

European Annual General Meeting

Inventory Operations

Contents

Ownership

- An overview of European ownership numbers and the EU Collection.

Points Usage and Occupancy

- Where are members travelling to and where are the opportunities to still travel to?

Member Booking Trends

- An explanation towards how availability is booked.

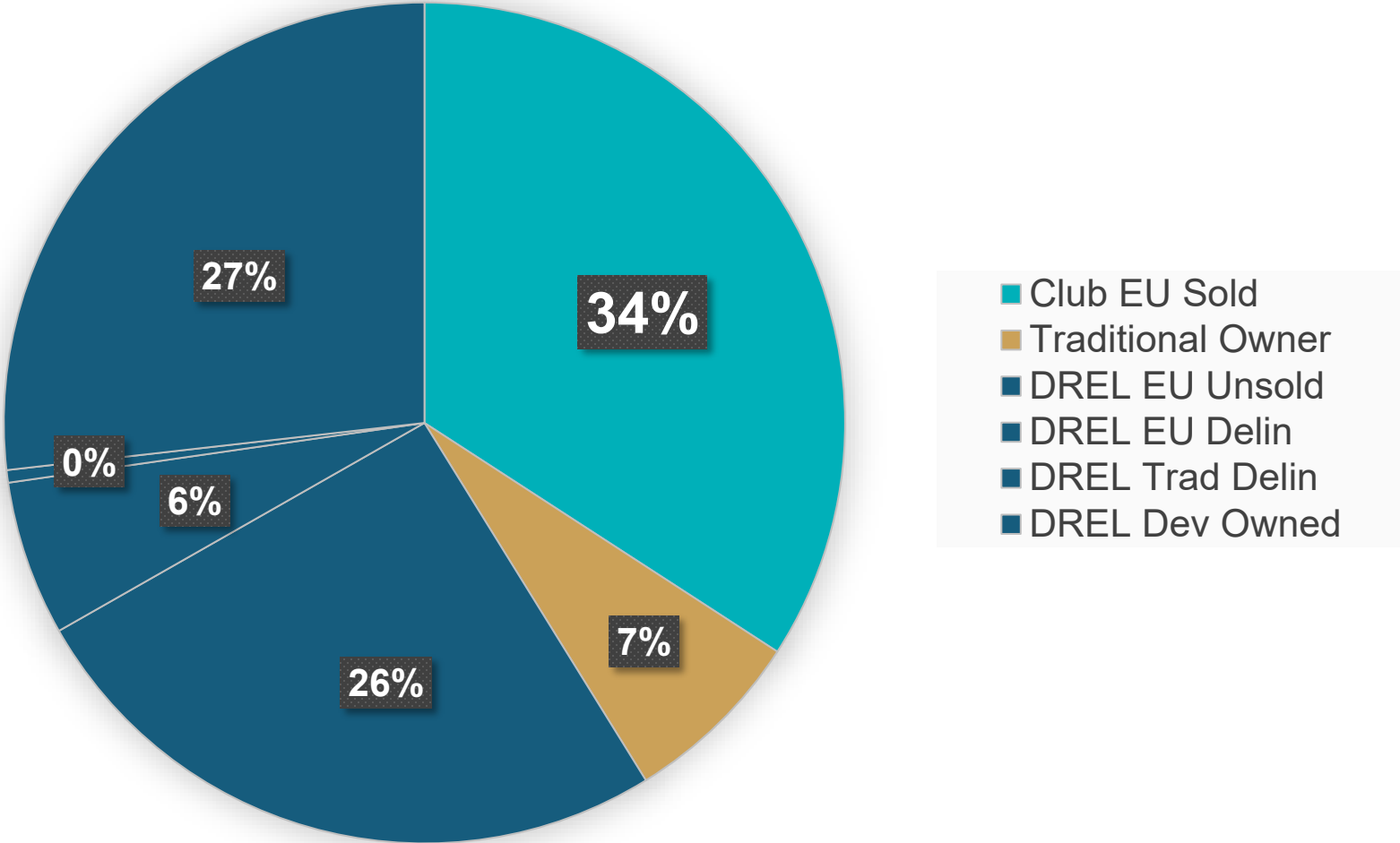
Changing Availability

- Why does it change inside the 13-month booking window?



