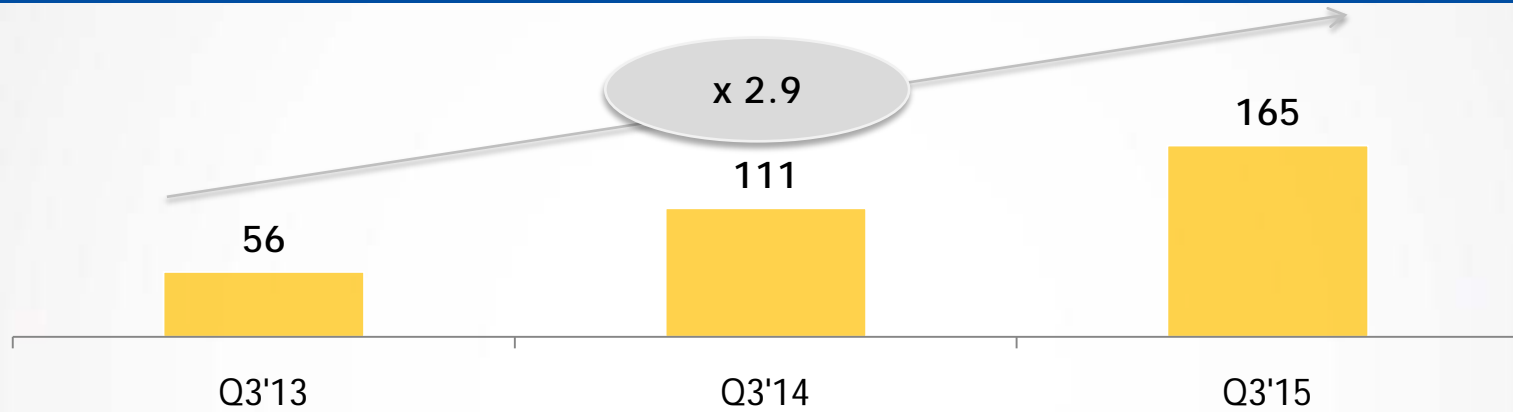
Number of Hotels in Pipeline



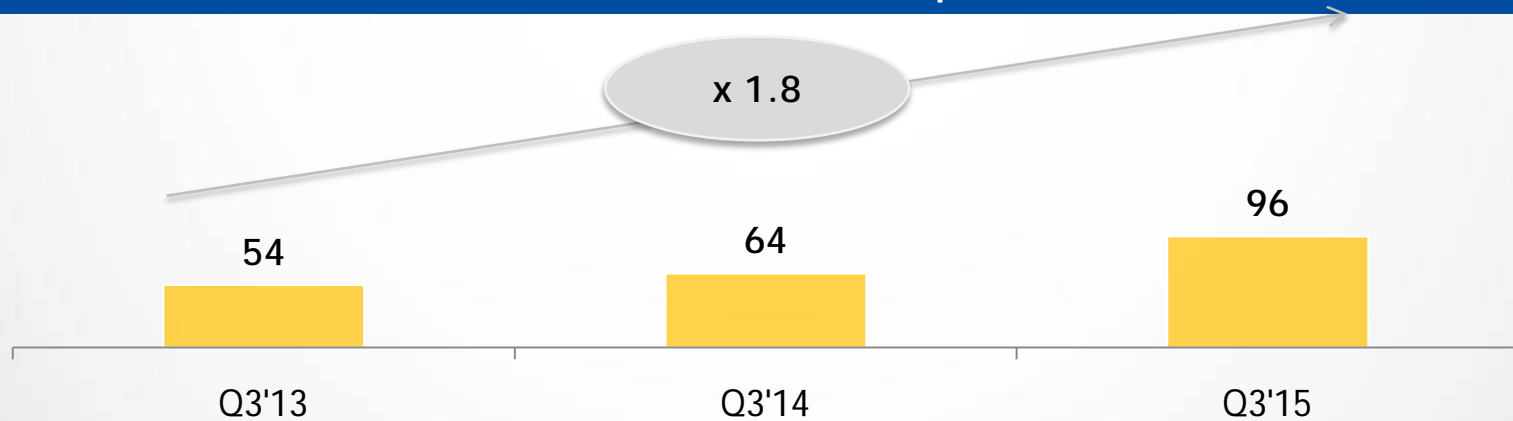
as of 9/30/2015

Proved Dominant Leader in Midscale Hotel Segment

Number of Hotels in Operation



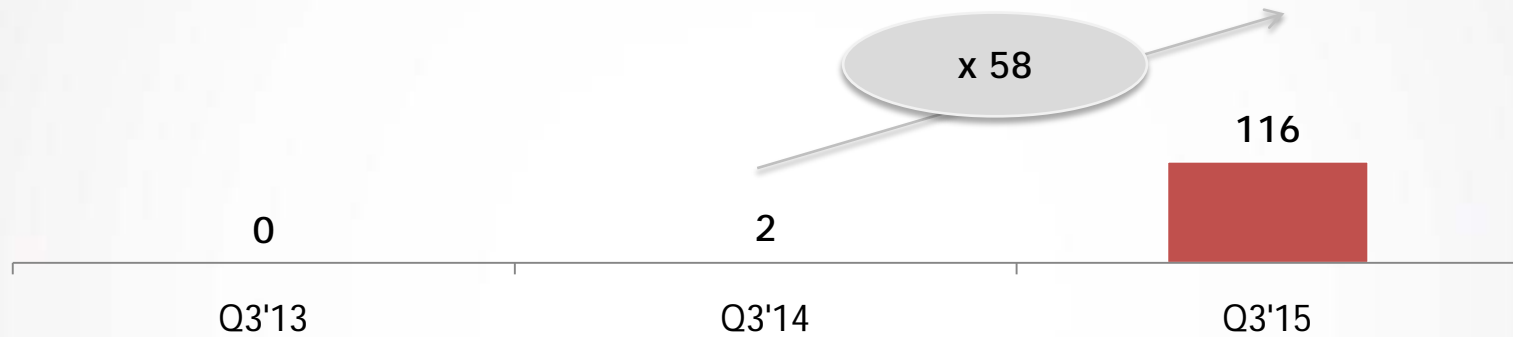
Number of Hotels in Pipeline



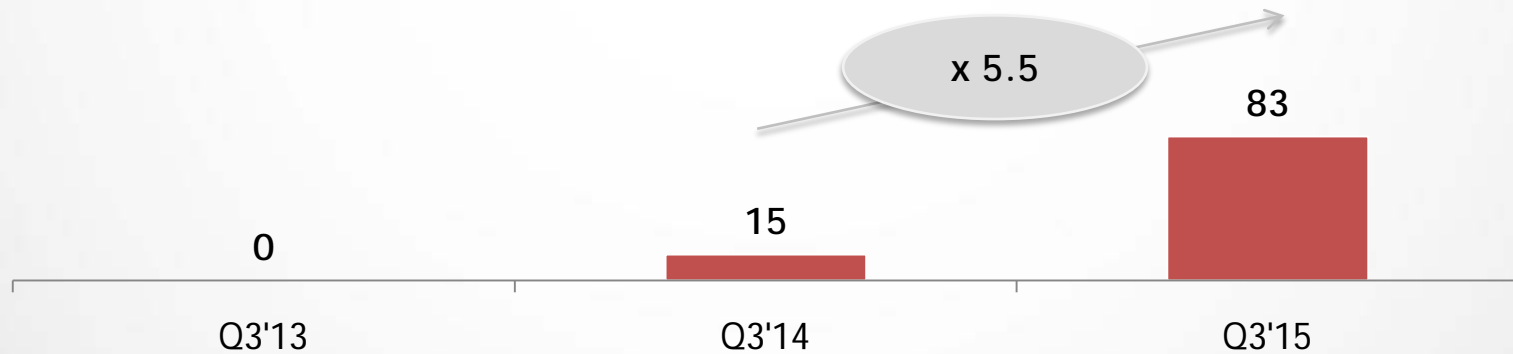
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Exceeded 100 Hotels in 1 Year after Launch

