

Annual General Meeting

October 3, 2023

Club Inventory

Hilton
GRAND VACATIONS



Contents

- **Maintenance Fees and Ownership by Club and HGV Developer**
- **Points Available, Saved, and Borrowed**
- **Inventory Usage and Occupancy**
- **Booking Trends**
- **Destination Xchange**
- **Scotland and Greece Resort Highlights**
- **EU and Asia Partner Resorts**



EU Collection Maintenance Fees 2023

as of May 31, 2023

Billed (Members & HGV) £ 57,418,866

Member Paid £ 29,096,994

HGV Paid £ 28,321,871



EU Collection – 2023 Use Year

as of July 31, 2023



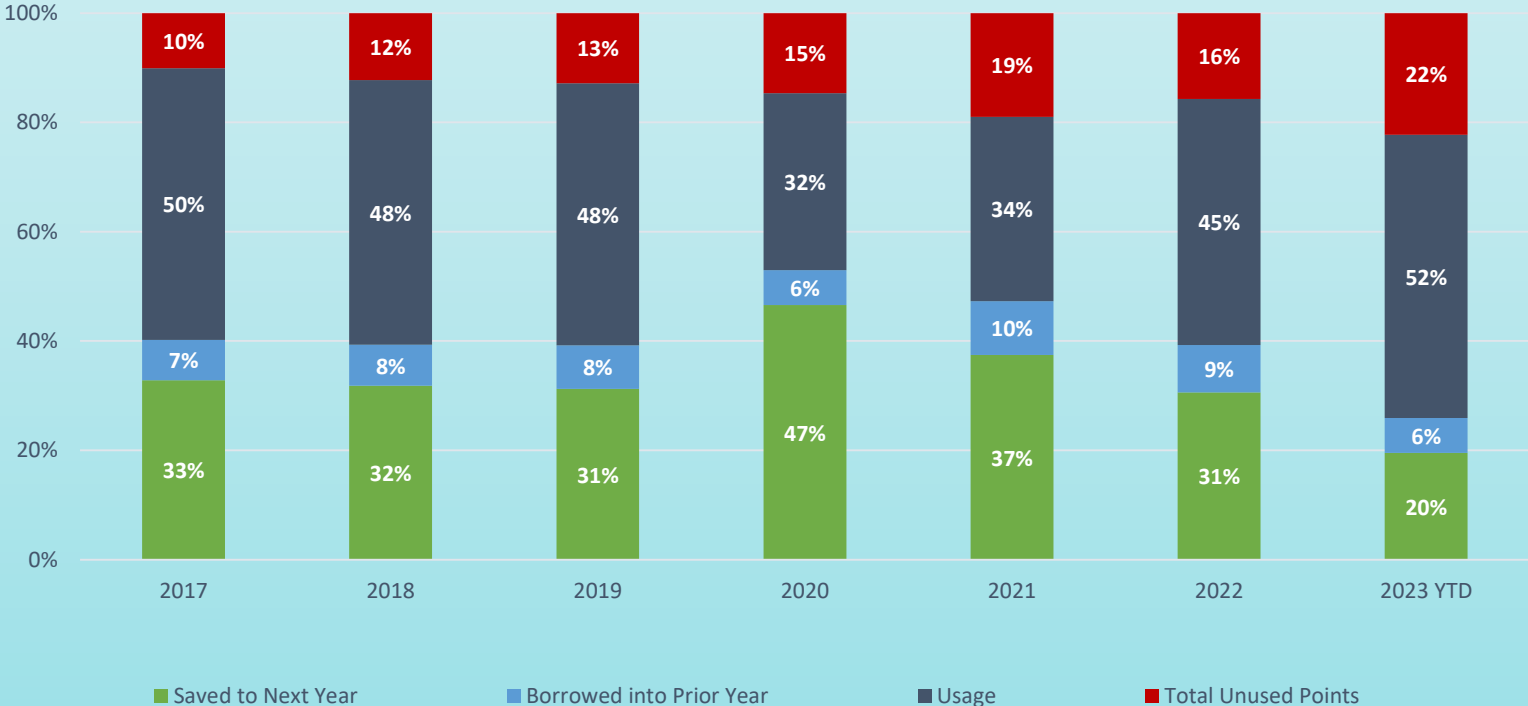
	EU Collection	Club Allocation	DREL Allocation
Weeks	79,080	43,258	35,822
Points	406,157,800	222,174,487	183,983,313
		55%	45%