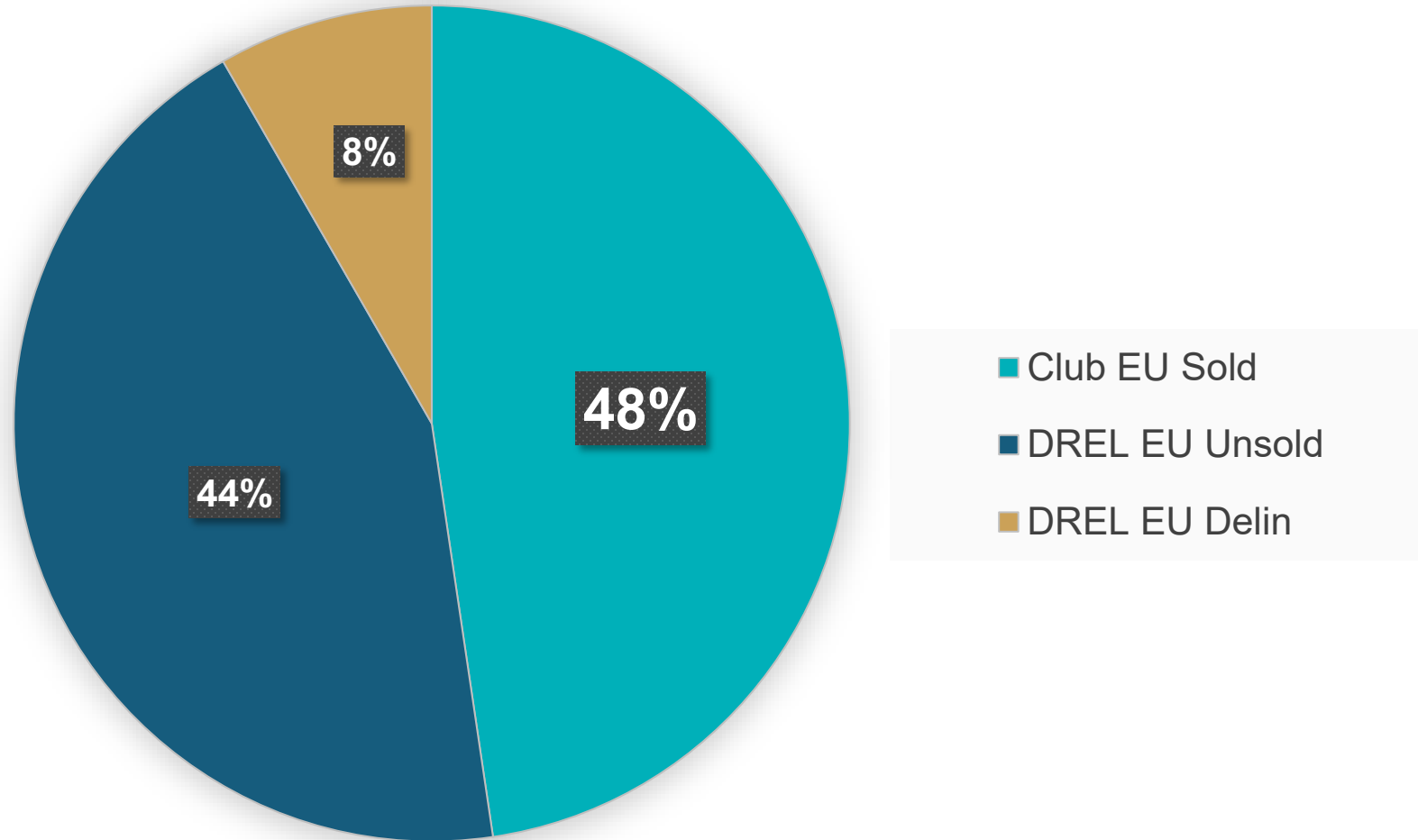
Ownership Levels

EU Portfolio



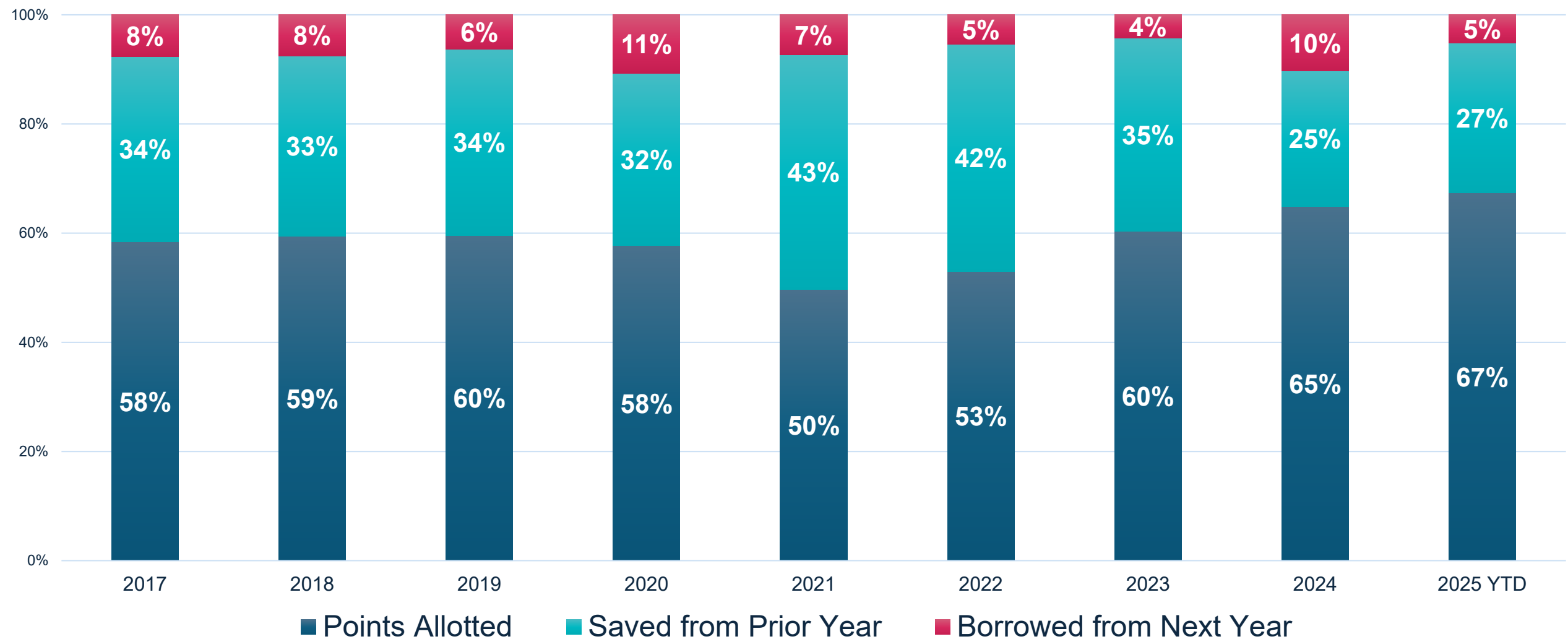
