



APPLE LEISURE GROUP

ASSET LIGHT, FEE BASED, VERTICALLY INTEGRATED

SECRETS IMPRESSION MOXCHÉ, MEXICO



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SPEAKERS



**MARK
HOPLAMAZIAN**

PRESIDENT AND
CHIEF EXECUTIVE
OFFICER



**RODRIGO
LLAGUNO**

GROUP PRESIDENT,
UNLIMITED VACATION CLUB



**RAY
SNISKY**

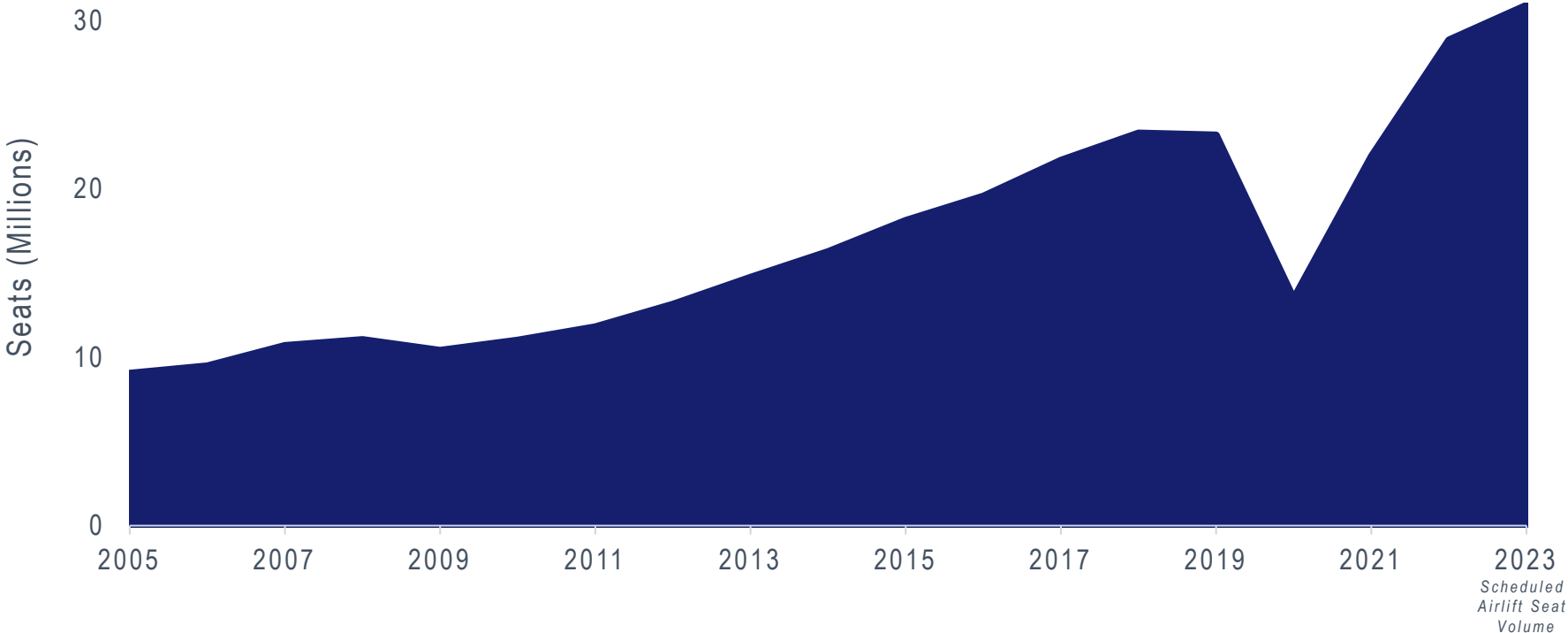
GROUP PRESIDENT,
ALG VACATIONS

RECORD AIRLIFT INTO ALL-INCLUSIVE MARKETS REFLECTS GROWING POPULARITY

AIRLIFT TO TOP ALL-INCLUSIVE DESTINATIONS¹ HAS INCREASED NEARLY **250%** SINCE 2005; CONTINUES TO STRENGTHEN IN 2023



Airlift Seat Volume to Key All-Inclusive Destinations



¹ Top all-inclusive markets include: Cancún, México; Montego Bay, Jamaica; Punta Cana, Dominican Republic; and Cabo San Lucas, México. Source: Cirium Aviation Analytics, April 2023.