2017-2023 Points Available for Use and How They were Used

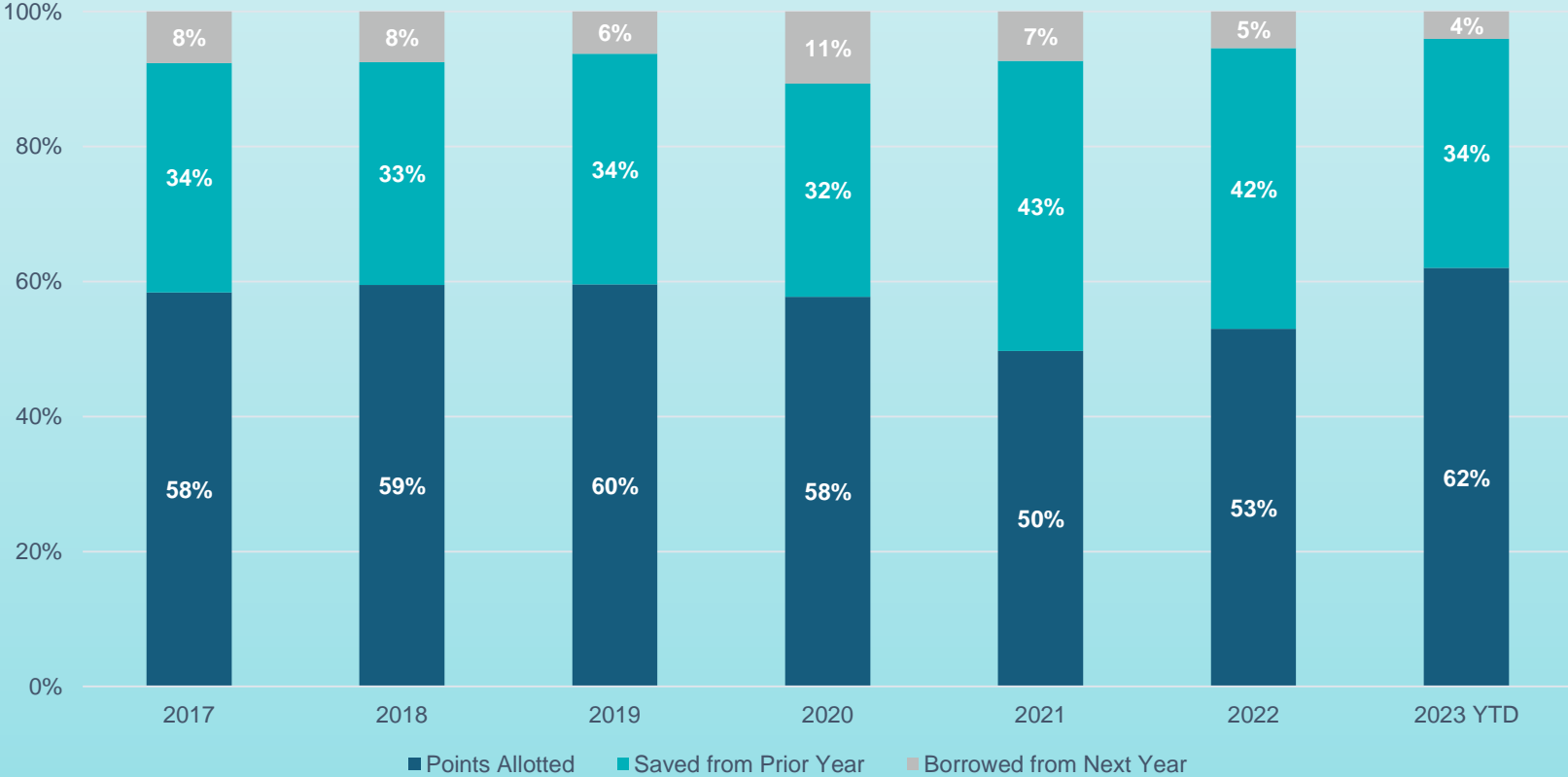
as of September 22, 2023

Points Used/Unused



2017– 2023 Percent Saved and Borrowed out of Annual Allotment as of September 22, 2023