Ownership Levels

2025 European Collection



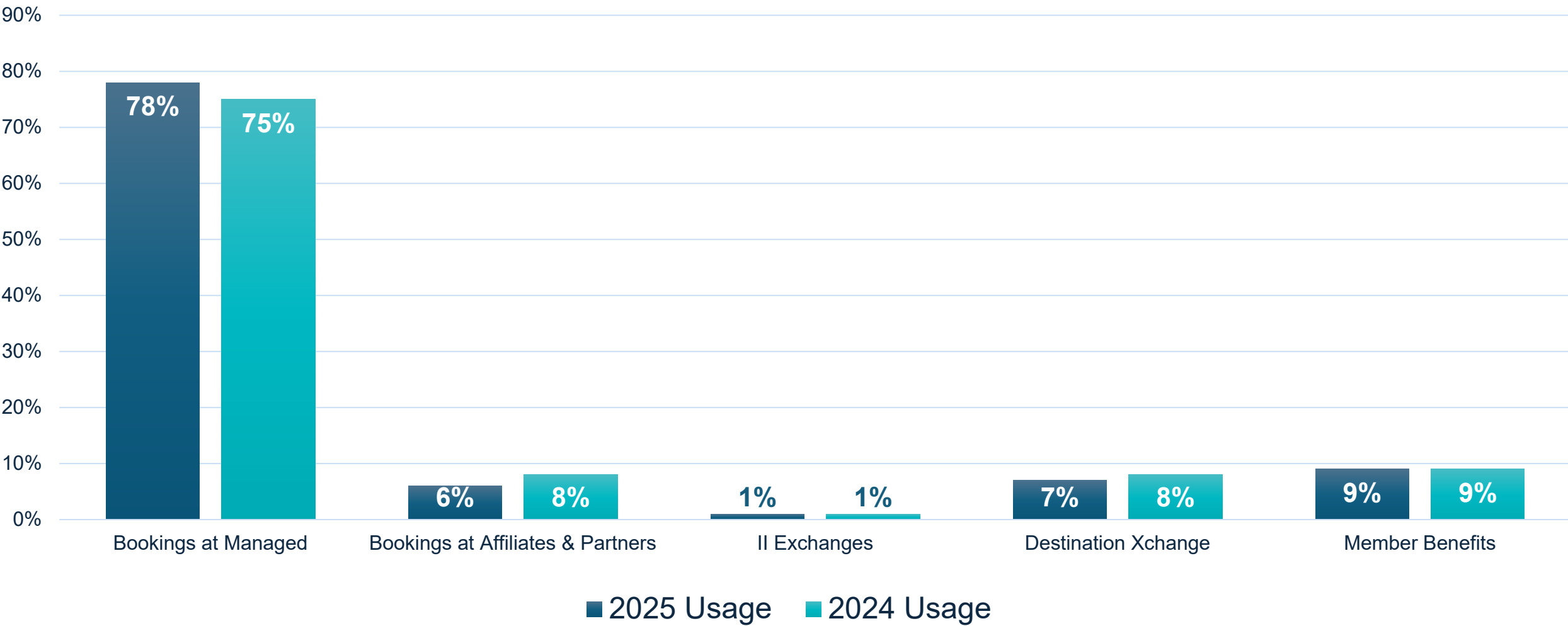
2017– 2024 Points Available for Use

