

## Hyatt Hotels Corporation

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Financial Information

(*unaudited*)

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*Percentages on the following schedules may not recompute due to rounding. Not meaningful percentage changes are presented as "NM".*



## Hyatt Hotels Corporation

### Reconciliation of Non-GAAP Financial Measure: Reconciliation of Total Revenues to Adjusted Revenues

<i>(in millions)</i>	Three Months Ended December 31,			Year Ended December 31,		
	2023	2022	Change (%)	2023	2022	Change (%)
<b>Total revenues</b>	<b>\$ 1,660</b>	<b>\$ 1,588</b>	<b>4.6 %</b>	<b>\$ 6,667</b>	<b>\$ 5,891</b>	<b>13.2 %</b>
Add: Contra revenue	13	4	220.6 %	47	31	51.2 %
Less: Revenues for the reimbursement of costs incurred on behalf of managed and franchised properties	(791)	(735)	(7.4)%	(3,058)	(2,620)	(16.7)%
<b>Adjusted revenues</b>	<b>\$ 882</b>	<b>\$ 857</b>	<b>3.2 %</b>	<b>\$ 3,656</b>	<b>\$ 3,302</b>	<b>10.8 %</b>
<b>Adjusted EBITDA Margin %</b>	<b>27.2 %</b>	<b>27.0 %</b>	<b>0.2 %</b>	<b>28.1 %</b>	<b>27.5 %</b>	<b>0.6 %</b>
<b>Adjusted EBITDA Margin % Change in Constant Currency</b>			<b>0.3 %</b>			<b>0.7 %</b>

## Hyatt Hotels Corporation

Reconciliation of Non-GAAP Financial Measure: Diluted Earnings per Share and Net Income Attributable to Hyatt Hotels Corporation, to Adjusted Diluted Earnings per Share and Adjusted Net Income Attributable to Hyatt Hotels Corporation - Three Months Ended December 31, 2023 and December 31, 2022

<i>(in millions, except per share amounts)</i>	<b>Location on Consolidated Statements of Income (Loss)</b>	<b>Three Months Ended December 31,</b>	
		<b>2023</b>	<b>2022</b>
<b>Net income attributable to Hyatt Hotels Corporation</b>		<b>\$ 26</b>	<b>\$ 294</b>
<b>Diluted earnings per share</b>		<b>\$ 0.25</b>	<b>\$ 2.69</b>
<b>Special items</b>			
Fund deficits (a)	Revenues for the reimbursement of costs incurred and costs incurred on behalf of managed and franchised properties; other income (loss), net	38	10
Asset impairments (b)	Asset impairments	17	19
Contingent consideration liability fair value adjustment (c)	Other income (loss), net	8	—
Restructuring costs (d)	Other income (loss), net	5	13
Utilization of Avendra and other proceeds (e)	Costs incurred on behalf of managed and franchised properties; depreciation and amortization	5	3
Transaction costs	Other income (loss), net	3	5
Unconsolidated hospitality ventures (f)	Equity earnings (losses) from unconsolidated hospitality ventures	1	(14)
Gains on sales of real estate and other (g)	Gains on sales of real estate and other	—	(13)
Unrealized gains (h)	Other income (loss), net	(27)	(13)
Other	Other income (loss), net	1	—
<b>Special items - pre-tax</b>		<b>51</b>	<b>10</b>
Income tax provision for special items	Benefit (provision) for income taxes	(9)	(26)
<b>Total special items - after-tax</b>		<b>\$ 42</b>	<b>\$ (16)</b>
<b>Special items impact per diluted share</b>		<b>\$ 0.39</b>	<b>\$ (0.14)</b>
<b>Adjusted net income attributable to Hyatt Hotels Corporation</b>		<b>\$ 68</b>	<b>\$ 278</b>
<b>Adjusted diluted earnings per share</b>		<b>\$ 0.64</b>	<b>\$ 2.55</b>

(a) **Fund deficits** - During the three months ended December 31, 2023 (Q4 2023) and the three months ended December 31, 2022 (Q4 2022), we recognized net deficits, which we intend to recover in future periods, on certain funds due to the timing of revenue and expense recognition.

(b) **Asset impairments** - During both Q4 2023 and Q4 2022, we recognized \$17 million of impairment charges related to brand intangibles as we determined the carrying values of certain assets were in excess of fair values. Additionally, during Q4 2022, we recognized \$2 million of impairment charges related to management agreement intangibles, primarily as a result of contract terminations.