Points Available for Use

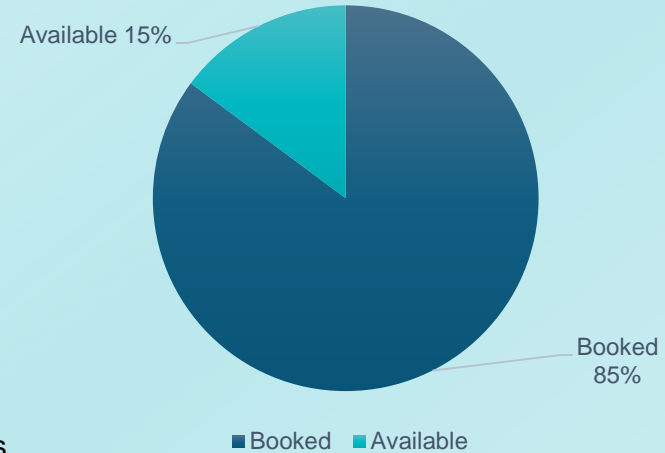


2022-2023 Inventory Usage – EU Club

all EU Properties

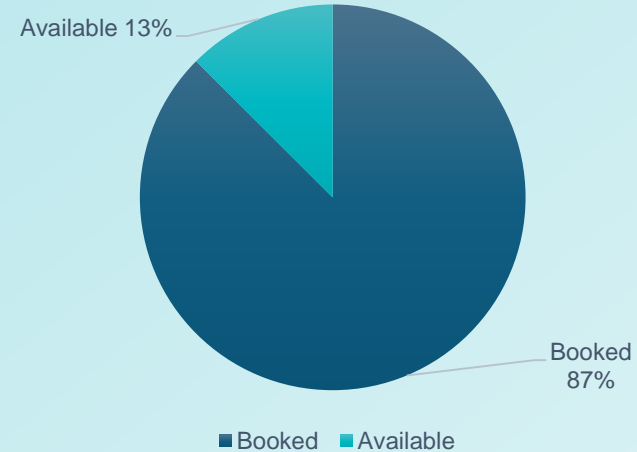


2022 Use Year



In Nights

2023 Use Year



In Nights

2023 Occupancy as of July 31, 2023

- Overall: 77%
 - Managed: 79%
 - Non-Managed: 52%
- Resorts with less than 70%:
 - Palazzo Catalani / Soriano
 - Alpine Club
 - Balkan Jewel
 - Diamond Suites on Malta
 - Gala Fjellgrend

2022 Occupancy as of December 31, 2022

- Overall: 86%
 - Managed: 89%
 - Non-Managed: 41%
- Resorts with less than 70%:
 - Palazzo Catalani / Soriano
 - Diamond Suites on Malta
 - Balkan Jewel
 - Village Heights
 - Gala Fjellgrend





Village Heights Resort

Embracing Mindful Vacation and Active Living

At the heart of generous Cretan nature with breathtaking views of the countryside, Village Heights Resort promises elegant, private, self-catered accommodations, an exhilarating 18-hole golf course at the nearby Crete Golf Club, indulgent spa treatments and warm & attentive service.

Crete, Greece





EU Member DEX Reservations as of July 31, 2023

2022	
Spain	318
United Kingdom	120
Portugal	89
United States	70
Italy	50
Other	32
Greece	25
Cyprus	14
Germany	13
Finland	13
Hungary	12
Switzerland	10
South Africa	10
Malta	10
Mexico	9
France	9
Egypt	8
Indonesia	7
Austria	7
Canada	5
Sweden	4
Total	835

2023	
Spain	244
United Kingdom	115
United States	98
Portugal	66
Italy	36
Other	21
Finland	20
Greece	17
Canada	10
South Africa	9
Mexico	9
Germany	7
Austria	7
Sweden	7
Malta	6
Egypt	6
Hungary	6
Australia	5
India	5
France	4
Turkey	4
Total	702

2024	
India	34
Morocco	22
Denmark	18
Thailand	9
Japan	7
Dominican Republic	3
Vietnam	3
Guadeloupe	3
Trinidad and Tobago	2
Malaysia	2
Bahamas	2
Barbados	2
New Zealand	1
Costa Rica	1
United Arab Emirates	1
Aruba	1
Cayman Islands	1
Argentina	1
Maldives	1
Sint Maarten	1
Other	0
Total	115

Grand Total: 1,652

*Grand Total includes reservations arriving from 2022 through 2024.