Points Available for Use



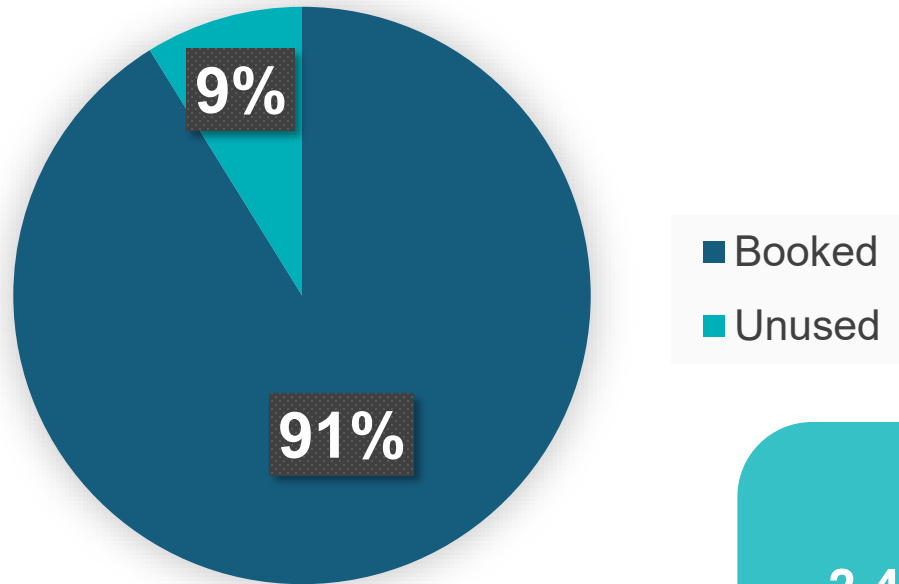
2024-2025 EU Club Points Usage Summaries