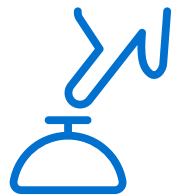
HIGH-END TRAVELERS LOVE ALL-INCLUSIVE

ALG ALL-INCLUSIVE GUESTS SAVE

13%

per room night at ALG resorts when compared to non-all-inclusive comparable set¹

- ✓ Convenience
- ✓ Value
- ✓ Simplicity



Guests value the **convenience and ease of an all-inclusive offering**, when they can also ensure **great service, accommodations and meals**.

OWNERS LOVE ALL-INCLUSIVE



- ✔ Owners value strong financial returns through **high occupancy, effective cost management and high GOP margins**
- ✔ Over **80% of hotels in the ALG portfolio are composed of multi-property owners**, a strong indication of owner satisfaction

RELATIVE TO NON-ALL-INCLUSIVE COMPARABLE SET¹, ALG OWNERS GENERATE

34%

more profit per available room

940 bps

higher gross operating profit margins

¹ Source: Non-all-Inclusive comparison set based on HotStats P&L Analysis as of December 2022 for the trailing 12-month period compared to ALG Comparable properties for the same set of metrics over same time period. Non-all-inclusive brands in the comparison-set include JW Marriott, Hilton, Marriott, Fairmont, Grand Hyatt, Westin, and Conrad brands in Mexico resort destinations.