EU Collection Members Traveling in Europe

as of July 31, 2023

Region	2022	
	Points	Nights
Spain	98,500,509	147,056
England	58,073,345	74,320
Scotland	9,848,867	9,974
Portugal	6,294,605	7,275
Malta	4,222,724	5,512
France	4,565,231	4,860
Greece	6,140,500	4,749
Austria	2,258,718	2,899
Italy	1,650,891	1,377
Norway	503,000	546
Bulgaria	178,000	215
Grand Total	192,236,390	258,783



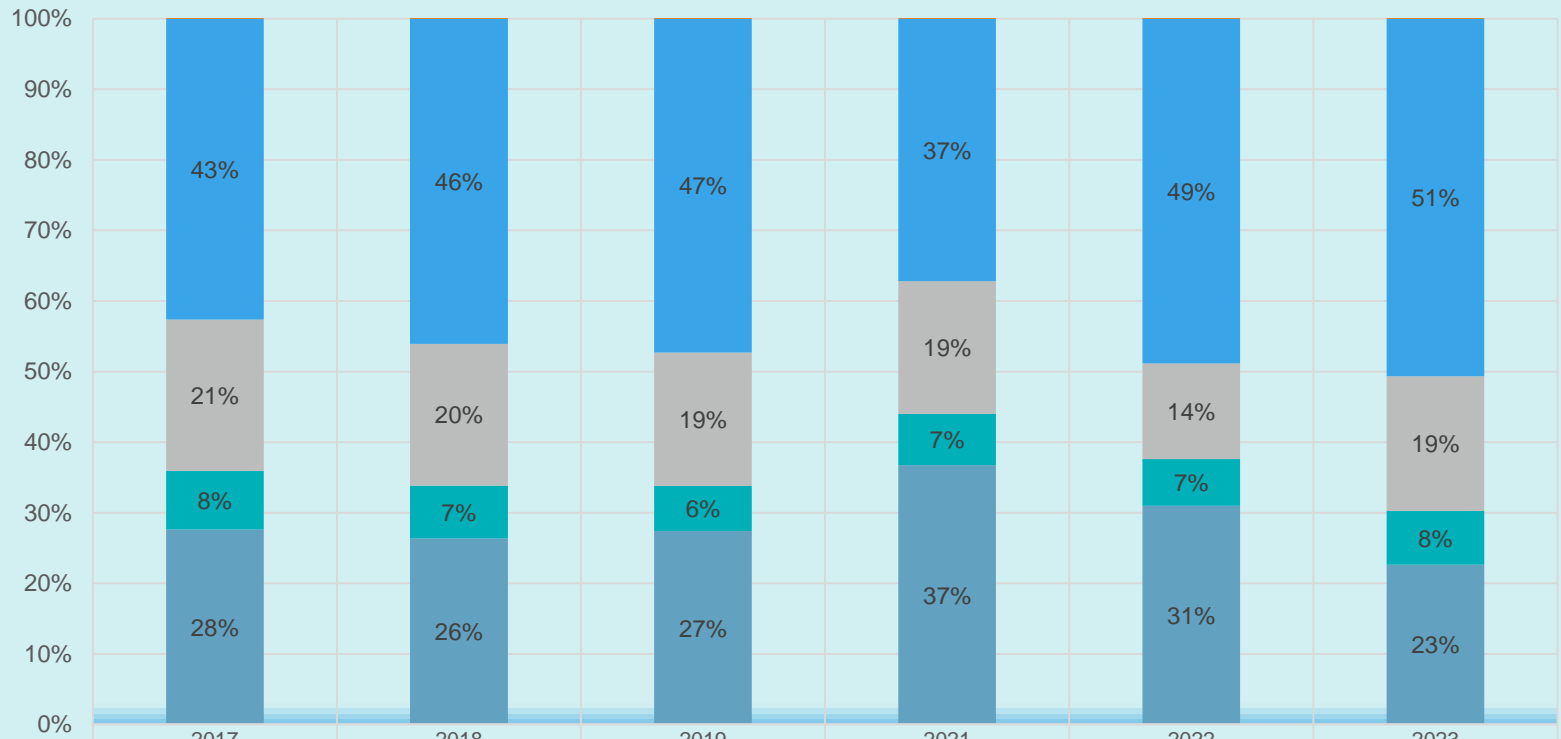
Region	2023	
	Points	Nights
Spain	97,929,846	142,583
England	50,244,667	61,408
Scotland	9,012,464	8,818
Portugal	6,238,282	6,954
France	5,046,142	4,991
Malta	4,078,784	4,888
Greece	4,478,500	3,694
Austria	2,305,515	2,648
Italy	1,463,062	1,160
Norway	310,500	343
Bulgaria	69,050	99
Grand Total	181,176,812	237,586



