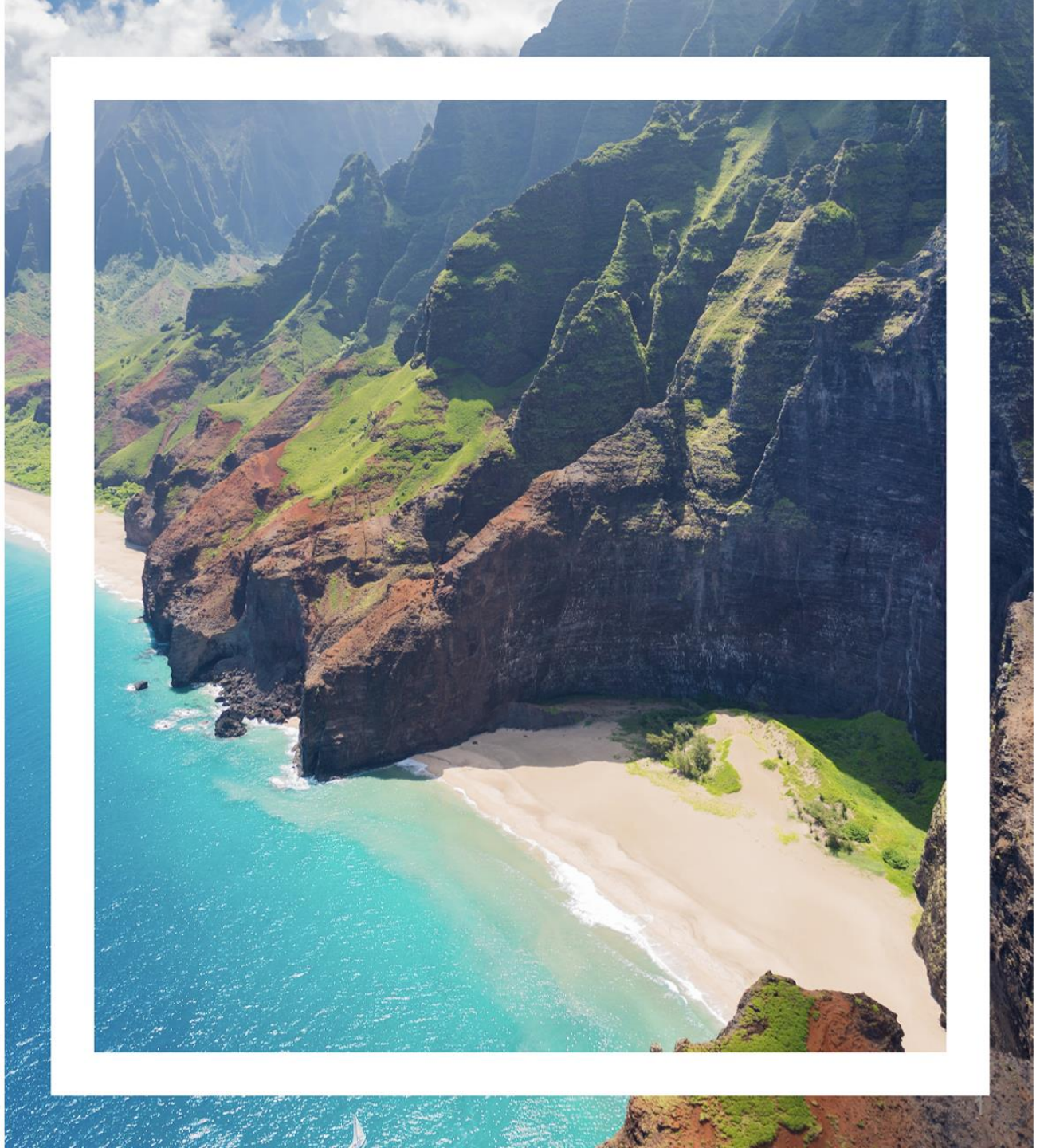
Q3 2021 Investor Update

Quarterly Results

November 9, 2021

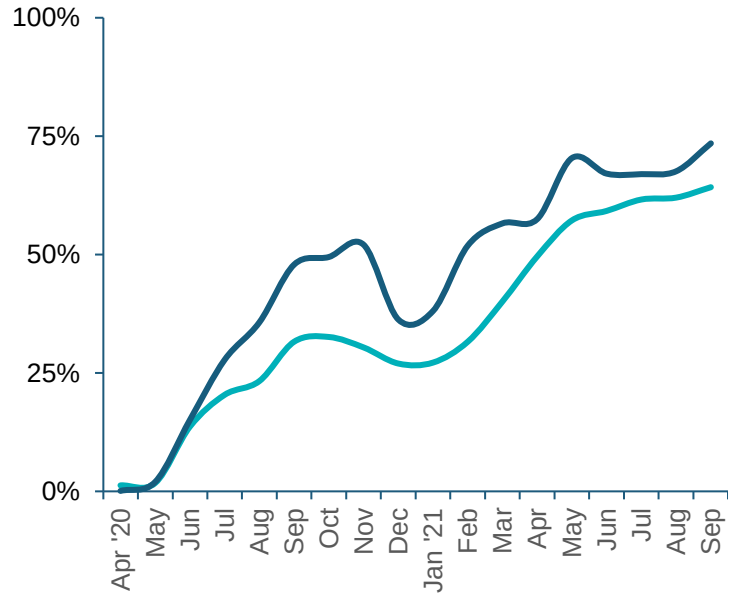
Hilton
GRAND VACATIONS



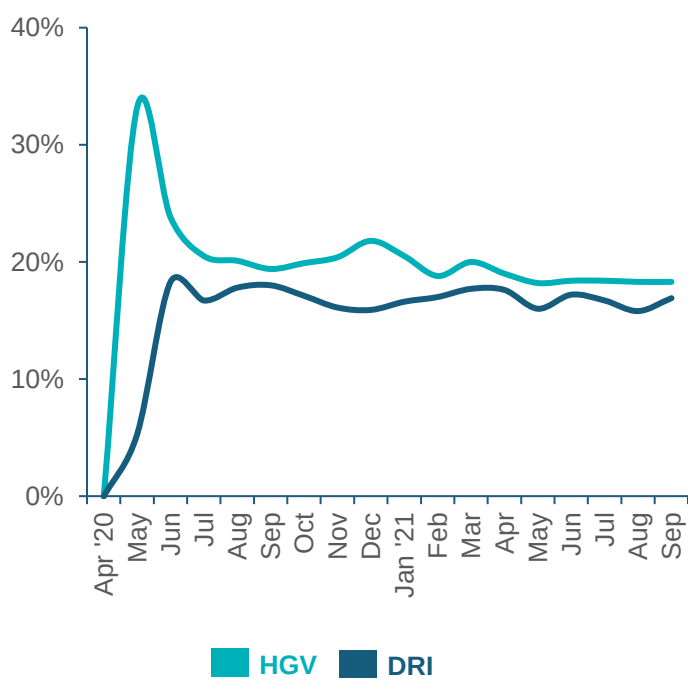