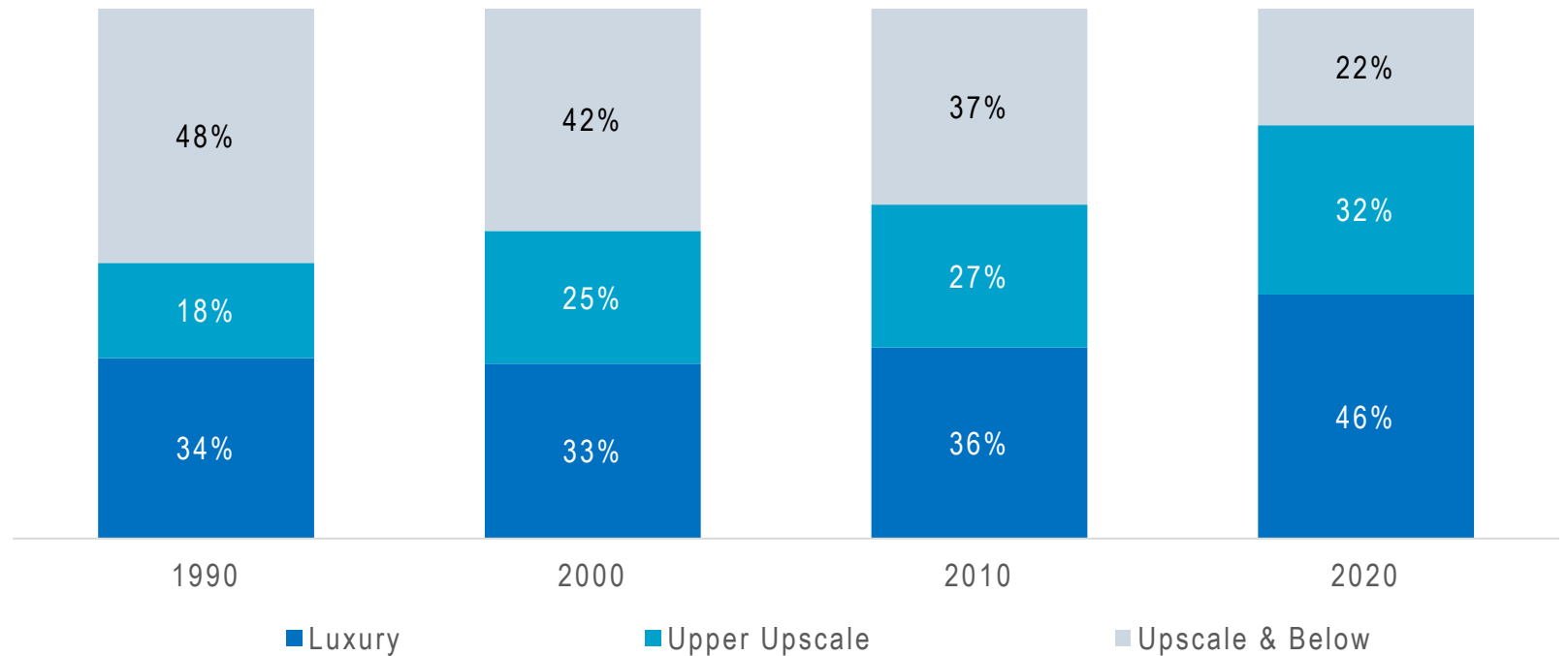
BREATHLESS
RIVIERA CANCUN
RESORT & SPA,
MEXICO



ALL-INCLUSIVE GUESTS INCREASINGLY PREFER LUXURY AND UPPER UPSCALE

NEARLY 80% OF ALL-INCLUSIVE ROOMS ADDED SINCE 2020 ARE IN THE LUXURY AND UPPER UPSCALE CHAIN SCALE

Mix of Rooms Added in All-Inclusive Segment by Decade



APPLE LEISURE GROUP

INNOVATORS OF LUXURY ALL-INCLUSIVE

DREAMS NATURA RESORT & SPA, MEXICO

HYATT

Booking platform provides **all-inclusive vacation experiences** including flights, transport, excursions, and resort packages

ALG'S END-TO-END SOLUTIONS DRIVE LOYALTY AND GROWTH



World's largest portfolio of luxury all-inclusive resorts

Membership program provides **exclusive offerings** at our all-inclusive luxury resort properties¹

¹ Unlimited Vacation Club ("UVC") membership program only available at ALG resorts in the Americas as of March 31, 2023.