Booking Trends

as of September 27, 2023

2017-2019, 2021-2023 EU Club Booked Days Out for reservations arriving in the use year

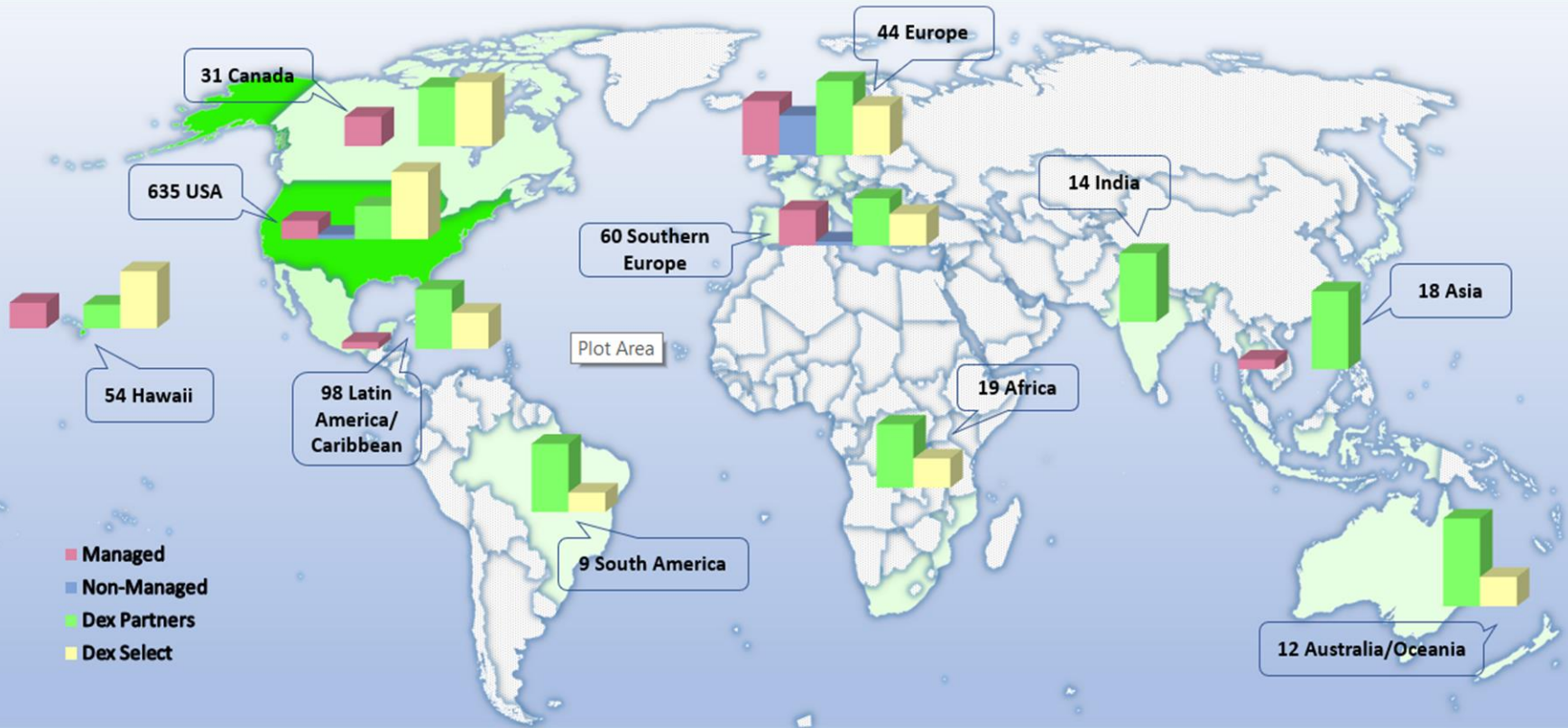


Reservation Total	52,898	46,478	43,179	24,163	37,288	34,837
181+	43%	46%	47%	37%	49%	51%
91-181	21%	20%	19%	19%	14%	19%
61-90	8%	7%	6%	7%	7%	8%
0-60	28%	26%	27%	37%	31%	23%

Current DEX Inventory

Destination Xchange Properties

- Managed, Non-Managed, Trading Partners and DEX Select



Country	Resorts	Country	Resorts	Country	Resorts	Country	Resorts	Country	Resorts	Country	Resorts
United States	689	India	14	Austria	9	Bahamas	3	Belize	2	Barbados	1
Mexico	73	Italy	12	Aruba	8	Cayman Islands	3	Greece	2	Czechia	1
Canada	31	Dominican Republic	11	Indonesia	6	Mozambique	3	Jamaica	2	Norway	1
Spain	26	Portugal	10	France	5	New Zealand	3	Japan	2	Switzerland	1
United Kingdom	26	Thailand	10	Costa Rica	4	Netherland Antilles	2	Malta	2		
South Africa	16	Australia	9	Germany	4	Bulgaria	2	Brazil	1		
										Total	994

Note: Includes resorts at which we had bookable inventory as of October 6, 2022



Craigendarroch Lodge

A Scottish Highlands Retreat with Victorian Charm

Our 19th-century self-catering hotel overlooks the Dee Valley, surrounded by the wooded mountains and hiking trails of Cairngorms National Park. We offer studio, one and two-bedroom suites with kitchenettes. Enjoy our indoor pools, tennis and squash courts, spa, and playground for the kids. We are seven miles from the royal grounds of Balmoral Castle.

Scotland, UK





Aviemore, Scotland, U.K