(c) **Contingent consideration liability fair value adjustment** - During Q4 2023, we recognized a \$8 million fair value adjustment related to the Dream Hotel Group contingent consideration liability.

(d) **Restructuring costs** - During Q4 2023, we recognized \$5 million of severance expenses related to the 2024 segment realignment. During Q4 2022, we recognized \$13 million in restructuring expenses related to an owned hotel, net of \$10 million of cash received from the developer.

(e) **Utilization of Avendra and other proceeds** - During Q4 2023 and Q4 2022, we recognized expenses related to the partial utilization of the Avendra LLC sale proceeds for the benefit of our hotels. The gain recognized in conjunction with the sale of Avendra LLC was included as a special item during the year ended December 31, 2017.

(f) **Unconsolidated hospitality ventures** - During Q4 2022, we recognized a \$15 million net gain related to the sale of Hyatt Regency Jersey City on the Hudson by an unconsolidated hospitality venture in which we hold an ownership interest.

(g) **Gains on sales of real estate and other** - During Q4 2022, we recognized a \$14 million pre-tax gain related to the sale of Hyatt Regency Greenwich.

(h) **Unrealized gains** - During Q4 2023 and Q4 2022, we recognized unrealized gains, due to the change in fair value of our marketable securities.

## Hyatt Hotels Corporation

Reconciliation of Non-GAAP Financial Measure: Diluted Earnings per Share and Net Income Attributable to Hyatt Hotels Corporation, to Adjusted Diluted Earnings per Share and Adjusted Net Income Attributable to Hyatt Hotels Corporation - Year Ended December 31, 2023 and December 31, 2022

<i>(in millions, except per share amounts)</i>	<b>Location on Consolidated Statements of Income (Loss)</b>	<b>Year Ended December 31,</b>	
		<b>2023</b>	<b>2022</b>
<b>Net income attributable to Hyatt Hotels Corporation</b>		<b>\$ 220</b>	<b>\$ 455</b>
<b>Diluted earnings per share</b>		<b>\$ 2.05</b>	<b>\$ 4.09</b>
<b>Special items</b>			
Fund deficits (surpluses) (a)	Revenues for the reimbursement of costs incurred and costs incurred on behalf of managed and franchised properties; other income (loss), net	43	(6)
Asset impairments (b)	Asset impairments	30	38
Utilization of Avendra and other proceeds (c)	Costs incurred on behalf of managed and franchised properties; depreciation and amortization	16	12
Transaction costs (d)	Other income (loss), net	16	6
Contingent consideration liability fair value adjustment (e)	Other income (loss), net	9	—
Restructuring costs (f)	Other income (loss), net	4	39
Unconsolidated hospitality ventures (g)	Equity earnings (losses) from unconsolidated hospitality ventures	1	(18)
Loss on extinguishment of debt (h)	Other income (loss), net	—	9
Gains on sales of real estate and other (i)	Gains on sales of real estate and other	(18)	(263)
Unrealized (gains) losses (j)	Other income (loss), net	(36)	55
Other	Other income (loss), net	2	8
<b>Special items - pre-tax</b>		<b>67</b>	<b>(120)</b>
Income tax (provision) benefit for special items	Benefit (provision) for income taxes	(11)	30
<b>Total special items - after-tax</b>		<b>\$ 56</b>	<b>\$ (90)</b>
<b>Special items impact per diluted share</b>		<b>\$ 0.51</b>	<b>\$ (0.81)</b>
<b>Adjusted net income attributable to Hyatt Hotels Corporation</b>		<b>\$ 276</b>	<b>\$ 365</b>
<b>Adjusted diluted earnings per share</b>		<b>\$ 2.56</b>	<b>\$ 3.28</b>

(a) **Fund deficits (surpluses)** - During the year ended December 31, 2023 (YTD 2023), we recognized net deficits, which we intend to recover in future periods, on certain funds due to the timing of revenue and expense recognition. During the year ended December 31, 2022 (YTD 2022), we recognized net surpluses on certain funds due to the timing of revenue and expense recognition.

