

Lone Star State Welcomes Its Sixth Cambria Hotel Near Dallas Upscale Hotel is the Brand's Second Texas Opening this Year

ROCKVILLE, Md., Oct. 23, 2019 /PRNewswire/ -- Fresh off opening its first Houston location, the upscale Cambria Hotels brand, franchised by Choice Hotels International, Inc. (NYSE: CHH), today opens the Cambria Hotel Richardson - Dallas. The hotel is the ninth Cambria location to open its doors this year — together representing over 1,200 upscale rooms. Up to three more Cambria hotels are expected to open in top-tier markets across the country by year end.

Located at 3605 Shire Blvd., the four-story, 119-room Cambria hotel is convenient to several corporate offices, including Blue Cross & Blue Shield, Raytheon, State Farm and an estimated 600 technology companies in the city's "Telecom Corridor," like Cisco Systems, Fujitsu and Texas Instruments. Guests can easily access downtown Dallas, the University of Texas at Dallas, and Dallas/Fort Worth International Airport, as the hotel is situated between major area highways and near the Dallas Area Rapid Transit railway. Adjacent to the Cambria hotel is CityLine, one of the most active mixed-use developments in the region, brimming with restaurants, shopping, and entertainment options.

"Richardson is a vibrant business community home to dozens of the area's largest employers, making it the perfect market for the Cambria brand — our sixth Texas location," said Janis Cannon, senior vice president, upscale brands, Choice Hotels. "The Cambria Hotel Richardson - Dallas is the latest sign of success as we expand the brand's presence across the Lone Star State."

The Cambria hotel features upscale amenities that appeal to modern travelers, including:

- Rustic, organic finishes that reflect the state's untamable spirit
- A bistro and full-service bar offering fresh food, local craft beer, wine, specialty cocktails, and small bites
- Contemporary and sophisticated guest rooms, complete with modern fixtures, abundant lighting, and plush bedding
- Multi-function meeting space
- An indoor pool
- Immersive, spa-style bathrooms with Bluetooth mirrors
- State-of-the-art fitness center

Best Hospitality and Dallas based investor Vipin Nambiar developed the Cambria Hotel Richardson - Dallas.

"We're excited to welcome business and leisure travelers to the Cambria Hotel Richardson - Dallas," said Vipin Nambiar, who is also the founder of HN Capital Partners. "The hotel's prime location in one of North Dallas' fastest-growing and most desirable suburbs combined with the Cambria brand's proven value proposition will deliver everything today's time-starved, modern travelers expect — and more."

There are currently 48 Cambria hotels open across the U.S. in popular cities, like Chicago; Dallas; Los Angeles; Nashville, Tenn.; New York; New Orleans; Phoenix; and Washington, D.C. The brand is on pace to break its openings record for the second-straight year and is fast approaching 50 open Cambria hotels, including a soon-to-open property in Anaheim.

About Cambria Hotels

The Cambria® Hotels brand is designed for the modern traveler, offering guests a distinct experience with simple, guilt-free indulgences allowing them to treat themselves while on the road. Properties feature compelling design inspired by the location, spacious and comfortable rooms, flexible meeting space, and local, freshly prepared food and craft beer. Cambria Hotels is rapidly expanding in major U.S. cities, with hotels open in Chicago, New York City, Pittsburgh, Washington, D.C., and Los Angeles. There are more than 40 Cambria properties open across the United States, and over 100 hotels open or in the pipeline in the U.S. and Canada. To learn more, visit www.choicehotels.com/cambria.

About Choice Hotels

Choice Hotels International, Inc. (NYSE: CHH) is one of the largest and most successful lodging franchisors in the world. With more than 7,000 hotels, representing nearly 570,000 rooms, in over 40 countries and territories as of June 30, 2019, the Choice® family of hotel brands provides business and leisure travelers with a range of high-quality lodging options from limited service to full-service hotels in the upscale, midscale, extended-stay and economy segments. The award-winning Choice Privileges® loyalty program offers members benefits ranging from everyday rewards to exceptional experiences. For more information, visit www.choicehotels.com.

About Best Hospitality

Best Hospitality was formed in the late 1970s by David Shah and Pragna Shah and is run today by their sons Neil & Luv Shah. Best Hospitality owns a series of select-service hotels in Delaware and Texas. This development is their third transaction in partnership with Vipin Nambiar. Luv Shah also serves as the CIO of Invel Partners, a large Europe-focused real estate private equity firm, and was previously with Deutsche Bank / RREEF and Ranieri Real Estate Partners; he has two decades of private equity and investment management experience. Neil has an 18-year history in the oil & gas business, where he most recently oversaw strategy and development at Philadelphia Energy Solutions, and now serves as the Chief Operating Officer of Best Hospitality.

About Vipin Nambiar

Vipin Nambiar is the founder and Managing Partner of HN Capital Partners, which is a private opportunistic asset management firm that employs capital in real estate, credit and public equities. He has significant experience overseeing successful execution of development projects, including design, underwriting, financing, and asset management. Vipin is the co-developer for the Virgin Hotel Dallas and has owned and developed multiple select service hotels in Texas. Prior to the formation of HN, Vipin was a Managing Director in the investment group at the Hunt Consolidated Inc, where he directed a wide array of direct investments, and has over fifteen years of experience during which he invested in and managed over \$2 billion of assets. Vipin is a trained architect and earned an MBA from the University of Chicago with a focus on finance and economics.

Forward-Looking Statement

This communication includes "forward-looking statements" about future events, including anticipated development and hotel openings. Such statements are subject to numerous risks and uncertainties, including construction delays, availability and cost of financing, and the other "Risk Factors" described in our Annual Report on Form 10-K, any of which could cause actual results to be materially different from our expectations.

Addendum

This is not an offering. No offer or sale of a franchise will be made except by a Franchise Disclosure Document first filed and registered with applicable state authorities. A copy of the Franchise Disclosure Document can be obtained through contacting Choice Hotels International at 1 Choice Hotels Circle, Suite 400, Rockville, MD 20850, development@choicehotels.com.

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Additional assets available online:  [Photos \(2\)](#)

<https://stage.mediaroom.com/choicehotels/2019-10-23-Lone-Star-State-Welcomes-Its-Sixth-Cambria-Hotel-Near-Dallas>