



# TRAVEL+ LEISURE

**Michael D. Brown**

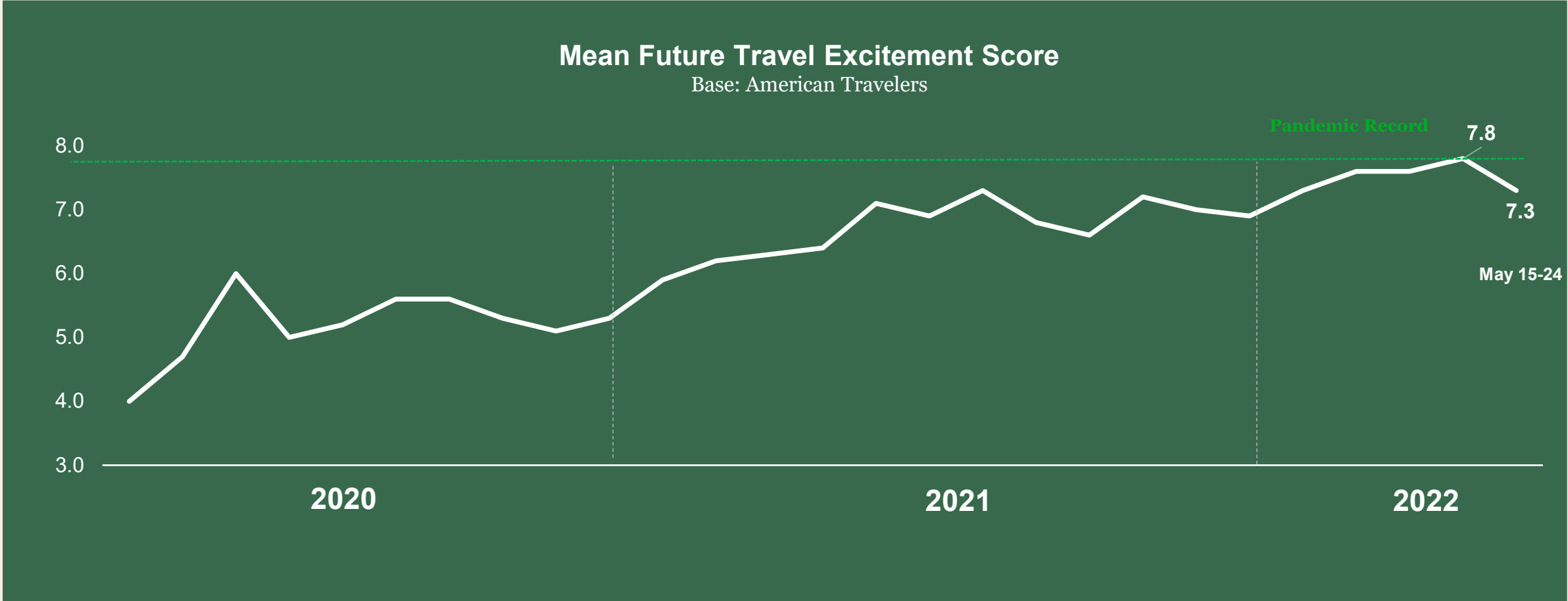
President & Chief Executive Officer



inflation  
stock market  
global health Russia  
COVID-19 change  
supply chain disruption  
challenges  
uncertainty  
political discourse  
rising gas prices  
Ukraine gun violence  
recession

**LEISURE TRAVEL  
IS BACK!**

# TRAVEL SENTIMENT



# **POST SUMMER (UN)CERTAINTY**

# TRAVEL + LEISURE CO.



Publicly traded since June 2018  
Headquartered in Orlando, Florida

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Vacation Ownership and Exchange  
Launched Travel Subscription in 2021

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245+ vacation ownership resorts  
17,000 Associates  
\$4B Gross Revenue