(b) **Asset impairments** - During YTD 2023 and YTD 2022, we recognized \$17 million and \$21 million, respectively, of impairment charges related to brand intangibles, as we determined the carrying values of certain assets were in excess of fair values, and \$12 million and \$10 million, respectively, of impairment charges related to management agreement intangibles, primarily as a result of contract terminations. Additionally, during YTD 2022, we recognized a \$7 million goodwill impairment charge in connection with the sale of Grand Hyatt San Antonio River Walk.

(c) **Utilization of Avendra and other proceeds** - During YTD 2023 and YTD 2022, we recognized expenses related to the partial utilization of the Avendra LLC sale proceeds for the benefit of our hotels.

(d) **Transaction costs** - During YTD 2023, we recognized \$16 million of transaction costs primarily related to the acquisitions of Dream Hotel Group (\$7 million) and Mr & Mrs Smith (\$5 million), and a transaction associated with our unconsolidated hospitality venture in India (\$2 million).

(e) **Contingent consideration liability fair value adjustment** - During YTD 2023, we recognized a \$9 million fair value adjustment related to the Dream Hotel Group contingent consideration liability.

(f) **Restructuring costs** - During YTD 2023, we recognized \$5 million of restructuring expense for severance costs related to the 2024 segment realignment. During YTD 2022, we recognized \$39 million of restructuring expenses related to an owned hotel, net of \$10 million of cash received from the developer.

(g) **Unconsolidated hospitality ventures** - During YTD 2022, we recognized a \$4 million pre-tax gain related to the sale of our ownership interest in an equity method investment and a \$15 million net gain related to the sale of Hyatt Regency Jersey City on the Hudson by an unconsolidated hospitality venture in which we hold an ownership interest.

(h) **Loss on extinguishment of debt** - During YTD 2022, we recognized an \$8 million loss on extinguishment of debt for the bonds that were legally defeased in conjunction with the sale of Grand Hyatt San Antonio River Walk.

(i) **Gains on sales of real estate and other** - During YTD 2023, we recognized a \$19 million pre-tax gain related to the sale of the Destination Residential Management business. During YTD 2022, net gains were \$263 million, primarily driven by pre-tax gains related to the sales of Grand Hyatt San Antonio River Walk (\$137 million), The Driskill (\$51 million), Hyatt Regency Indian Wells Resort & Spa (\$40 million), The Confidante Miami Beach (\$24 million), and Hyatt Regency Greenwich (\$14 million).

(j) **Unrealized (gains) losses** - During YTD 2023 and YTD 2022, we recognized unrealized gains and losses, respectively, due to the change in fair value of our marketable securities.

## Hyatt Hotels Corporation

### Reconciliation of Non-GAAP Financial Measure: SG&A Expenses to Adjusted SG&A Expenses

Results of operations as presented on the consolidated statements of income (loss) include expenses recognized with respect to deferred compensation plans funded through rabbi trusts. Certain of these expenses are recognized in SG&A expenses and are completely offset by the corresponding net gains (losses) and interest income from marketable securities held to fund rabbi trusts, thus having no net impact to our earnings (losses). SG&A expenses also include expenses related to stock-based compensation. Below is a reconciliation of this measure excluding the impact of our rabbi trust investments and stock-based compensation expense.

<i>(in millions)</i>	Three Months Ended December 31,			Year Ended December 31,		
	2023	2022	Change (%)	2023	2022	Change (%)
<b>SG&amp;A expenses</b>	\$ 181	\$ 169	7.5 %	\$ 615	\$ 464	32.6 %
Less: rabbi trust impact	(26)	(13)	(108.8)%	(49)	67	(174.7)%
Less: stock-based compensation expense	(14)	(14)	(1.0)%	(72)	(61)	(16.8)%
<b>Adjusted SG&amp;A expenses</b>	<b>\$ 141</b>	<b>\$ 142</b>	<b>(0.8)%</b>	<b>\$ 494</b>	<b>\$ 470</b>	<b>5.1 %</b>

The table below provides a segment breakdown for Adjusted SG&A expenses.

