



GRAND HYATT LA MANGA CLUB GOLF & SPA, SPAIN  
NEWLY OPENED IN Q2 2023



**Increased** system-wide RevPAR **15%** vs. Q2 2022



**Generated** total fees<sup>1</sup> of **\$248M**, a new record



**Updated** full-year RevPAR outlook: **14% to 16%**



**Expanded** pipeline to record **119,000** rooms

## Hyatt Accelerates Transformation

- Announced Hyatt Studios<sup>2</sup>, introduced Impression by Secrets<sup>3</sup>, and acquired Mr & Mrs Smith<sup>4</sup>, expanding our offerings
- Integrated Dream Hotel Group and Lindner Hotels into World of Hyatt; grew World of Hyatt membership by 20% in the last 12 months
- World of Hyatt recognized by Freddie Awards as Best Elite Program<sup>5</sup>
- Published our 2022 World of Care Highlights



**Mark Hoplamazian**  
President & CEO  
Hyatt

“ For the fifth consecutive quarter we posted record results demonstrating our unique positioning and continued momentum. System-wide RevPAR expanded 15% year-over-year, generating a record level of total fee revenue in the quarter. We updated our full year RevPAR outlook, and we expanded our pipeline to 119,000 rooms, representing approximately 40% of our existing portfolio. Our outlook remains optimistic, fueled by strong group booking activity during the quarter, resulting in 2024 group pace up 10%. We believe our increasing asset-light earnings mix and free cash flow define a clear path for continued success and enhanced shareholder value into the future. ”

## STRATEGIC AGILITY Driving Results

**\$68M** NET INCOME

**\$0.63** DILUTED EPS

**\$248M** TOTAL FEES<sup>1</sup>

**6.9%** NET ROOMS GROWTH

**\$273M** ADJUSTED EBITDA<sup>6</sup>

**\$28M** NET DEFERRALS<sup>7</sup>

**\$14M** NET FINANCED CONTRACTS<sup>7</sup>

(1) Represents gross Management, Franchise, License, and Other Fees.

(2) Hyatt Studios brand was announced on April 18, 2023.

(3) Impression by Secrets brand launched on May 24, 2023.

(4) Mr & Mrs Smith acquired on June 2, 2023.

(5) Freddie Awards, 2023 Winner's Circle, March 2023.

(6) Adjusted EBITDA is a non-GAAP measure that is not calculated or presented in accordance with generally accepted accounting principles in the United States ("GAAP") and may not be comparable to similarly titled measures of other companies due to varying methods of calculations. For how we define Adjusted EBITDA and for a reconciliation to the most directly comparable GAAP measure, please see Hyatt's Q2 2023 earnings release available at investors.hyatt.com.

(7) Relates to Net Deferrals and Net Financed Contracts associated with Unlimited Vacation Club contracts. Refer to Hyatt's Q2 2023 earnings release available at investors.hyatt.com for definitions of Net Deferrals and Net Financed Contracts.