Number of Hotels in Operation



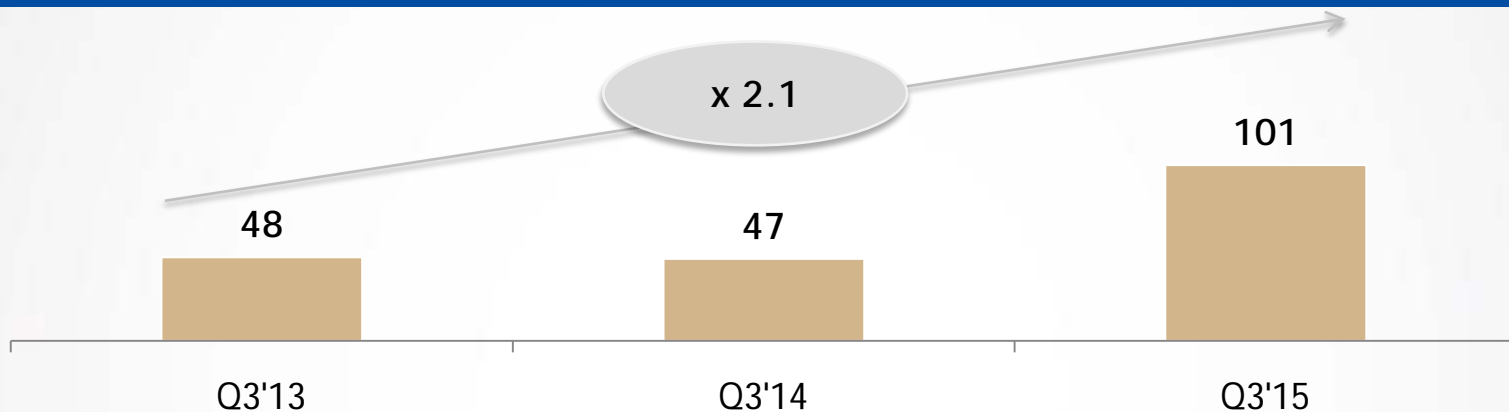
Number of Hotels in Pipeline



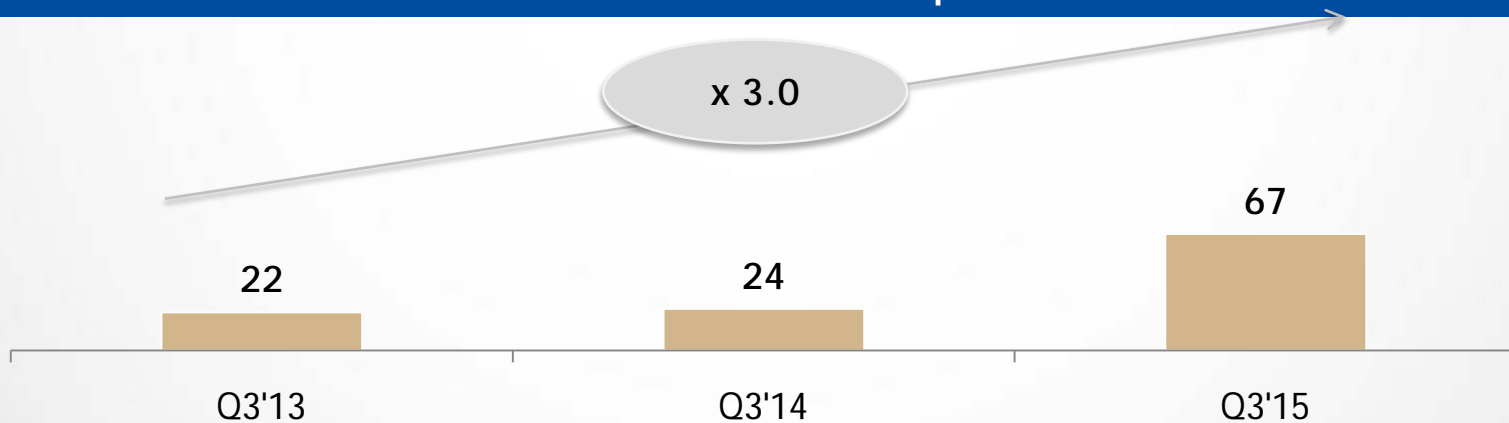
as of 9/30/2015

Resumed Momentum with Improved Business Model