**TRAVEL+  
LEISURE**

**WYNDHAM  
•DESTINATIONS**

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**RCI**

**PANORAMA**  
TRAVEL SOLUTIONS

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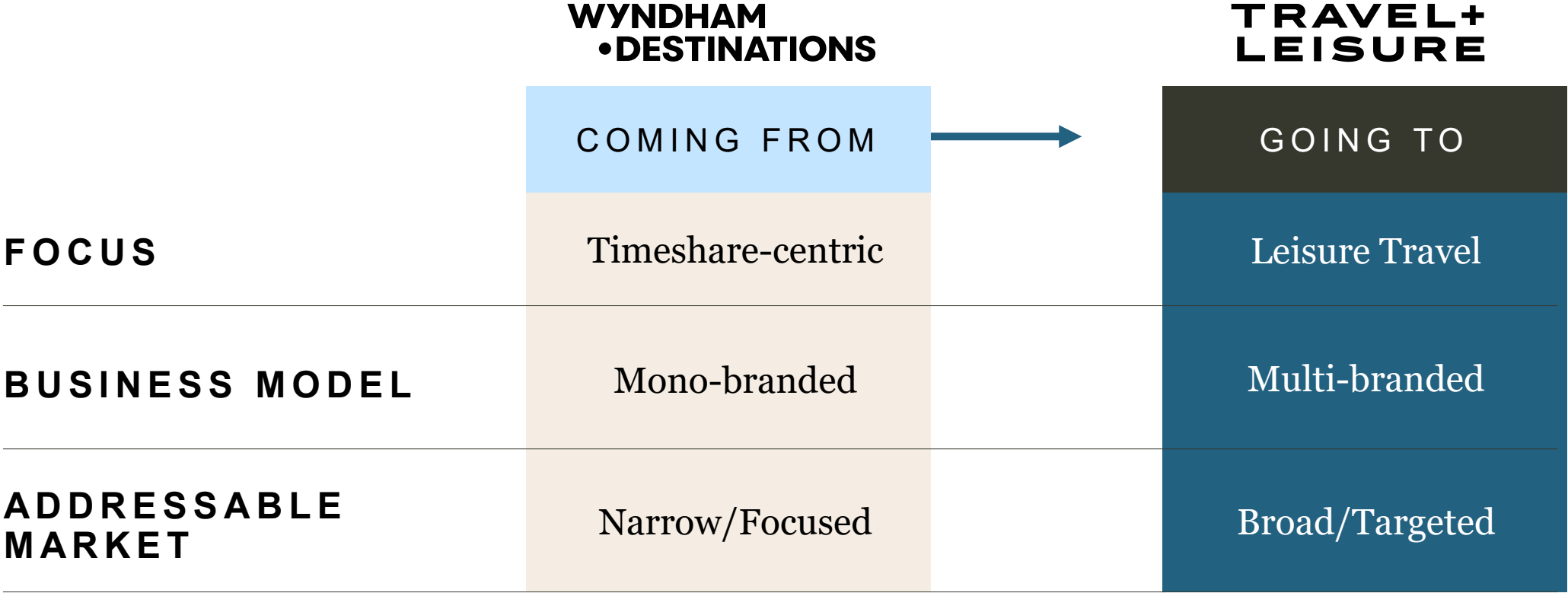
**TRAVEL+  
LEISURE**  
Group