ALG MODEL DRIVES SIGNIFICANT FEE- BASED EARNINGS

Management Fees

Primarily driven by fees paid by hotel owners to manage or franchise a resort property

Inclusive
COLLECTION

UNLIMITED
VACATION CLUB

ASSET
LIGHT

ALGVACATIONS.

Membership Revenues

Primarily driven by the sale of Unlimited Vacation Club membership contracts

Distribution and Destination Management Revenues

Primarily driven by revenues from reservations booked through ALG Vacations

ALG'S UNIQUE COMPETITIVE ADVANTAGES HAVE LED TO EXPLOSIVE GROWTH

Number of resort properties
grew from only 9 in 2007 to

111 resorts
in 2022



~16%
CAGR

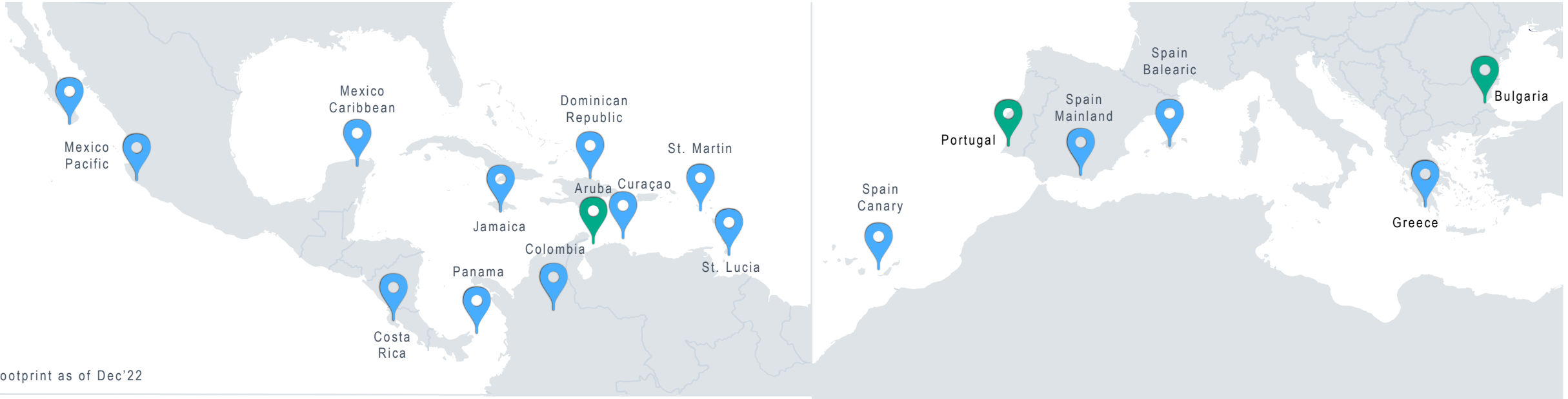
ALG Resorts Rooms
('000 Thousands)

ALG + HYATT INCLUSIVE COLLECTION

ALUA CALAS DE MALLORCA RESORT, SPAIN

HYATT





Footprint as of Dec'22

Resorts Open Resorts Coming Soon

INCLUSIVE COLLECTION:

