



ANDAZ MACAU
NEWLY OPENED IN Q3 2023



Increased system-wide RevPAR¹ **8.9%** vs. Q3 2022



Generated total fees² of **\$250M**, a new record



Repurchased Class A shares for **\$408M** YTD³



Expanded pipeline to record **123,000** rooms

Hyatt Accelerates Transformation

- Introduced Homes & Hideaways by World of Hyatt, our new short-term vacation rental platform.
- Achieved an Asset-Light Earnings Mix⁴ of approximately 80% in the quarter, showcasing the success of our transformation.
- Opened seven UrCove properties, bringing the total to 30 opened hotels and a total of 100 properties including those in our pipeline.



Mark Hoplamazian
President & CEO
Hyatt

“ We had a tremendous quarter, largely driven by the strength in our core business. Our third quarter performance contributed to a 25% improvement in total fees for the first nine months of the year compared to 2022. We expect strong fee growth to continue, fueled by our record pipeline of 123,000 rooms and higher levels of conversion opportunities combined with robust demand for travel around the globe. We continue to successfully execute our asset-light transformation and growth strategy while returning meaningful capital to shareholders. ”

STRATEGIC AGILITY Driving Results

\$68M NET INCOME

\$0.63 DILUTED EPS

\$250M TOTAL FEES²

6.2% NET ROOMS GROWTH

\$247M ADJUSTED EBITDA⁵

\$14M NET DEFERRALS⁶

\$21M NET FINANCED CONTRACTS⁶

(1) RevPAR percentage changes are in constant currency.

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

(3) Represents total shares repurchased in 2023 through October 31, 2023.

(4) Refer to Hyatt's Q3 2023 earnings release available at investors.hyatt.com for the definition of Asset-Light Earnings Mix.

(5) 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 Q3 2023 earnings release available at investors.hyatt.com.

(6) Relates to Net Deferrals and Net Financed Contracts associated with Unlimited Vacation Club contracts. Refer to Hyatt's Q3 2023 earnings release available at investors.hyatt.com for definitions of Net Deferrals and Net Financed Contracts.