	Three Months Ended December 31,			Year Ended December 31,		
	2023	2022	Change (%)	2023	2022	Change (%)
Americas management and franchising	\$ 18	\$ 19	(4.1)%	\$ 76	\$ 64	18.6 %
ASPAC management and franchising (a)	13	13	7.7 %	44	45	(1.8)%
EAME management and franchising (a)	8	11	(30.8)%	29	36	(21.0)%
Owned and leased hotels	5	3	27.6 %	18	13	36.9 %
Apple Leisure Group	39	48	(17.5)%	137	138	(0.3)%
Corporate and other	58	48	20.3 %	190	174	9.2 %
<b>Adjusted SG&amp;A expenses</b>	<b>\$ 141</b>	<b>\$ 142</b>	<b>(0.8)%</b>	<b>\$ 494</b>	<b>\$ 470</b>	<b>5.1 %</b>

(a) Effective January 1, 2023, the Company has changed the strategic and operational oversight for our properties located in the Indian subcontinent. Revenues associated with these properties are now reported in the ASPAC management and franchising segment. The segment changes have been reflected retrospectively for the three months and year ended December 31, 2022.

## Hyatt Hotels Corporation

Reconciliation of Non-GAAP Financial Measure: Reconciliation of Net cash provided by operating activities to Free Cash Flow

*(in millions)*

	<b>Year Ended December 31,</b>	
	<b>2023</b>	
<b>Net cash provided by operating activities</b>	<b>\$</b>	<b>800</b>
Capital expenditures		(198)
<b>Free cash flow</b>	<b>\$</b>	<b>602</b>

## Hyatt Hotels Corporation

Reconciliation of Non-GAAP Financial Measure: Outlook: Net Income Attributable to Hyatt Hotels Corporation to EBITDA and EBITDA to Adjusted EBITDA

No additional disposition or acquisition activity beyond what has been completed as of the date of this release has been included in the 2024 Outlook. The Company's 2024 outlook is based on a number of assumptions that are subject to change and many of which are outside the control of the Company. If actual results vary from these assumptions, the Company's expectations may change. There can be no assurance that the Company will achieve these results.

	Year Ended December 31, 2024 Outlook Range	
	Low Case	High Case
<i>(in millions)</i>		
<b>Net income attributable to Hyatt Hotels Corporation</b>	<b>\$ 525</b>	<b>\$ 590</b>
Interest expense	153	153
Provision for income taxes	190	220
Depreciation and amortization	353	353
<b>EBITDA</b>	<b>\$ 1,221</b>	<b>\$ 1,316</b>
Contra revenue	52	52
Costs incurred on behalf of managed and franchised properties, net of revenues for the reimbursement of costs	95	75
Equity (earnings) losses from unconsolidated hospitality ventures	20	20
Stock-based compensation expense	72	72
Gains on sales of real estate and other	(295)	(315)
Asset impairments	15	15
Other (income) loss, net	(70)	(85)
Pro rata share of unconsolidated owned and leased hospitality ventures' Adjusted EBITDA	65	75
<b>Adjusted EBITDA</b>	<b>\$ 1,175</b>	<b>\$ 1,225</b>

## Hyatt Hotels Corporation

Reconciliation of Non-GAAP Financial Measures: Outlook: SG&A Expenses to Adjusted SG&A Expenses; and Net cash provided by operating activities to Free Cash Flow

No additional disposition or acquisition activity beyond what has been completed as of the date of this release has been included in the forecast. The Company's outlook is based on a number of assumptions that are subject to change and many of which are outside the control of the Company. If actual results vary from these assumptions, the Company's expectations may change. There can be no assurance that the Company will achieve these results.

Results of operations as presented on the consolidated statements of income include expenses recognized with respect to deferred compensation plans funded through rabbi trusts. Certain of these expenses are recognized in SG&A expenses and are completely offset by the corresponding net gains (losses) and interest income from marketable securities held to fund rabbi trusts, thus having no net impact to our earnings (losses). SG&A expenses also include expenses related to stock-based compensation. Below is a reconciliation of this forecasted measure excluding the impact of our rabbi trust investments and forecasted stock-based compensation expense.

(in millions)

	Year Ended December 31, 2024 Outlook Range	
	Low Case	High Case
<b>SG&amp;A expenses</b>	<b>\$ 494</b>	<b>\$ 504</b>
Less: rabbi trust impact (a)	—	—
Less: stock-based compensation expense	(69)	(69)
<b>Adjusted SG&amp;A expenses (b)</b>	<b>\$ 425</b>	<b>\$ 435</b>

(a) Impact of rabbi trust is not forecasted for the year ended December 31, 2024 as performance of underlying invested assets is not estimable.

(b) Adjusted SG&A expenses outlook excludes integration related expenses.