THE LARGEST PORTFOLIO OF LUXURY ALL-INCLUSIVE RESORTS IN THE WORLD¹

9
Brands

121
Resorts

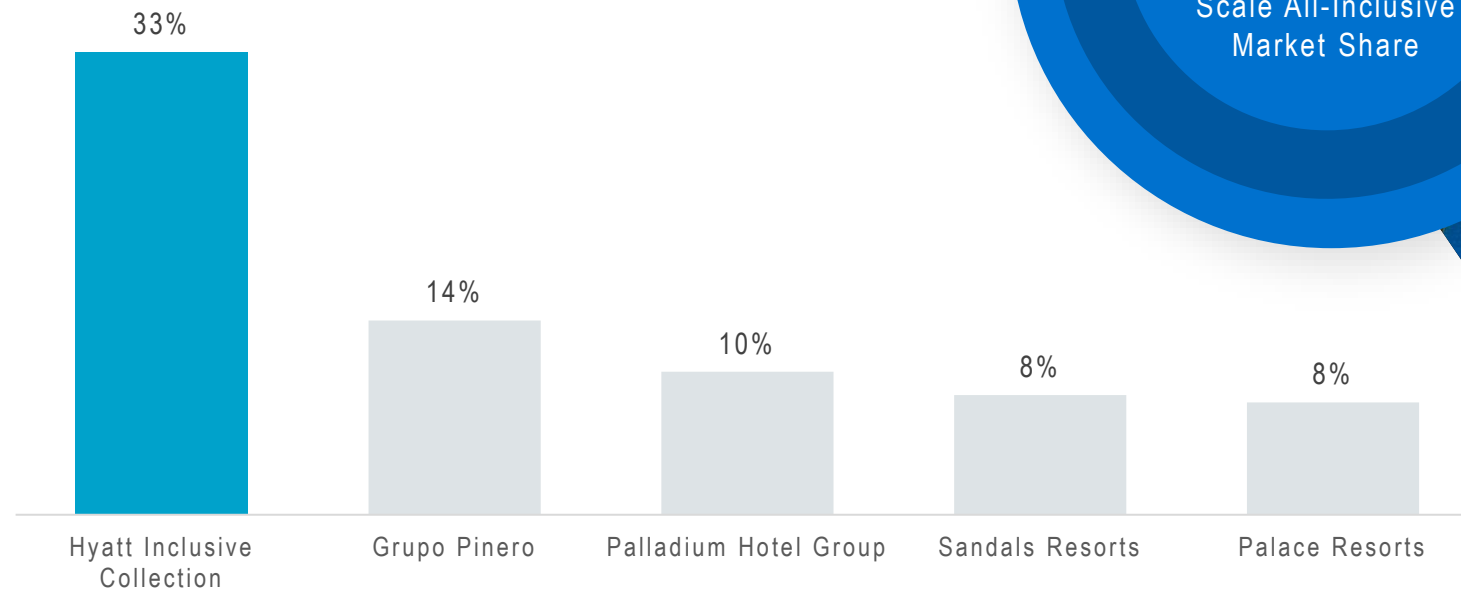
38K
Rooms

\$3B
Total System Revenue²

LEADING POSITION IN LUXURY ALL-INCLUSIVE

THROUGH THE LAUNCH OF THE
“INCLUSIVE COLLECTION” HYATT HAS A
LEADING POSITION IN LUXURY ALL-INCLUSIVE

Global Luxury Chain Scale All-Inclusive Market Share



UNLIMITED VACATION CLUB

HIGHLY VALUED BY MEMBERS AND OWNERS

SECRETS MOXCHÉ, MEXICO

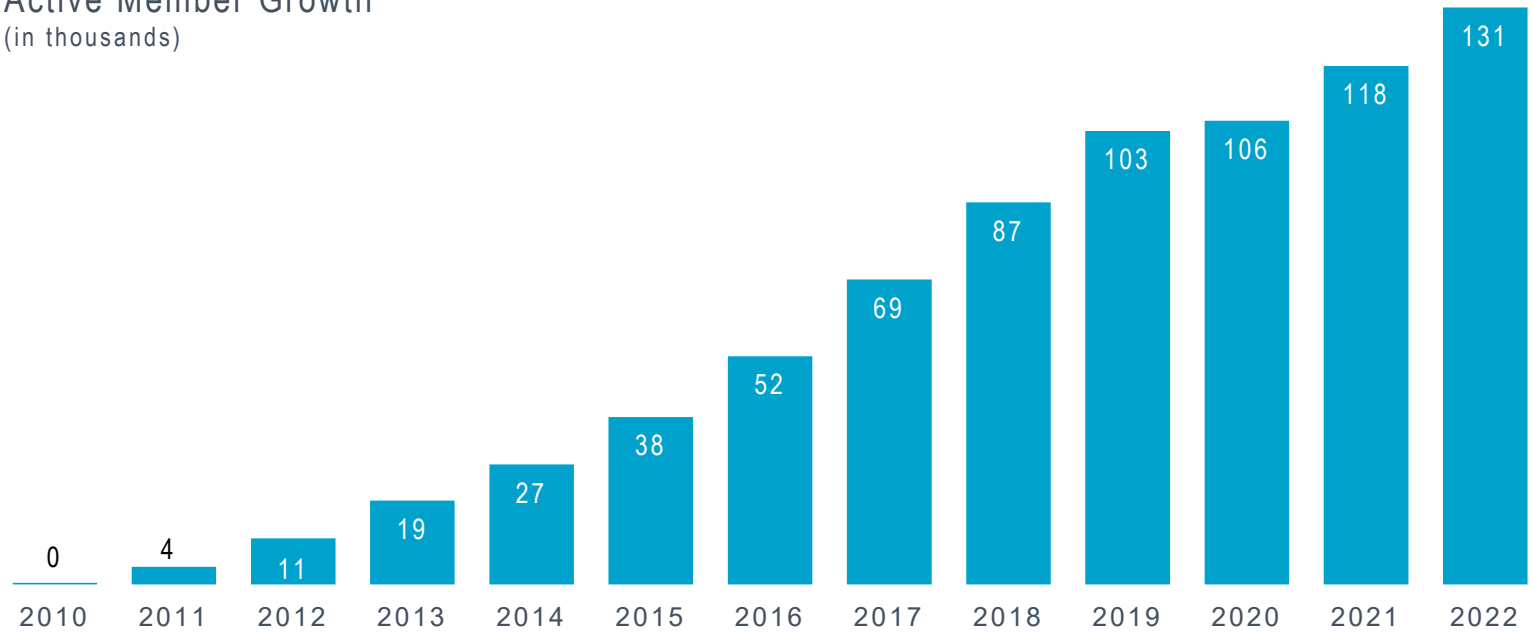


UNLIMITED VACATION CLUB BENEFITS MAXIMIZE VALUE FOR MEMBERS

- ✓ Access to the **largest network** of luxury all-inclusive properties
- ✓ **Free nights and discounts** on room prices across all ALG resorts with **room upgrades**
- ✓ **VIP treatment on property**, including a streamlined check-in process, access to special areas, and invitations to **exclusive member-only events**
- ✓ **Full flexibility** to choose vacation weeks and resort locations

UNLIMITED VACATION CLUB IS A HIGHLY VALUED UNIQUE SOURCE OF DEMAND

Active Member Growth
(in thousands)