Number of Hotels in Operation



Number of Hotels in Pipeline



as of 9/30/2015

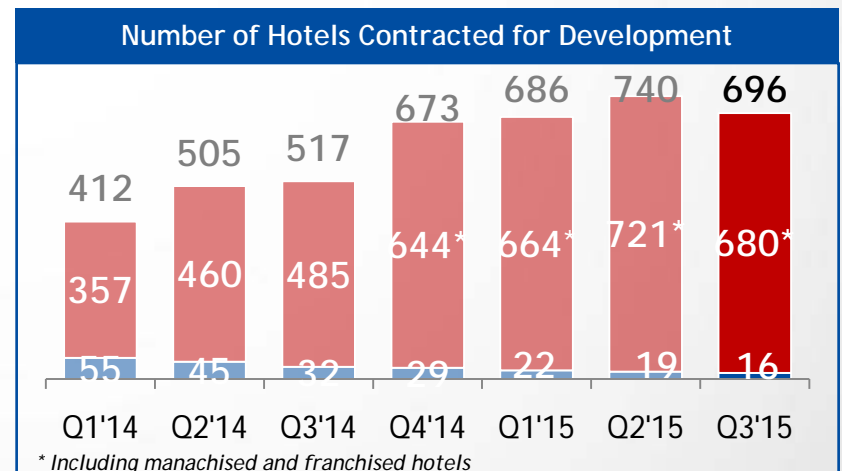
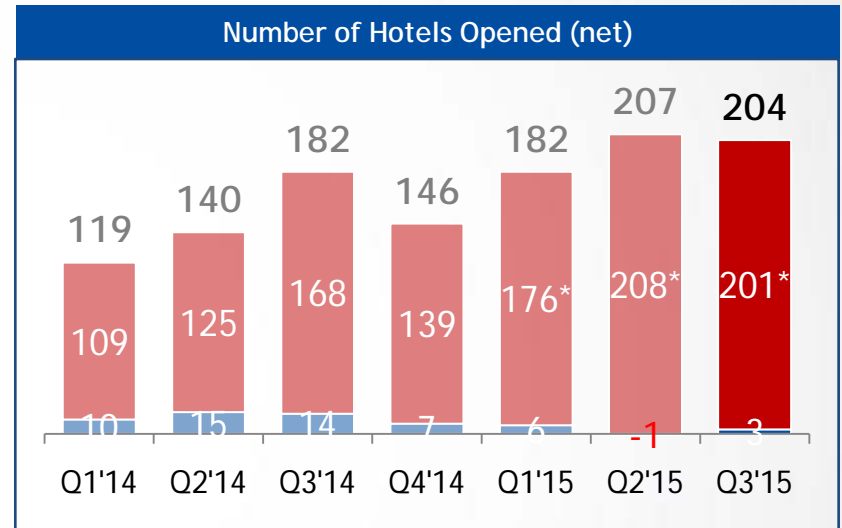
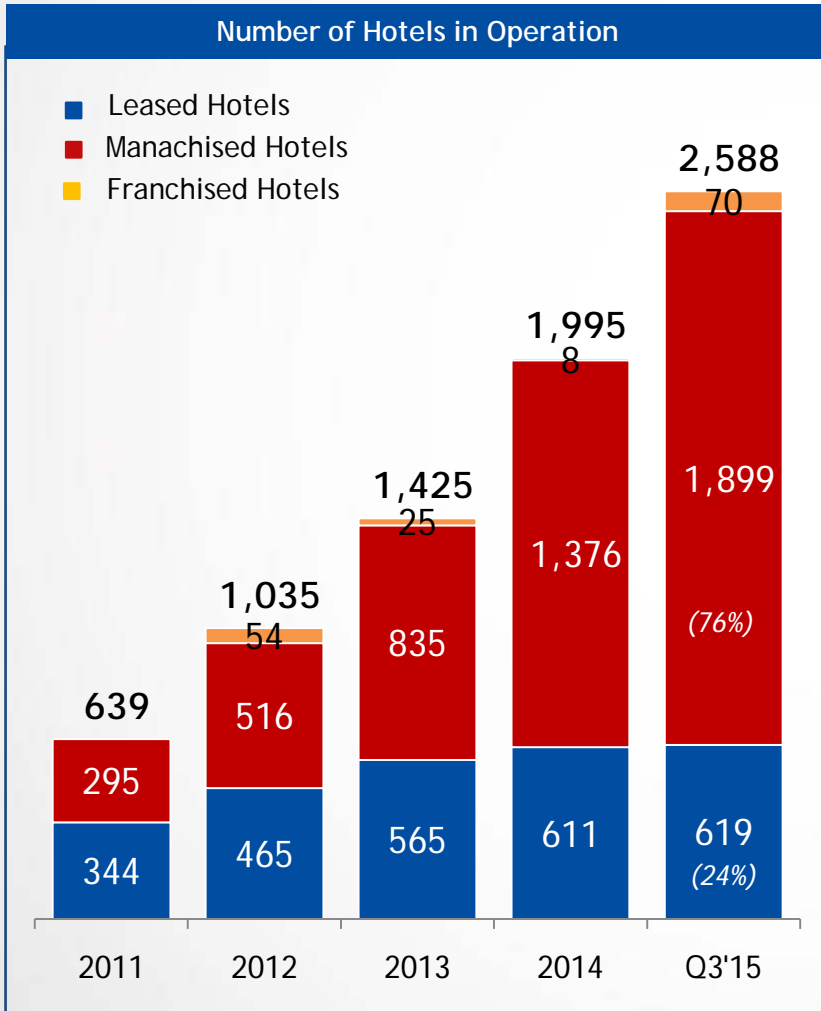