(in millions)

	Year Ended December 31, 2024 Outlook Range	
	Low Case	High Case
<b>Net cash provided by operating activities</b>	<b>\$ 795</b>	<b>\$ 845</b>
Capital expenditures	(170)	(170)
<b>Free Cash Flow</b>	<b>\$ 625</b>	<b>\$ 675</b>

## Hyatt Hotels Corporation

### Reconciliation of Non-GAAP Financial Measure: Comparable Owned and Leased Hotels Operating Margin to Owned and Leased Hotels Operating Margin

Below is a reconciliation of consolidated owned and leased hotels revenues and expenses, as used in calculating comparable owned and leased hotels operating margin percentages. Results of operations as presented on the consolidated statements of income (loss) include expenses recognized with respect to deferred compensation plans funded through rabbi trusts. Certain of these expenses are recognized in owned and leased hotels expenses and are completely offset by the corresponding net gains (losses) and interest income from marketable securities held to fund rabbi trusts, thus having no net impact to our earnings (losses). Below is a reconciliation of the margins excluding the impact of our rabbi trusts and excluding the impact of non-comparable hotels.

(in millions)

	Three Months Ended December 31,			Year Ended December 31,		
	2023	2022	Change (%)	2023	2022	Change (%)
<b>REVENUES</b>						
Comparable owned and leased hotels	\$ 344	\$ 318	7.9 %	\$ 1,303	\$ 1,114	16.9 %
Non-comparable owned and leased hotels	11	6	73.6 %	36	121	(70.2)%
<b>Owned and leased hotels revenues</b>	<b>\$ 355</b>	<b>\$ 324</b>	<b>9.2 %</b>	<b>\$ 1,339</b>	<b>\$ 1,235</b>	<b>8.4 %</b>
<b>EXPENSES</b>						
Comparable owned and leased hotels	\$ 254	\$ 230	10.3 %	\$ 971	\$ 831	16.9 %
Non-comparable owned and leased hotels	12	10	31.4 %	45	93	(50.8)%
Rabbi trust impact	3	1	97.9 %	6	(8)	160.9 %
<b>Owned and leased hotels expenses</b>	<b>\$ 269</b>	<b>\$ 241</b>	<b>11.6 %</b>	<b>\$ 1,022</b>	<b>\$ 916</b>	<b>11.6 %</b>
<b>Owned and leased hotels operating margin percentage</b>	<b>24.2 %</b>	<b>25.4 %</b>	<b>(1.2)%</b>	<b>23.7 %</b>	<b>25.9 %</b>	<b>(2.2)%</b>
<b>Comparable owned and leased hotels operating margin percentage</b>	<b>26.2 %</b>	<b>27.8 %</b>	<b>(1.6)%</b>	<b>25.4 %</b>	<b>25.4 %</b>	<b>— %</b>

## Hyatt Hotels Corporation

Reconciliation of Non-GAAP Financial Measures: Reconciliation of Net Income (Loss) Attributable to ALG Segment to Segment EBITDA and Segment EBITDA to Segment Adjusted EBITDA; Reconciliation of ALG Segment Total Revenues to Segment Adjusted Revenues; and ALG Segment SG&A Expenses to Segment Adjusted SG&A Expenses

<i>(in millions)</i>	Three Months Ended December 31,			Year Ended December 31,		
	2023	2022	Change (%)	2023	2022	Change (%)
<b>Net loss attributable to ALG Segment</b>	\$ (4)	\$ (51)	92.4 %	\$ (19)	\$ (53)	64.7 %
Interest expense	1	—	NM	1	—	NM
(Benefit) provision for income taxes (a)	(42)	9	(568.5)%	—	23	(104.0)%
Depreciation and amortization	40	50	(20.3)%	159	192	(17.2)%
<b>ALG Segment EBITDA</b>	<b>(5)</b>	<b>8</b>	<b>(169.3)%</b>	<b>141</b>	<b>162</b>	<b>(13.2)%</b>
Contra revenue	2	—	452.2 %	5	1	379.7 %
Revenues for the reimbursement of costs incurred on behalf of managed and franchised properties	(46)	(32)	(43.3)%	(140)	(114)	(22.9)%
Costs incurred on behalf of managed and franchised properties	49	34	46.3 %	142	116	22.7 %
Stock-based compensation expense	2	2	(33.8)%	9	9	0.3 %
Asset impairments	11	17	(35.3)%	22	27	(21.1)%
Other (income) loss, net	8	14	(43.0)%	20	30	(31.0)%
<b>ALG Segment Adjusted EBITDA</b>	<b>\$ 21</b>	<b>\$ 43</b>	<b>(52.8)%</b>	<b>\$ 199</b>	<b>\$ 231</b>	<b>(14.0)%</b>

(a) Provision for income taxes recognized on the ALG segment is not inclusive of all tax impacts related to the ALG segment as a portion is recorded at the consolidated level.