~11%

of rooms occupied at ALG resorts are members

~20%

of signed contracts are upgrades from existing members to a higher tier

<6%

average early termination rate of memberships sold over the past 5 years



ENGAGED MEMBERS



FUELS PERFORMANCE



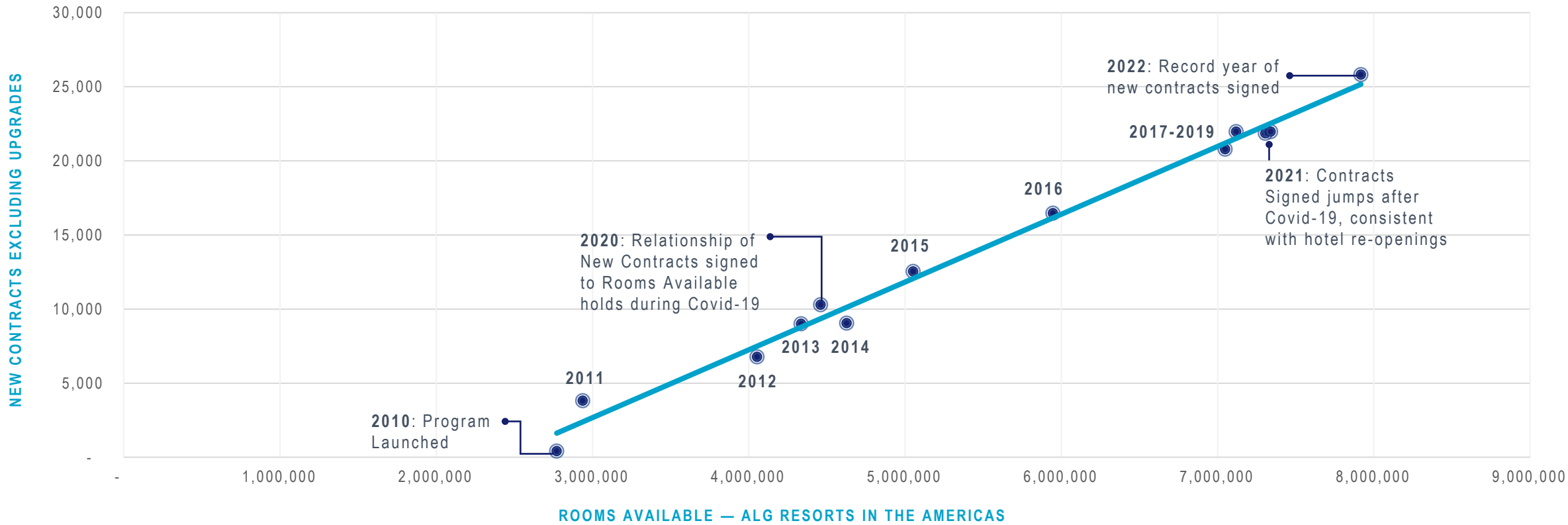
NETWORK EFFECT

SECRETS MAROMA BEACH
RIVIERA CANGUN, MEXICO



UNLIMITED VACATION CLUB EARNINGS ARE DURABLE; NEW CONTRACTS TRACK CLOSELY TO ALG AMERICAS GROWTH

NEW SIGNED CONTRACTS ARE STRONGLY CORRELATED TO ALG SYSTEM GROWTH IN THE AMERICAS



Figures as of each respective fiscal year end.
ALG system size for the purposes of the regression analysis is defined by ALG properties in the Americas.

ALG VACATIONS

ONE OF THE LARGEST PROVIDERS
OF LEISURE TRAVEL TO MEXICO &
THE CARIBBEAN

SECRETS PLAYA MUJERES GOLF
& SPA RESORT, MEXICO

ALG VACATIONS SUPPORTS TRAVEL ADVISORS & GUESTS, DRIVING IMPRESSIVE MARKET SHARE AS A DISTRIBUTION PLATFORM

- ✓ **Online marketplace** for travel suppliers and U.S.-based travel advisors
- ✓ Provides **dynamic packaging & multi-channel merchandising** to airlines, hotels, & tour operators for both B2B & B2C
- ✓ Personalized support to travel advisors & guests delivers a **seamless booking experience** and customer service