Coylumbridge Highland Lodges

Get out into the great outdoors

Cozy up in a Nordic-style 2- or 3-bedroom suite at Coylumbridge Highland Lodges, a quiet mountain hideaway in the Scottish Highlands. Coylumbridge lodges come with open-plan living areas, full kitchens and outdoor spaces for taking advantage of the picturesque natural landscapes that surround this Scotland timeshare resort. In addition to a wealth of onsite activities and amenities, this family-friendly resort is also conveniently located amidst the Cairngorm Mountains, home to some of the area's best hiking, rock climbing and skiing.



EU and Asia DEX Trading Partners as of July 31, 2023

Asia

Trading Partner	# of Resorts	Country	Inventory
Royal Resorts	2	India	Request Only
Royal Resorts	2	Indonesia	Request Only
Anantara Vacation Club	2	Indonesia	Allocation
Anantara Vacation Club	4	Thailand	Allocation
Absolute World Travel Ltd	2	Thailand	Allocation
Royal Resorts	1	Thailand	Request Only



Anantara Chiang Mai, Thailand



Mondi Oberstaufen, Germany

Europe

Trading Partner	# of Resorts	Country	Inventory
Mondi Holidays Easy Exchange	4	Austria	Allocation
Mondi Holidays Easy Exchange	1	Germany	Allocation



Absolute Twin Sands Resort

A Stunning Resort With Contemporary Apartments

Nestled between two of Phuket's more secluded sandy beaches, every one of the 183 studio, one or two-bed apartments combine the best of contemporary design, architecture and furnishings to create a comfortably chic holiday retreat for couples and families alike.