	Three Months Ended December 31,			Year Ended December 31,		
	2023	2022	Change (%)	2023	2022	Change (%)
<b>NET DEFERRAL ACTIVITY</b>						
Increase in deferred revenue	\$ 42	\$ 52	(19.5)%	\$ 191	\$ 199	(4.1)%
Increase in deferred costs	(24)	(24)	(1.0)%	(100)	(105)	4.8 %
<b>Net Deferrals</b>	<b>\$ 18</b>	<b>\$ 28</b>	<b>(37.2)%</b>	<b>\$ 91</b>	<b>\$ 94</b>	<b>(3.4)%</b>
<b>Increase in Net Financed Contracts</b>	<b>\$ 15</b>	<b>\$ 15</b>	<b>1.7 %</b>	<b>\$ 67</b>	<b>\$ 63</b>	<b>6.9 %</b>

<i>(in millions)</i>	Three Months Ended December 31,			Year Ended December 31,		
	2023	2022	Change (%)	2023	2022	Change (%)
<b>ALG Segment Total revenues</b>	<b>\$ 349</b>	<b>\$ 346</b>	<b>0.8 %</b>	<b>\$ 1,536</b>	<b>\$ 1,403</b>	<b>9.5 %</b>
Add: Contra revenue	2	—	452.2 %	5	1	379.7 %
Less: Revenues for the reimbursement of costs incurred on behalf of managed and franchised properties	(46)	(32)	(43.3)%	(140)	(114)	(22.9)%
<b>ALG Segment Adjusted revenues</b>	<b>\$ 305</b>	<b>\$ 314</b>	<b>(2.9)%</b>	<b>\$ 1,401</b>	<b>\$ 1,290</b>	<b>8.6 %</b>

<i>(in millions)</i>	Three Months Ended December 31,			Year Ended December 31,		
	2023	2022	Change (%)	2023	2022	Change (%)
<b>ALG Segment SG&amp;A expenses</b>	<b>\$ 40</b>	<b>\$ 50</b>	<b>(19.0)%</b>	<b>\$ 143</b>	<b>\$ 147</b>	<b>(2.4)%</b>
Less: stock-based compensation expense	(1)	(2)	55.5 %	(6)	(9)	33.8 %
<b>ALG Segment Adjusted SG&amp;A expenses</b>	<b>\$ 39</b>	<b>\$ 48</b>	<b>(17.5)%</b>	<b>\$ 137</b>	<b>\$ 138</b>	<b>(0.3)%</b>

## Hyatt Hotels Corporation

### Reconciliation of Non-GAAP Measure: Reconciliation of Unlimited Vacation Club Net Deferrals

(in millions)

	Three Months Ended December 31,			Year Ended December 31,		
	2023	2022	Change (%)	2023	2022	Change (%)
Sales of membership club contracts deferrals	\$ 98	\$ 91	8.3 %	\$ 397	\$ 358	11.1 %
Membership club revenue recognized	(56)	(39)	(45.4)%	(206)	(159)	(30.2)%
<b>Increase in deferred revenue from membership club contract sales</b>	<b>42</b>	<b>52</b>	<b>(19.5)%</b>	<b>191</b>	<b>199</b>	<b>(4.1)%</b>
Costs of membership club contracts deferrals	(36)	(28)	(30.3)%	(138)	(116)	(19.1)%
Membership club costs recognized	12	4	206.5 %	38	11	244.3 %
<b>Increase in deferred costs from membership club contract costs</b>	<b>(24)</b>	<b>(24)</b>	<b>(1.0)%</b>	<b>(100)</b>	<b>(105)</b>	<b>4.8 %</b>
<b>Net Deferrals</b>	<b>\$ 18</b>	<b>\$ 28</b>	<b>(37.2)%</b>	<b>\$ 91</b>	<b>\$ 94</b>	<b>(3.4)%</b>
<b>Increase in Net Financed Contracts</b>	<b>\$ 15</b>	<b>\$ 15</b>	<b>1.7 %</b>	<b>\$ 67</b>	<b>\$ 63</b>	<b>6.9 %</b>