173K

Travel advisors on platform

\$3.5B

Annual travel bookings

875K

Properties accessible worldwide

SECRETS AKUMAL
RIVIERA MAYA, MEXICO

ZOËTRY MONTEGO BAY, JAMAICA



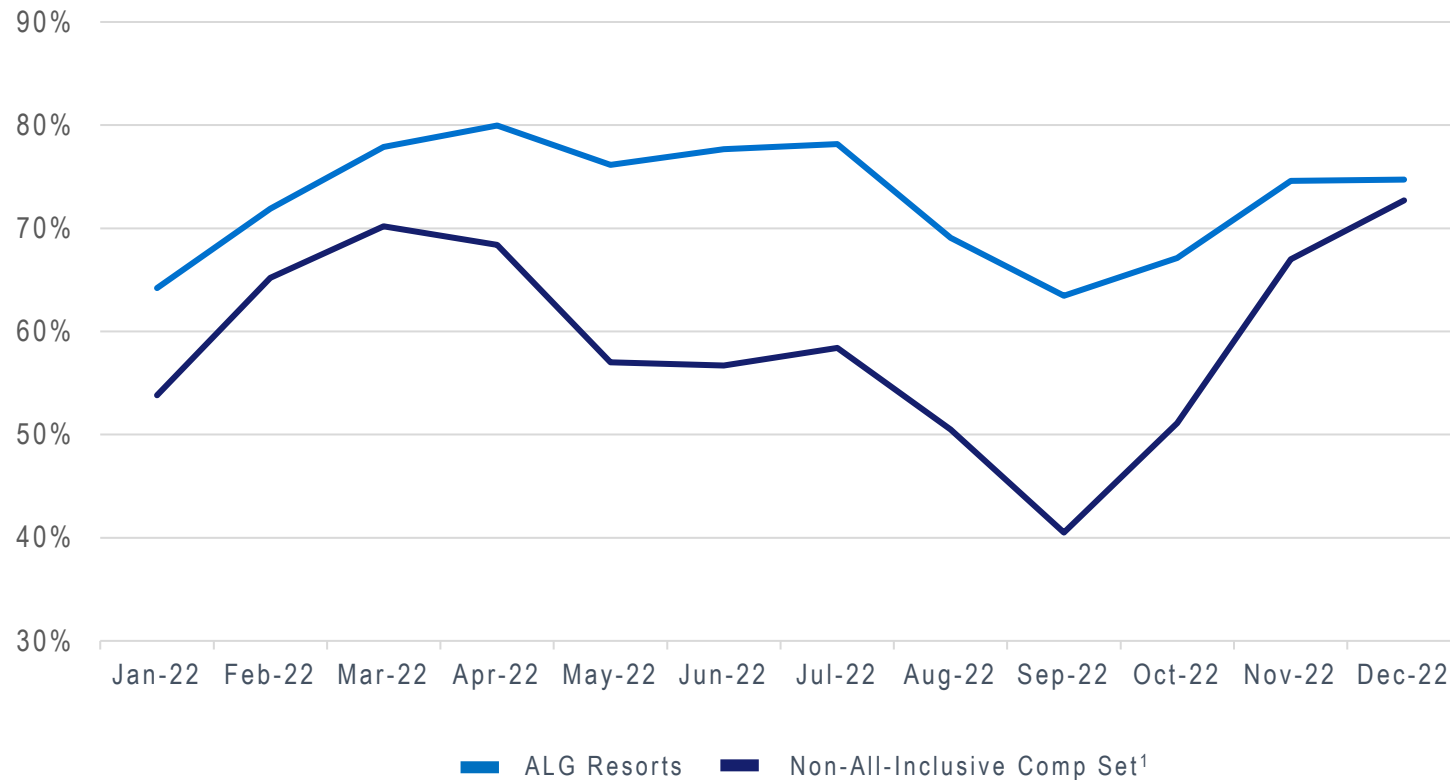
12%

ALG Vacations is estimated to account for **12% of all travelers** from the United States to key all-inclusive markets in Mexico & Caribbean; Driving strong market share for owners

Source: Estimated volume of leisure travelers into Mexico and the Caribbean based on a McKinsey and Company analysis using IATA data; Key All-Inclusive destinations include Cancun, Punta Cana, and Montego Bay.

ALG VACATIONS HELPS DRIVE STRONG OCCUPANCY TO ALG RESORTS

OCCUPANCY FOR ALG RESORTS COMPARED TO A NON-ALL-INCLUSIVE COMPARABLE SET¹



1360 bps higher occupancy in 2022 vs. non-all-inclusive comparable set¹ powered by ALG Network, including ALG Vacations



ALG Vacations drives **effortless booking experiences** for guests & steady demand generation for owners



Partnerships with top travel companies & suppliers means value for guests, driving bookings, & **higher occupancy** for owners



Seamless integration with broader ALG network, enabling owners access to resources and support, **driving optimal business performance**

An aerial photograph of a resort pool area. The pool is a large, irregularly shaped blue structure with several smaller rectangular pools connected by steps. The pool is surrounded by a light-colored paved deck with numerous lounge chairs and tables. The area is lush with tropical vegetation, including many palm trees and dense green shrubs. In the background, parts of resort buildings with terracotta roofs are visible.

FUELING THE CONTINUED GROWTH OF ALG

ZOËTRY CURAÇAO RESORT & SPA, CURAÇAO



WORLD OF HYATT FUELS CONTINUED GROWTH AT ALG RESORTS

>30% Spend premium of World of Hyatt members versus Non-Members at ALG resorts

Since completion of ALG transaction, World of Hyatt member contribution at ALG resorts in the Americas has increased from

0% → **21%**
Prior to Acquisition *Following Acquisition¹*

>500K New World of Hyatt Members who have signed up at ALG Resorts²

¹ Reflects Membership Contribution as of the three-month period ending March 2023.

² As of March 31, 2023, UVC membership program only available at ALG resorts in the Americas as of March 31, 2023.