Patong, Phuket, Thailand



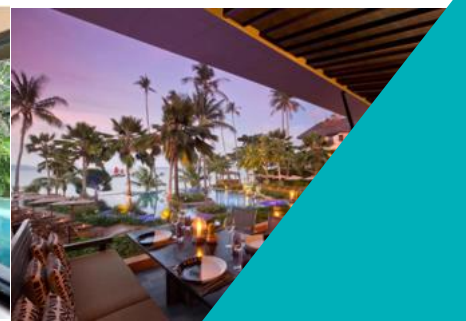


Anantara Bophut Koh Samui

On the Stunning Gulf of Siam

Step into a majestic sanctuary and indulge in blissful treatments at the Bill Bensley-designed spa. Leave the little ones to have a blast at the kids' club while you savour the exotic flavours of Peruvian cuisine at Guilty restaurant overlooking the ocean. Spend lazy days by the pool or stroll to nearby Fisherman's Village for a taste of local culture, with dazzling fire shows and a sizzling culinary scene.

Koh Samui, Thailand



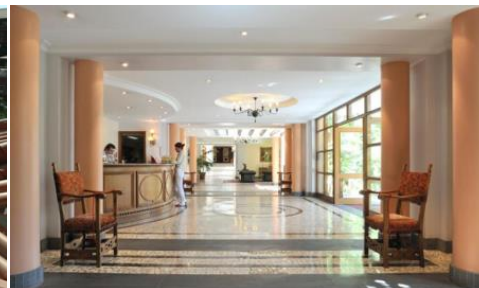
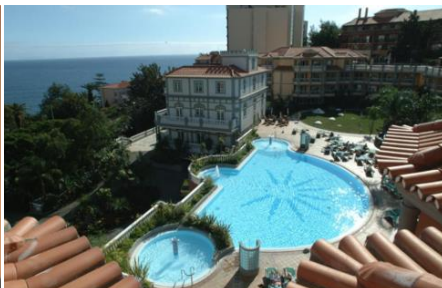


Pestana Miramar

A 4-Star Hotel With Incredible Views

The Pestana Miramar, surrounded by 6,000 m² of tropical gardens, is a 4-star hotel in Funchal, close to the beach and a 15 minute-walk from the centre of Funchal. It is located on the old Funchal manor with incredible views of the city, the port and the bay. During your stay you can enjoy three swimming pools and relax at the Health Club with a gym, sauna, Turkish bath and Jacuzzi.