## Hyatt Hotels Corporation

### Non-GAAP Financial Measures: As Reported Financial Measures to Financial Measures As Adjusted for the Impact of Certain Transactions

As adjusted results for the year ended December 31, 2023 are provided solely for informational and illustrative purposes. No disposition or acquisition activity beyond what has been completed as of the date of this release has been included in the 2024 Outlook. The Company's 2024 Outlook is based on a number of assumptions that are subject to change and many of which are outside the control of the Company. If actual results vary from these assumptions, the Company's expectations may change. There can be no assurance that Hyatt will achieve these results.

<i>(in millions)</i>	Year Ended December 31, 2023			Full Year 2024 Outlook	
	As Reported	Impact of Transactions	As Adjusted	Midpoint	
Net income attributable to Hyatt Hotels Corporation	\$ 220	\$ 117 (a)(b)(c)	\$ 337	\$ 560	
Management, franchise, license, and other fees	\$ 985	\$ 43 (b)(c)(d)	\$ 1,028	\$ 1,115	
Adjusted SG&A expenses	\$ 494	\$ (57) (c)(d)	\$ 437	\$ 430	
Adjusted EBITDA	\$ 1,029	\$ 77 (b)(c)	\$ 1,106	\$ 1,200	
Net Deferrals	\$ 91	\$ (81) (c)	NM	\$ —	
Net Financed Contracts	\$ 67	\$ (62) (c)	NM	\$ —	

(a) In addition to the impacts to Adjusted EBITDA described in (b) and (c) below, the impact of transactions to net income also includes a \$55 million reduction in depreciation and amortization expenses and \$5 million net reduction to the provision for income taxes that would have not been recognized during the year ended December 31, 2023. Assumes the Company recognizes \$20 million of equity losses from unconsolidated hospitality ventures.

(b) Assumes the sale of Hyatt Regency Aruba Resort Spa and Casino, which closed in February 2024, occurred on February 1, 2023 and reflects a \$32 million reduction in Adjusted EBITDA that would have not been recognized during the year ended December 31, 2023. Assumes \$4 million of management fee revenues would have been earned and a corresponding increase in Adjusted EBITDA would have been recognized during the year ended December 31, 2023 for the period following the sale.

(c) Assumes the sale of 80% of the Unlimited Vacation Club business, which closed in February 2024, occurred on February 1, 2023 and reflects a \$46 million reduction of Adjusted SG&A expenses, \$51 million increase in Adjusted EBITDA, \$81 million reduction of Net Deferrals, and \$62 million reduction of Net Financed Contracts that would have not been recognized during the year ended December 31, 2023. Assumes \$54 million of management and royalty fee revenues would have been earned and a corresponding increase in Adjusted EBITDA would have been recognized during the year ended December 31, 2023 for the period following the sale. As a result of the sale, the Company will no longer report Net Deferrals and Net Financed Contracts.

(d) Removes \$15 million and \$11 million of commission fee revenues and Adjusted SG&A expenses, respectively, related to Mr & Mrs Smith recognized during the year ended December 31, 2023. In conjunction with the segment realignment announced in the first quarter of 2024, the Company will report the results of Mr & Mrs Smith in distribution revenues and distribution expenses within the Distribution segment.

## Hyatt Hotels Corporation

### Non-GAAP Financial Measures: As Reported Financial Measures to Financial Measures As Adjusted for the Impact of Certain Transactions

As adjusted results for the year ended December 31, 2023 are provided solely for informational and illustrative purposes. No disposition or acquisition activity beyond what has been completed as of the date of this release has been included in the 2024 Outlook. The Company's 2024 Outlook is based on a number of assumptions that are subject to change and many of which are outside the control of the Company. If actual results vary from these assumptions, the Company's expectations may change. There can be no assurance that Hyatt will achieve these results.