SECRETS IMPRESSION
ISLA MUJERES, MEXICO



DREAMS FLORA RESORT &
SPA, DOMINICAN REPUBLIC



DREAMS SUNNY BEACH
RESORT & SPA, BULGARIA



DREAMS GRAND
ISLAND, MEXICO



ZOËTRY CURAÇAO
RESORT & SPA,
CURAÇAO



SECRETS TULUM RESORT
& BEACH CLUB, MEXICO

12 NEW RESORTS TO OPEN IN 2023, ADDING 5,000 ROOMS

Openings scheduled for 2023 in 8 destinations
across 4 countries

MEXICO PACIFIC

Dreams Estrella del Mar

MEXICO CARIBBEAN

Secrets Impression Isla Mujeres

Secrets Tulum

Dreams Grand Island

Vivid Grand Island

DOMINICAN REPUBLIC

Dreams Flora Resort & Spa

Secrets Tides Resort & Spa

CURAÇAO

Zoëtry Curaçao (Room Addition)

BULGARIA

Dreams Sunny Beach Resort

Secrets Sunny Beach Resort

Alua Helios Bay

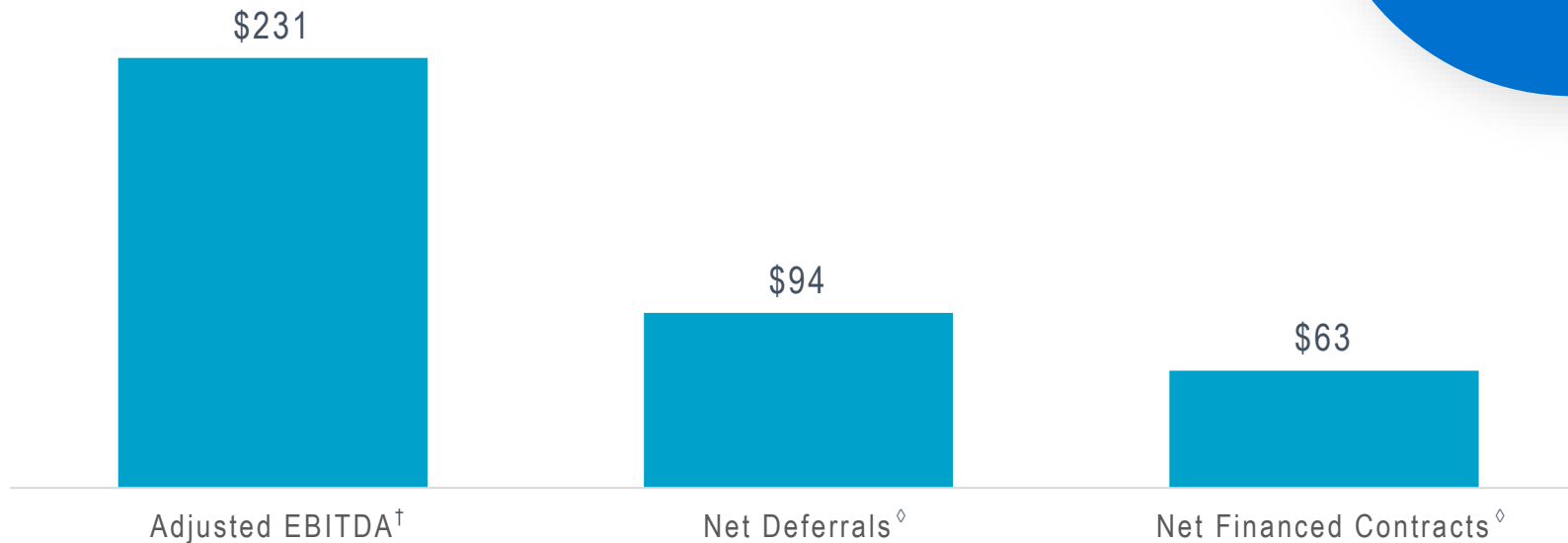
Alua Sun Helios Beach

ALG SEGMENT DRIVES SIGNIFICANT CASH FLOW GENERATION

ASSET-LIGHT PLATFORM HAS EXCEEDED EXPECTATIONS;
FINANCIAL PERFORMANCE DRIVES STRONG FREE CASH FLOW

Full-Year 2022 ALG Segment Financial Results

Adjusted EBITDA[†], Net Deferrals[◇], and Net Financed Contracts[◇]
(In Millions, USD)



~75%
FREE CASH FLOW
CONVERSION[◇]

BREATHLESS CANCUN SOUL
RESORT & SPA, MEXICO

HYATT + ALG WE'RE JUST GETTING STARTED

ZOËTRY CASA DEL MAR LOS CABOS, MEXICO

HYATT