Summary of EU club points usage

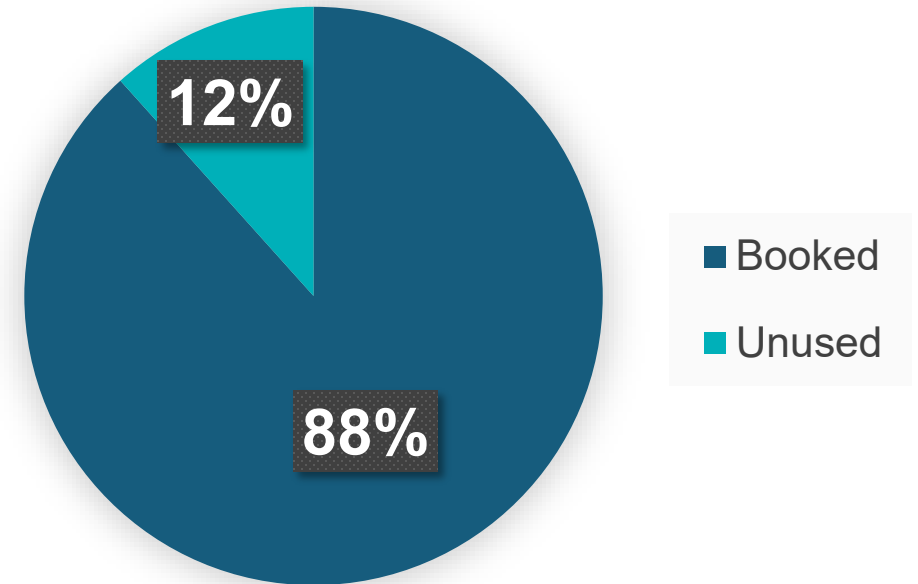


Club Inventory Usage

2023 Use Year



2024 Use Year



2,443 EU club
weeks unused in
2025



Past and Future Opportunities

Past

- Woodford Bridge Country Club – UK
- Le Club Mougins - France
- Village Heights - Crete
- White Sands Beach Club - Menorca
- Balkan Jewel - Bulgaria

Future

- Woodford Bridge Country Club - UK
- Los Amigos Beach Club – Costa Del Sol
- Le Club Mougins - France
- Alpine Club - Austria
- Balkan Jewel - Bulgaria

Occupancy

2024

Overall: 90%

- Managed: 90%
- Non-Managed: 57%

Resorts with less than 70%

- Palazzo Catalani/Soriano
- Alpine Club
- Balkan Jewel
- Diamond Suites Malta
- Gala Fjellgrend

2025

Overall: 87%

- Managed: 88%
- Non-Managed: 51%

Resorts with less than 70%

- Balkan Jewel
- Gala Fjellgrend





Booking Trends

Why can't I find availability at midnight, 13 months in advance?

Anderton Marina

Days Before Arrival	395	396	397	398	399	400	401
Arrival Date	3rd Aug 2025	4th Aug 2025	5th Aug 2025	6th Aug 2025	7th Aug 2025	8th Aug 2025	9th Aug 2025
Made Available	3	3	3	3	3	3	3
Booked	3	3	3	3	3	3	3
Still Available	0	0	0	0	0	0	0

3 x Members book for 14 nights arriving 3rd August 2025



Booking Trends

Why can't I find availability at midnight, 13 months in advance?