(in millions)

	Year Ended December 31, 2023		
	As Reported	Impact of Transactions	As Adjusted
<b>Net income attributable to Hyatt Hotels Corporation</b>	<b>\$ 220</b>	<b>\$ 117 (a)(b)</b>	<b>\$ 337</b>
Interest expense	145	—	145
Provision for income taxes	90	(5) (d)	85
Depreciation and amortization	397	(55) (c)	342
<b>EBITDA</b>	<b>852</b>	<b>57</b>	<b>909</b>
Contra revenue	47	—	47
Revenues for the reimbursement of costs incurred on behalf of managed and franchised properties	(3,058)	— (c)	(3,058)
Costs incurred on behalf of managed and franchised properties	3,144	— (c)	3,144
Equity (earnings) losses from unconsolidated hospitality ventures	1	20 (d)	21
Stock-based compensation expense	75	—	75
Gains on sales of real estate and other	(18)	— (c)(d)	(18)
Asset impairments	30	— (c)	30
Other (income) loss, net	(108)	—	(108)
Pro rata share of unconsolidated owned and leased hospitality ventures' Adjusted EBITDA	64	—	64
<b>Adjusted EBITDA</b>	<b>\$ 1,029</b>	<b>\$ 77 (a)(b)</b>	<b>\$ 1,106</b>
<b>Management, franchise, license, and other fees</b>	<b>\$ 985</b>	<b>\$ 43 (a)(b)(e)</b>	<b>\$ 1,028</b>
<b>SG&amp;A expenses</b>	<b>\$ 615</b>	<b>\$ (57)</b>	<b>\$ 558</b>
Less: rabbi trust impact	(49)	—	(49)
Less: stock-based compensation expense	(72)	—	(72)
<b>Adjusted SG&amp;A expenses</b>	<b>\$ 494</b>	<b>\$ (57) (b)(e)</b>	<b>\$ 437</b>
<b>NET DEFERRAL ACTIVITY</b>			
Increase in deferred revenue	\$ 191	\$ (172)	NM
Increase in deferred costs	(100)	91	NM
<b>Net Deferrals</b>	<b>\$ 91</b>	<b>\$ (81) (b)</b>	<b>\$ NM</b>
<b>Increase in Net Financed Contracts</b>	<b>\$ 67</b>	<b>\$ (62) (b)</b>	<b>\$ NM</b>

(a) Assumes the sale of Hyatt Regency Aruba Resort Spa and Casino, which closed in February 2024, occurred on February 1, 2023 and reflects a \$32 million reduction in Adjusted EBITDA that would have not been recognized during the year ended December 31, 2023. Assumes \$4 million of management fee revenues would have been earned and a corresponding increase in Adjusted EBITDA would have been recognized during the year ended December 31, 2023 for the period following the sale.

(b) Assumes the sale of 80% of the Unlimited Vacation Club business, which closed in February 2024, occurred on February 1, 2023 and reflects a \$46 million reduction of Adjusted SG&A expenses, \$51 million increase in Adjusted EBITDA, \$81 million reduction of Net Deferrals, and \$62 million reduction of Net Financed Contracts that would have not been recognized during the year ended December 31, 2023. Assumes \$54 million of management and royalty fee revenues would have been earned and a corresponding increase in Adjusted EBITDA would have been recognized during the year ended December 31, 2023 for the period following the sale. As a result of the sale, the Company will no longer report Net Deferrals and Net Financed Contracts.

(c) Adjusts for impacts to net income related to the sale of Hyatt Regency Aruba Resort Spa and Casino including a \$8 million reduction in depreciation and amortization expenses that would have not been recognized during the year ended December 31, 2023. Excludes the estimated gain on sale and related asset impairment to be recognized in conjunction with the transaction as well as revenues for the reimbursement of costs incurred on behalf of managed and franchised properties and costs incurred on behalf of managed and franchised properties for the period following the sale as the net impact is immaterial.

(d) Adjusts for impacts to net income related to the sale of 80% of Unlimited Vacation Club business including a \$47 million reduction in depreciation and amortization expenses and \$5 million net reduction to the provision for income taxes that would have not been recognized during the year ended December 31, 2023 and \$20 million of equity losses expected to be recognized related to our 20% share of the unconsolidated hospitality ventures' net losses. Excludes the estimated gain on sale related to the transaction.

(e) Removes \$15 million and \$11 million of commission fee revenues and Adjusted SG&A expenses, respectively, related to Mr & Mrs Smith recognized during the year ended December 31, 2023. In conjunction with the segment realignment announced in the first quarter of 2024, the Company will report the results of Mr & Mrs Smith in distribution revenues and distribution expenses within the Distribution segment.