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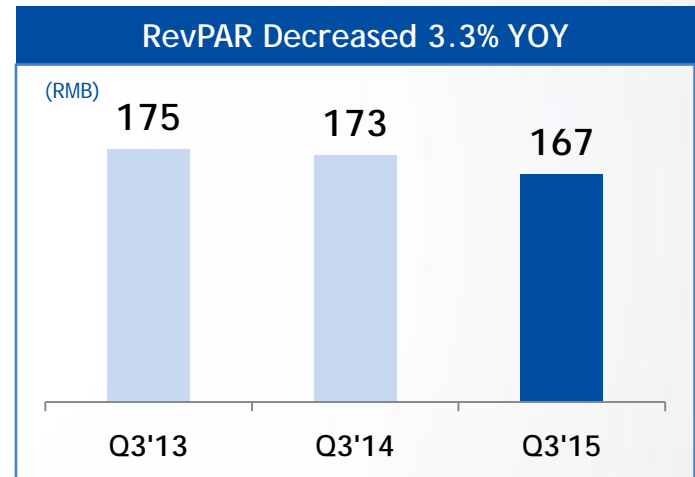
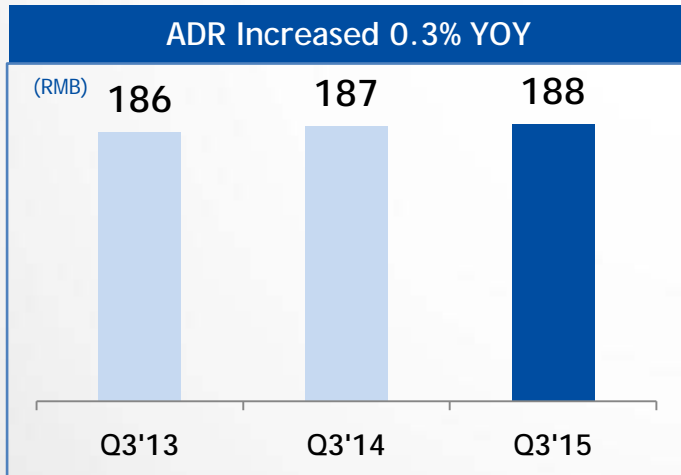
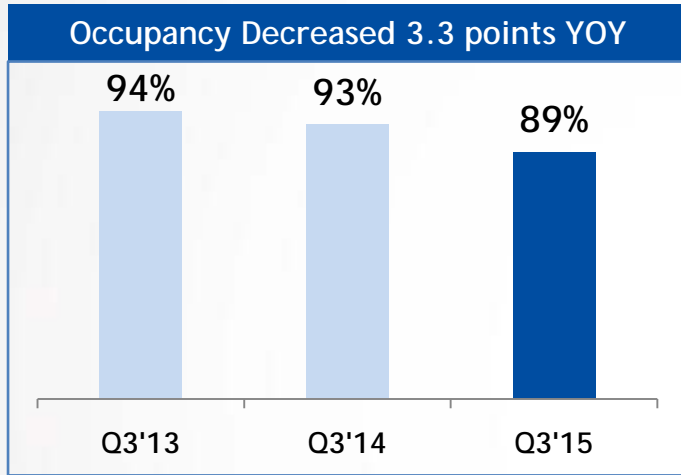
Section III: Financial Highlights *by CFO*