**FOUNDATION**

**BUSINESS EXTENSIONS**

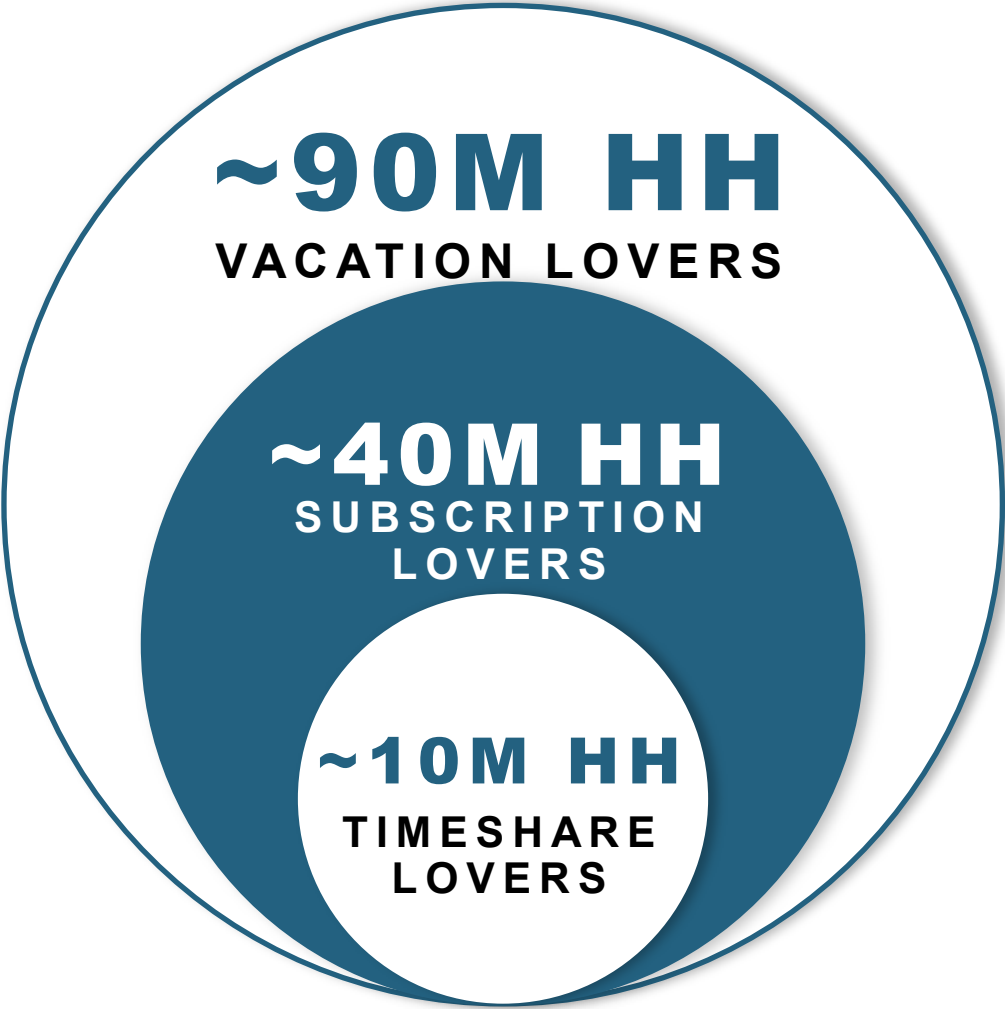


# BROADEN THE ENTERPRISE





# EXPANDING OUR TOTAL ADDRESSABLE MARKET



# NEW LINES WILL CAPITALIZE ON THE ‘PRIMEIFICATION’ MEGATREND

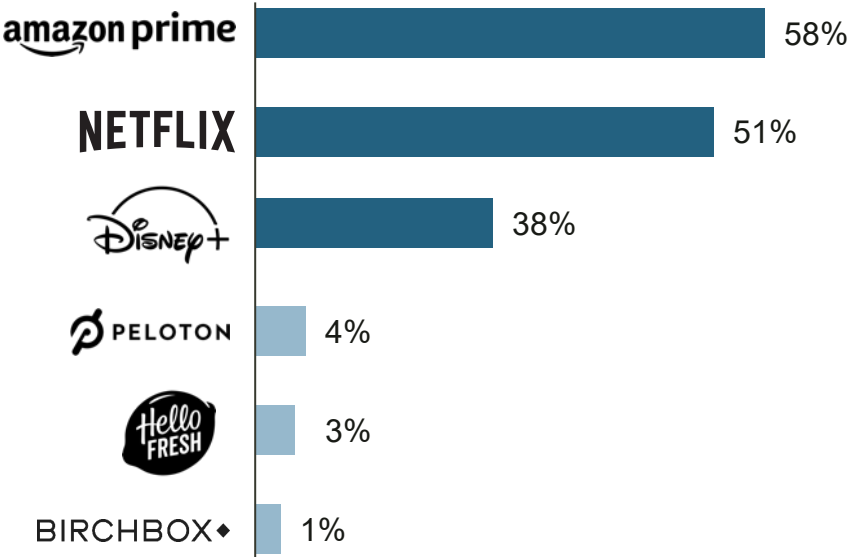
## RISE OF SUBSCRIPTION MODELS

**+400%** Subscription-based **revenue growth** in the last decade

**~6x** Subscription-based **revenue growth rate vs. S&P 500 avg.** in the last decade

**79%** **Adults in U.S. with subscription services**

## U.S. HOUSEHOLD PENETRATION RATES (2021)



# KEY STATISTICS SHOW STABILITY IN OUR OWNER/MEMBER BASE



**867K**  
OWNERS<sup>1</sup>



**~80%**  
OF OWNERS  
HAVE NO  
LOANS  
OUTSTANDING<sup>1</sup>

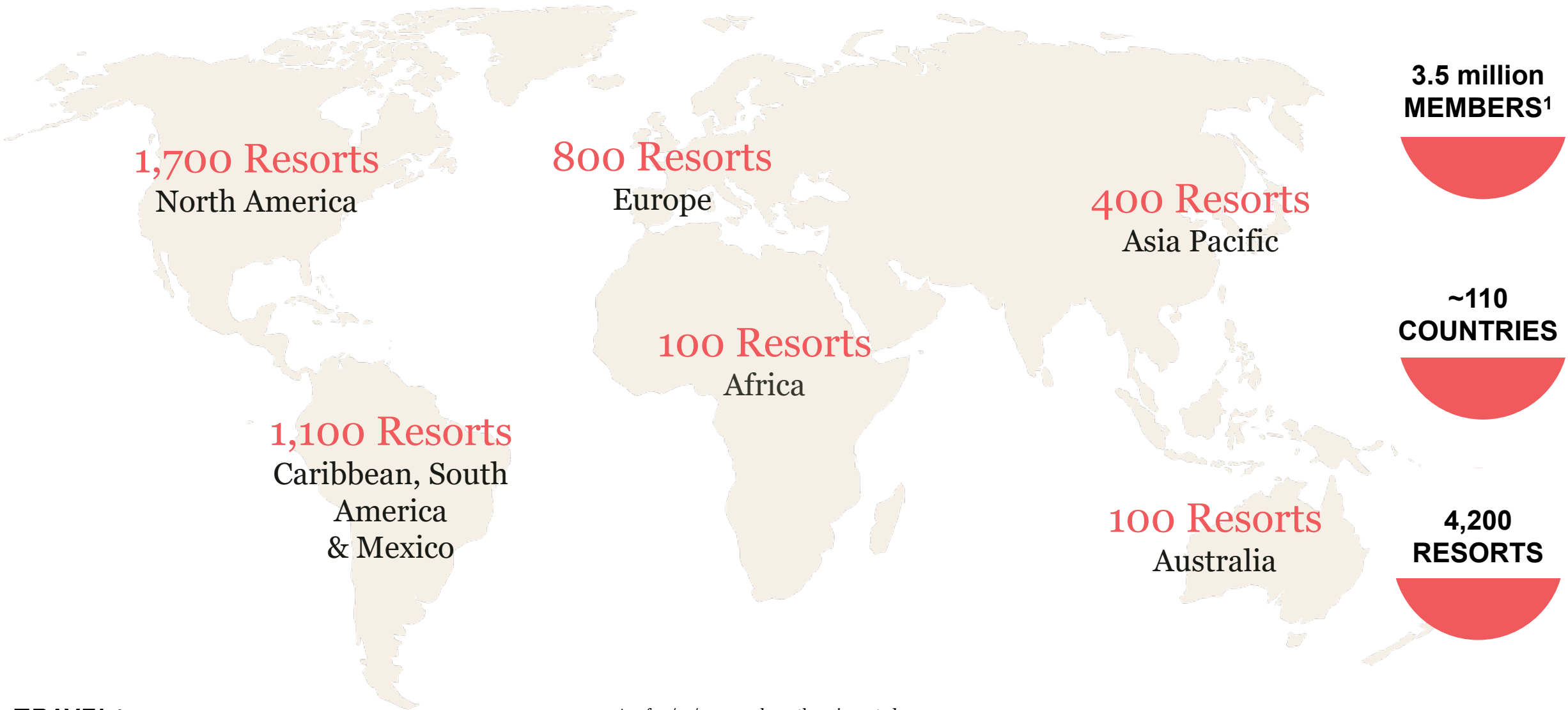


**98%**  
ANNUAL  
RETENTION  
OF OWNERS<sup>2</sup>



**69%**  
SALES TO  
MILLENNIAL/  