Anderton Marina

Days Before Arrival	402	403	404	405	406	407	408
Arrival Date	10th Aug 2025	11th Aug 2025	12th Aug 2025	13th Aug 2025	14th Aug 2025	15th Aug 2025	16th Aug 2025
Made Available	3	3	3	3	3	3	3
Booked	3	3	3	3	3	3	3
Still Available	0	0	0	0	0	0	0

3 x Members book for 14 nights arriving 3rd August 2025



Booking Trends

Why can't I find availability at midnight, 13 months in advance?

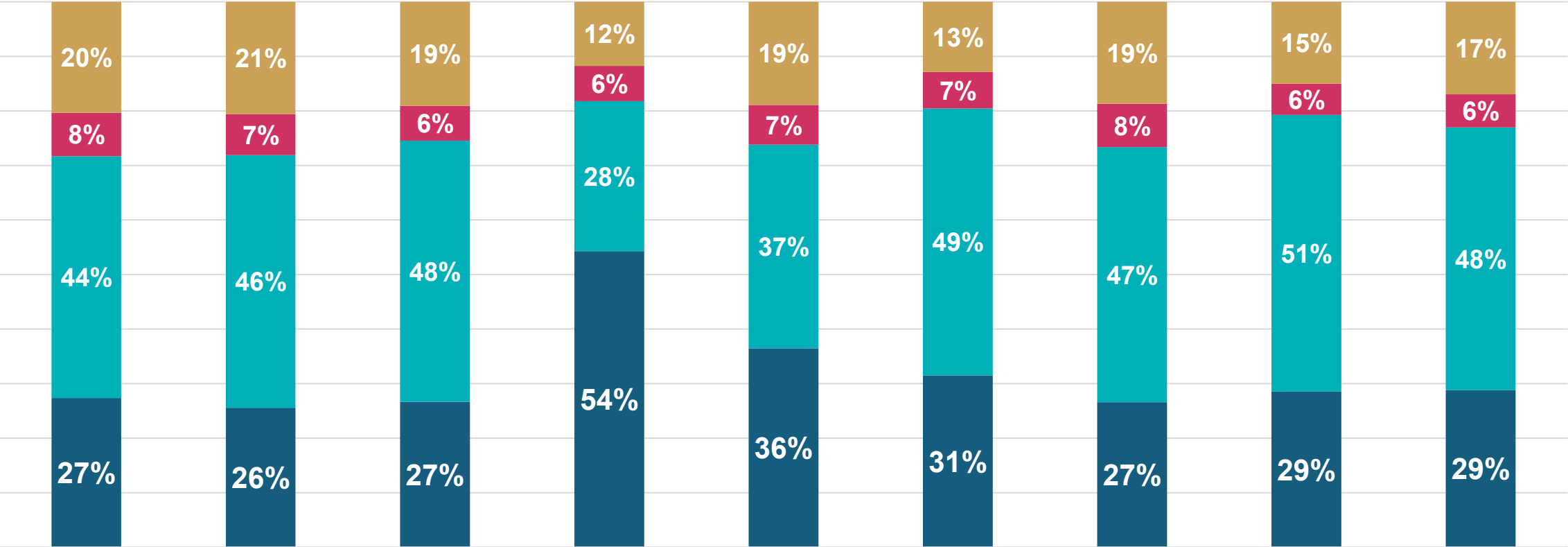
Anderton Marina

Days Before Arrival	402	403	404	405	406	407	408
Arrival Date	17th Aug 2025	18th Aug 2025	19th Aug 2025	20th Aug 2025	21st Aug 2025	22nd Aug 2025	23rd Aug 2025
Made Available	3	3	3	3	3	3	3
Booked	0	0	0	0	0	0	0
Still Available	3	3	3	3	3	3	3