Section IV: Q & A

Robustly Growing Hotel Network, Mainly Driven by Manachise



Q3 RevPAR Decreased 3.3% YOY



Weight of hotels in the cities of 3rd tier and below

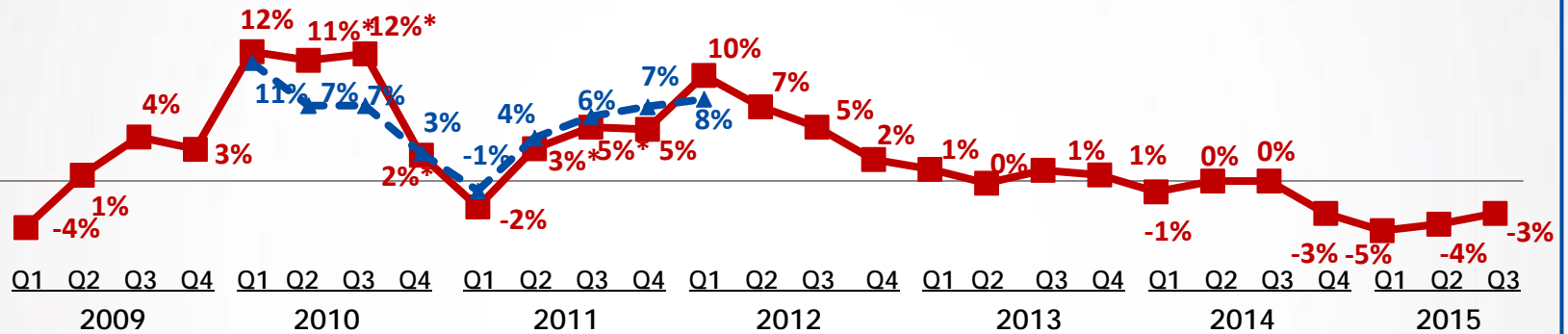
Q3'13	Q3'14	Q3'15
24%	25%	26%

Same-hotel RevPAR Declined by 3% in Q3

Same-hotel RevPAR Growth

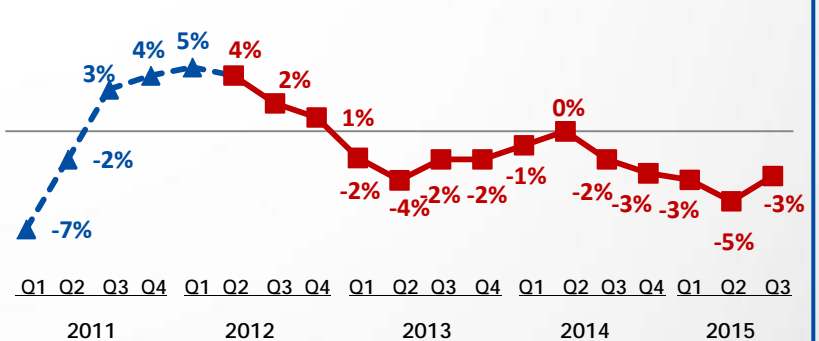
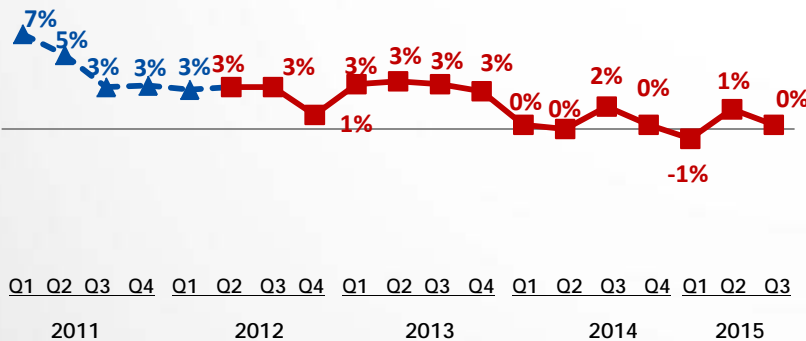
For hotels in operation for at least 18 months