GENX<sup>3</sup>

# WORLD'S LARGEST EXCHANGE COMPANY FOR 45+ YEARS



As of 12/31/2020, unless otherwise noted.  
1. Expected absolute member count at 12/31/2021

# PANORAMA TRAVEL SOLUTIONS PRODUCT OFFERING



- + B2B Travel Club Solution
- + Closed User Group Travel Club
- + White Label Under Partner Brand
- + Comprehensive Travel Platform at Preferred Pricing

# MARQUEE BRANDS RECOGNIZE THE VALUE



**1.4M** MEMBERS



**20K** MEMBERS

# WORLD'S MOST INFLUENTIAL TRAVEL BRAND





# TRAVEL + LEISURE FINANCIAL ALGORITHM

TOTAL ADDRESSABLE MARKET

**40M HOUSEHOLDS**

PENETRATION

**1%-3%**

**\$10** PER  
MONTH

TRANSACTION PROPENSITY

**2X-4X** PER  
YEAR

**\$500** AVERAGE  
TRANSACTION

**TRAVEL+**  
**LEISURE** Club



Puerto Vallarta, Mexico

# MEXICO COMPETITIVE STRENGTHS

- Quality of product
- Unparalleled service
- Attention to detail
- Warmth of people
- Wide array of flexible product
- Spectacular destinations
- Leader in timeshare industry
  - Generated \$4.9B in 2021





El Dorado Casitas



Sunset Plaza Beach Resort & Spa



The Grand Mayan Acapulco



El Dorado Seaside Suites



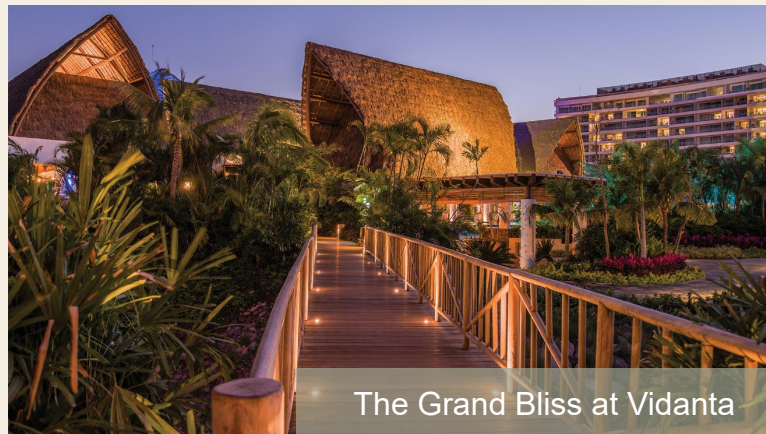
WorldMark Coral Baja



Palafitos Overwater Bungalows



Grand Luxxe Spa at Vidanta Riviera Maya



The Grand Bliss at Vidanta



El Dorado Royale



# ARDA KEY PILLARS

## **Advocate**

Advocate for legislation and regulations to reshape ARDA and the related benefits it provides to members.

## **Elevate**

Elevate education and awareness around key issues related to diversity, equity, and inclusion.

## **Promote**

Continue strong public promotion of our industry.

# STORYTELLING











# QUESTION+ ANSWER



TRAVEL+  
LEISURE