3 x Members book for 14 nights arriving 3rd August 2025

Booking Trends

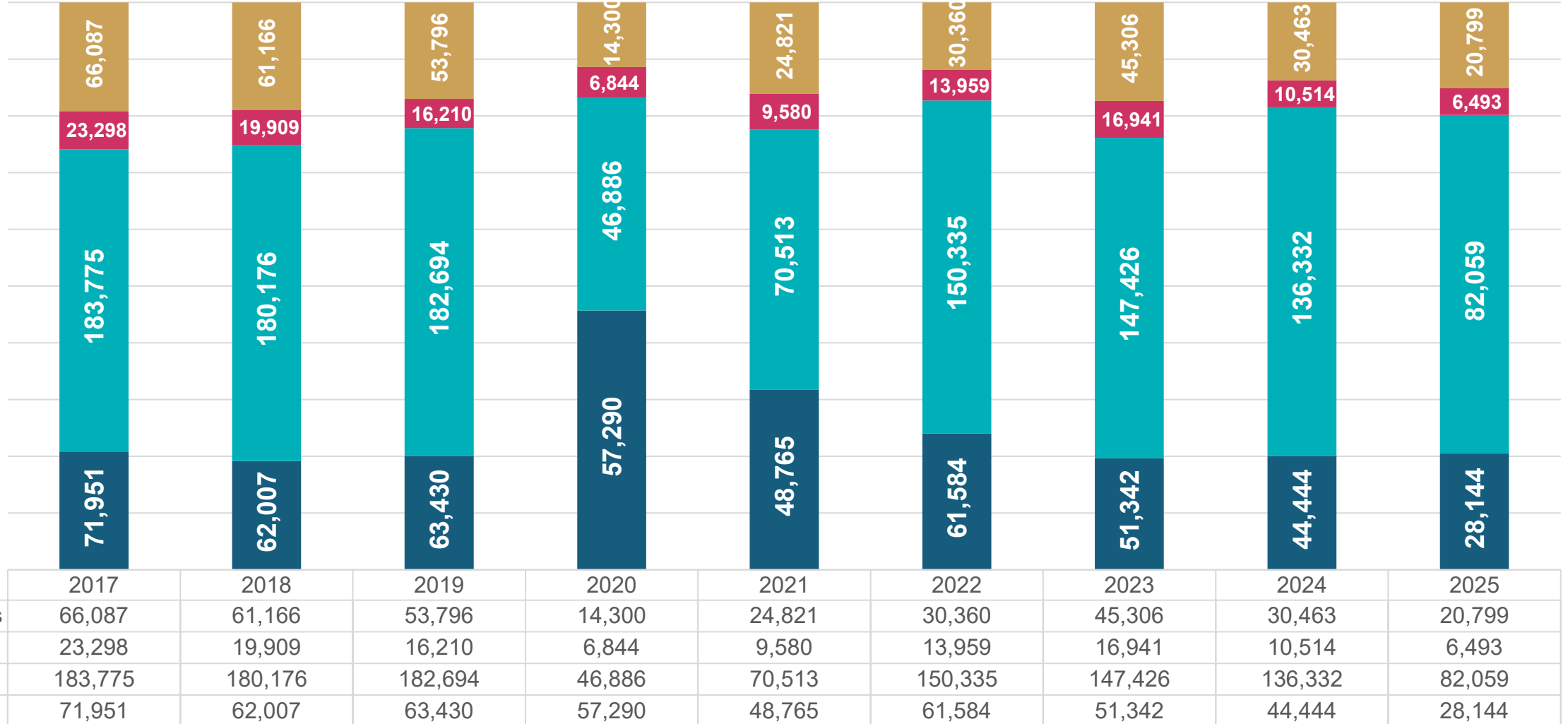
EU club booked days out



	2017	2018	2019	2020	2021	2022	2023	2024	2025
91-180 Days	20%	21%	19%	12%	19%	13%	19%	15%	17%
61-90 Days	8%	7%	6%	6%	7%	7%	8%	6%	6%
181+ Days	44%	46%	48%	28%	37%	49%	47%	51%	48%
0-60 Days	27%	26%	27%	54%	36%	31%	27%	29%	29%

Booking Trends

EU club nights by booked days out





Why do you suddenly see availability?

DREL shares its inventory with members when non-usage is expected

System rules are in place to avoid non-usage in last minute arrival windows

Regularly reviewed – Overseen by independent team

Thank you