■ All hotels ▲ Non-Shanghai hotels



Same-hotel ADR Growth

Same-hotel Occupancy Change



* Normalized for Shanghai Expo

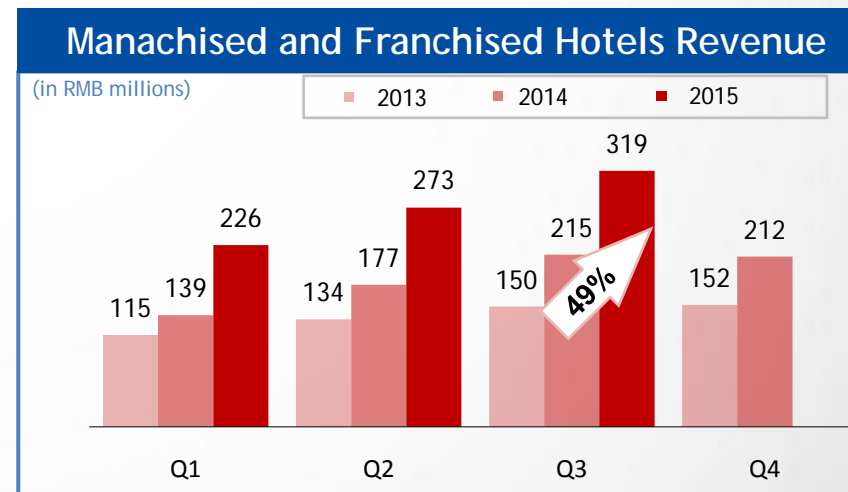
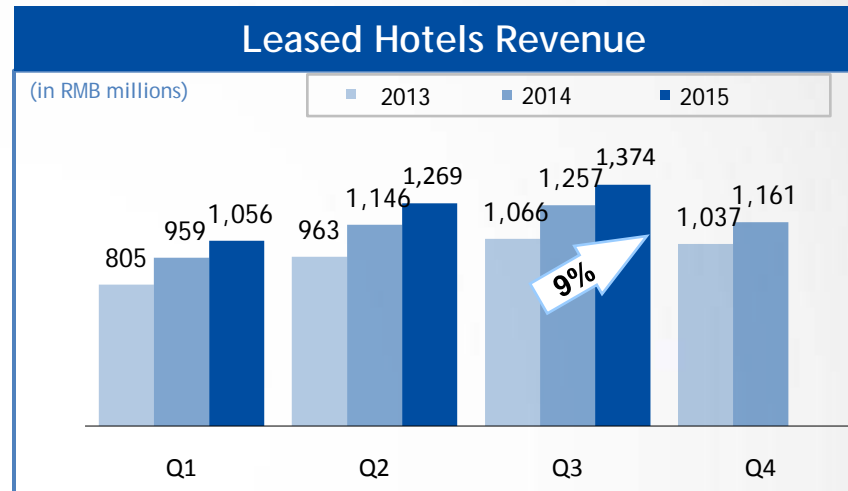
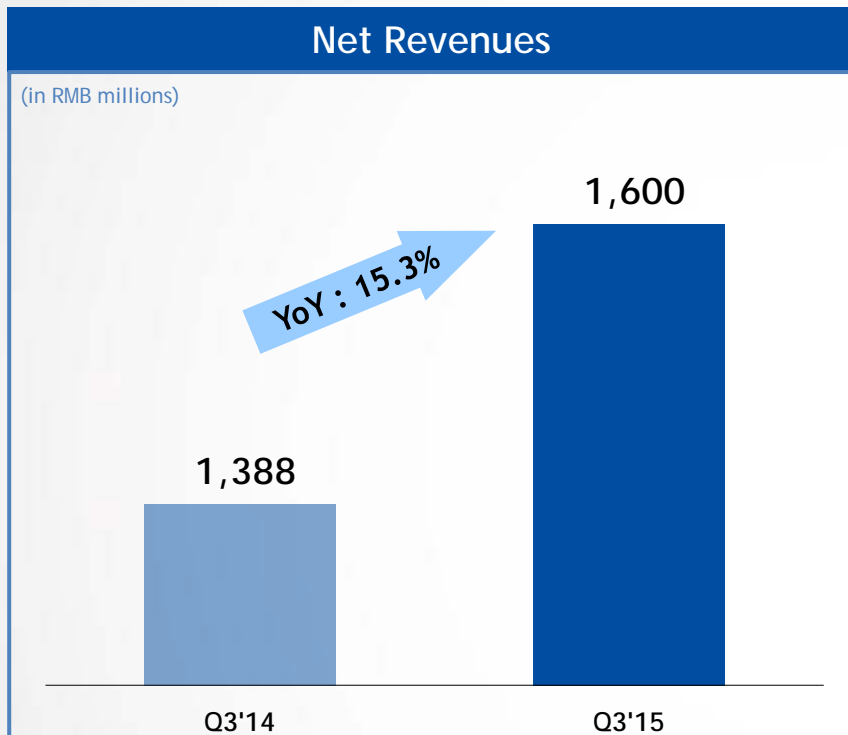
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