Funchal, Portugal

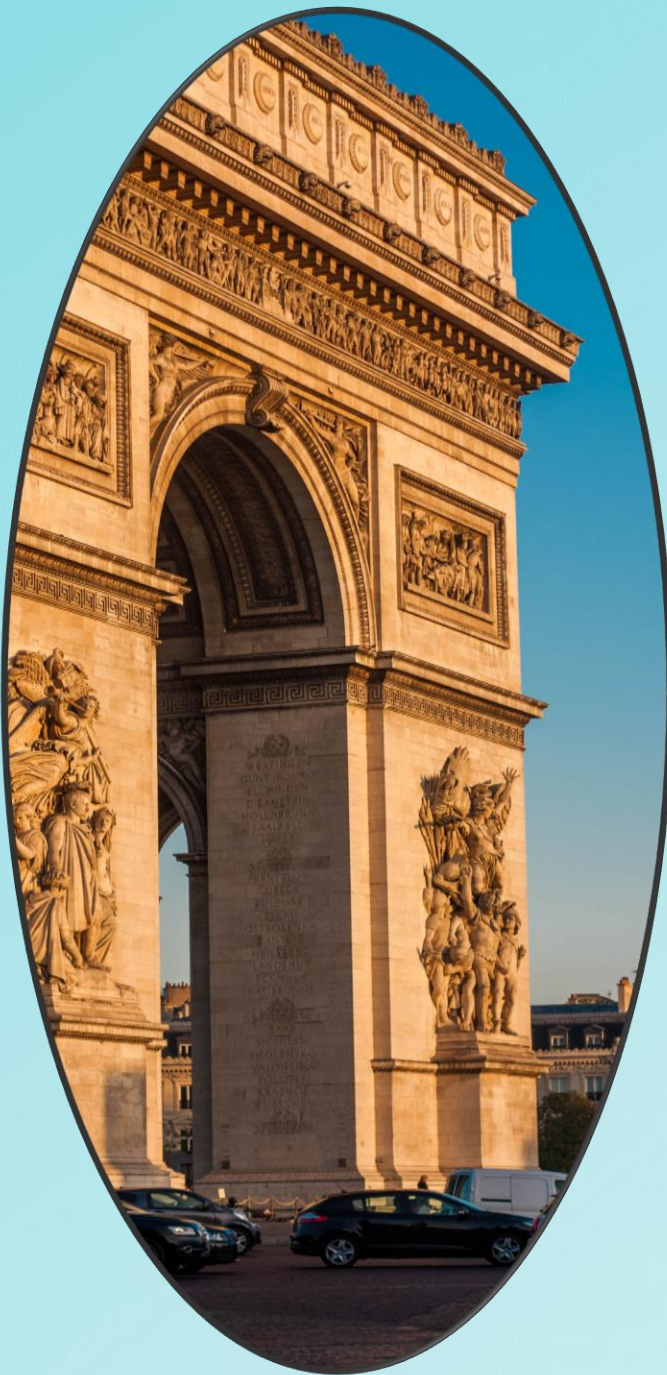


Thank You

Why do you suddenly see availability?

- DREL releases space to the Club
- Delinquency
- Ownership Changes
- Member Benefits

European Collection does not 'hold' space



Booking Trends – Club Reservations

Managed Properties



		Booked Days Out				
		0-60	61-90	91-180	181-365	366+
Arrival Year	2017	27%	9%	21%	30%	14%
	2018	26%	8%	21%	32%	14%
	2019	27%	7%	19%	32%	15%
	2021	54%	7%	12%	18%	10%
	2022	31%	7%	13%	23%	25%
	2023*	21%	7%	19%	29%	23%

*2023 includes reservations booked thru July 31, 2023

EU Points Usage as of September 18, 2023

2017-2023 EU Club Points Summary

	2017	2018	2019	2020	2021	2022	2023 YTD
Points Allotted	375,230,282	378,579,191	350,815,294	339,366,644	317,268,518	298,706,645	308,825,768
Saved from Prior Year	218,480,661	210,148,646	201,008,354	185,817,387	274,194,755	234,563,686	169,074,901
Borrowed from Next Year	48,958,625	47,739,691	36,943,524	62,758,967	46,830,843	30,584,722	20,123,769
Total Points Available	642,669,568	636,467,528	588,767,172	587,942,998	638,294,116	563,855,053	498,024,438
Saved to Next Year	-210,920,921	-202,457,121	-183,861,805	-273,831,052	-239,052,356	-172,619,669	-97,402,442
Borrowed into Prior Year	-47,598,715	-47,911,734	-46,909,478	-37,550,153	-62,971,850	-48,928,841	-31,755,030
Usage	-319,393,183	-308,077,164	-282,321,173	-190,320,963	-215,248,724	-253,727,620	-258,119,799
Total Points Used	-577,912,819	-558,446,019	-513,092,456	-501,702,168	-517,272,930	-475,276,130	-387,277,271
Total Unused Points	64,756,749	78,021,509	75,674,716	86,240,830	121,021,186	88,578,923	110,747,167
Delinquent Points	-30,018,423	-30,286,335	-28,065,224	-44,117,664	-38,072,222	-44,805,997	-46,323,865
Net Unused Points	34,738,326	47,735,174	47,609,492	42,123,166	82,948,964	43,772,926	64,423,302
Potential 2022 Points to Expire							-27,000,000
Remaining Unused Points	34,738,326	47,735,174	47,609,492	42,123,166	82,948,964	43,772,926	37,423,302
# Members (Beginning of Year)	25,029	23,801	21,630	20,010	18,432	16,593	15,826

2022 & 2023 EU Club Points Usage Summaries

as of July 31, 2023

2023 EU Club Points Usage Summary

Description	Points Used	% of Usage
Bookings at Managed	-203,411,588	82%
Bookings at Affiliates & Partners	-17,549,263	7%
II Exchanges	-1,933,875	1%
Destination Xchange	-7,114,600	3%
Member Benefits	-18,668,009	8%
Total Usage	-248,677,335	100%

2022 Summary of EU Club Points Usage

Description	Points Used	% of Usage
Bookings at Managed	-200,058,412	79%
Bookings at Affiliates & Partners	-21,640,962	8%
II Exchanges	-2,618,240	1%
Destination Xchange	-14,217,322	6%
Member Benefits	-16,128,086	6%
Total Usage	-254,663,022	100%