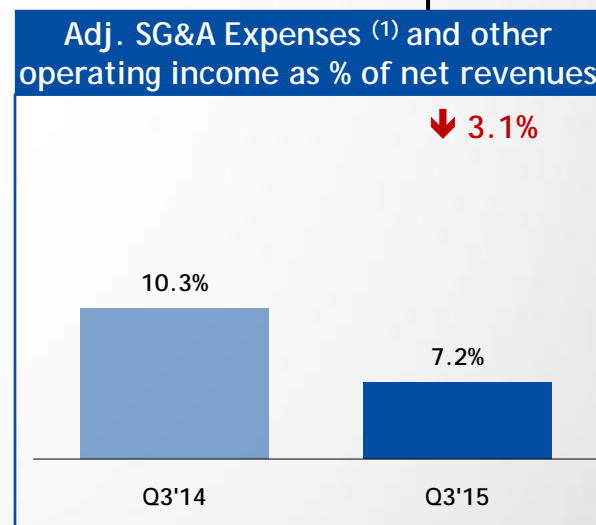
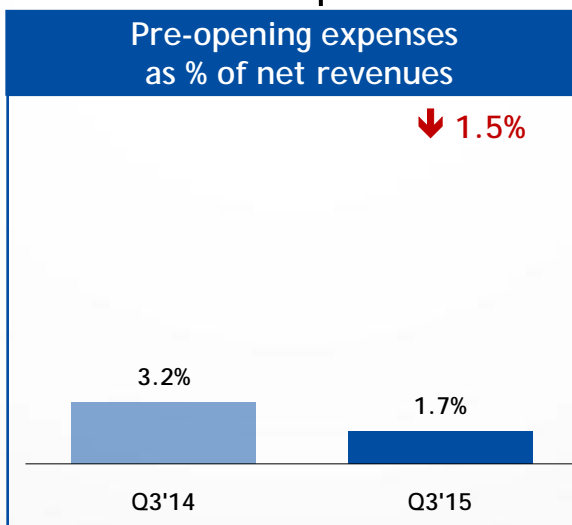
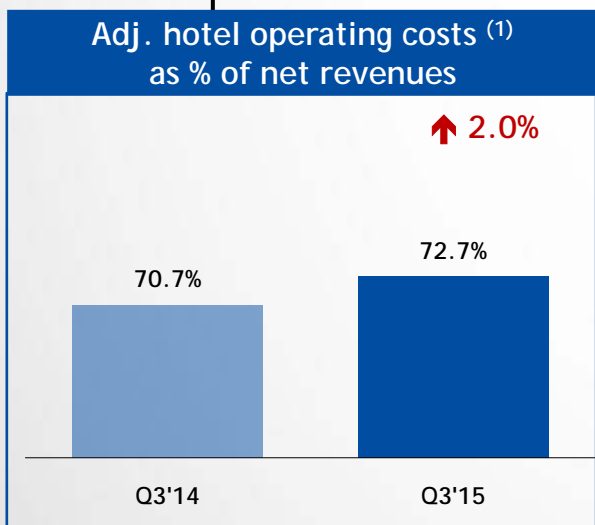
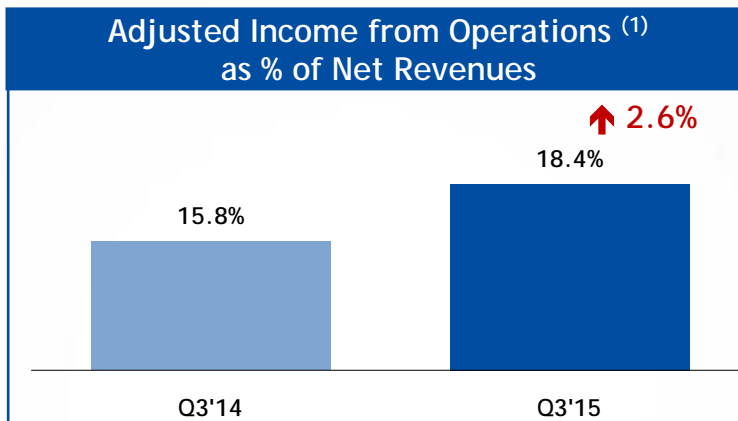
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Q3 Net Revenues Grew by 15.3% YOY, Exceeding the High-end of Guidance

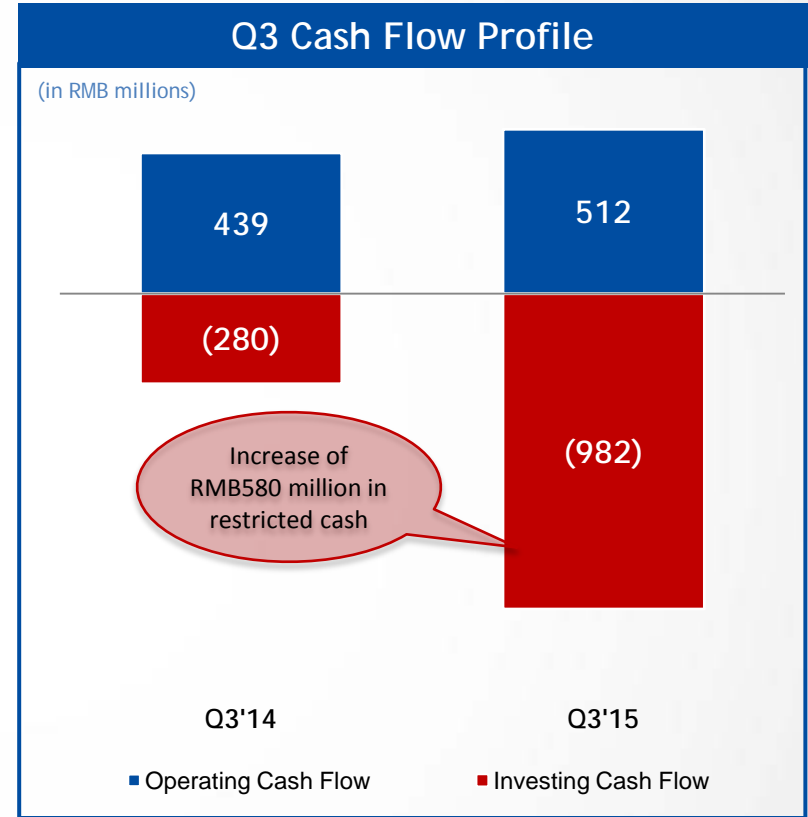
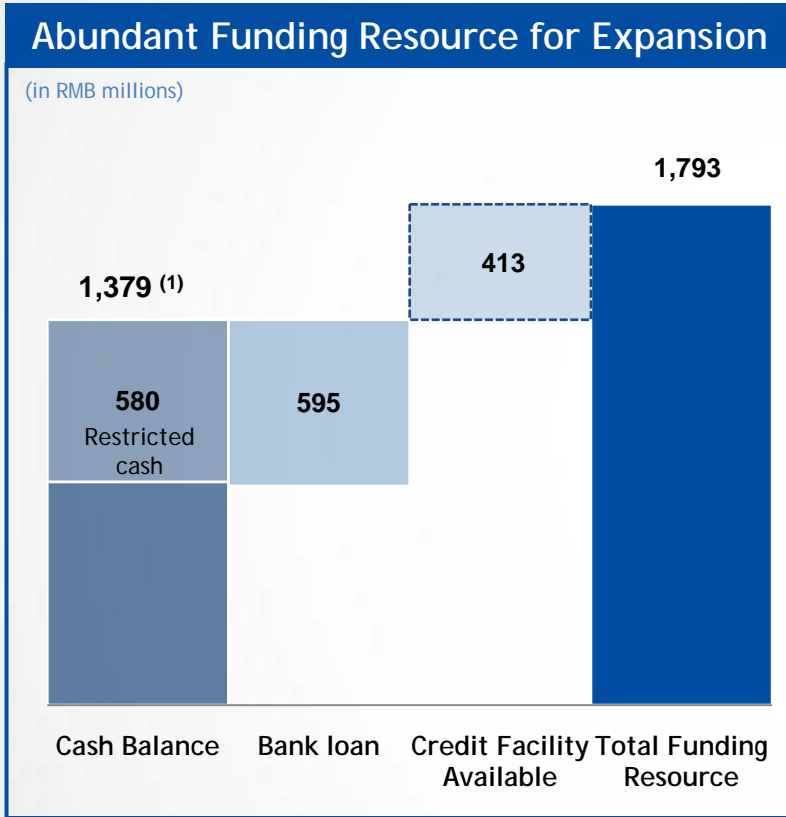


Manachised and Franchised Hotels Revenue as % of Total Revenues

Q3'14	Q3'15
14.6%	18.8%



(1) Excluding share-based compensation expenses.



- As of 9/30/2015, China Lodging Group cumulatively purchased 0.77 million ADS with a total of US\$ 17.5 million from open market.

(1) Calculated as cash and cash equivalent and restricted cash (RMB580 million).

- Q4'15 net revenues to grow 15.5% to 18% year-over-year
- Full year net revenue to grow 16.1% to 16.8%, up from previously announced range of 11.5% to 13.5%

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