Overall sales trends

Tours

Percent of 2019

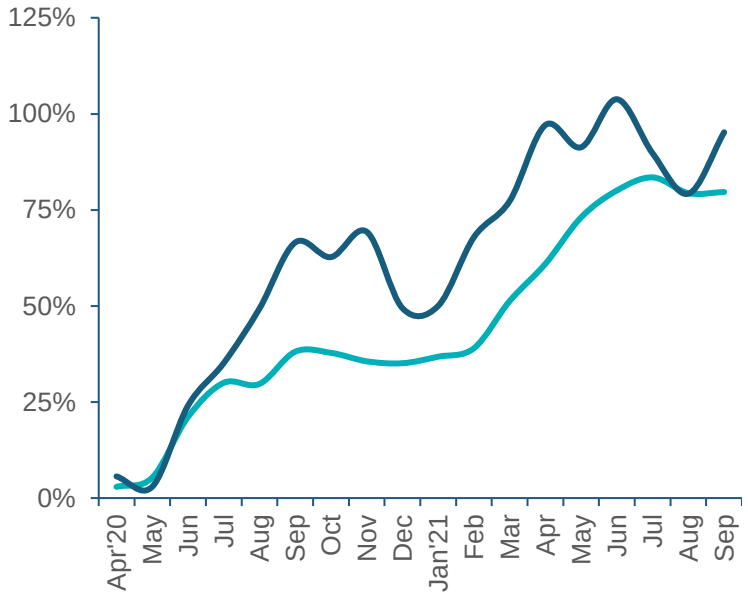


Close rate



Contract sales

Percent of 2019

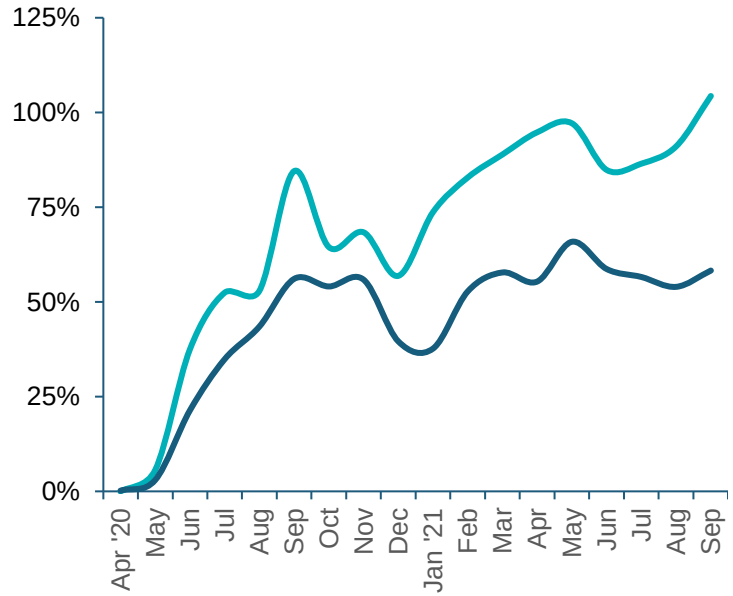


Regional markets[1]

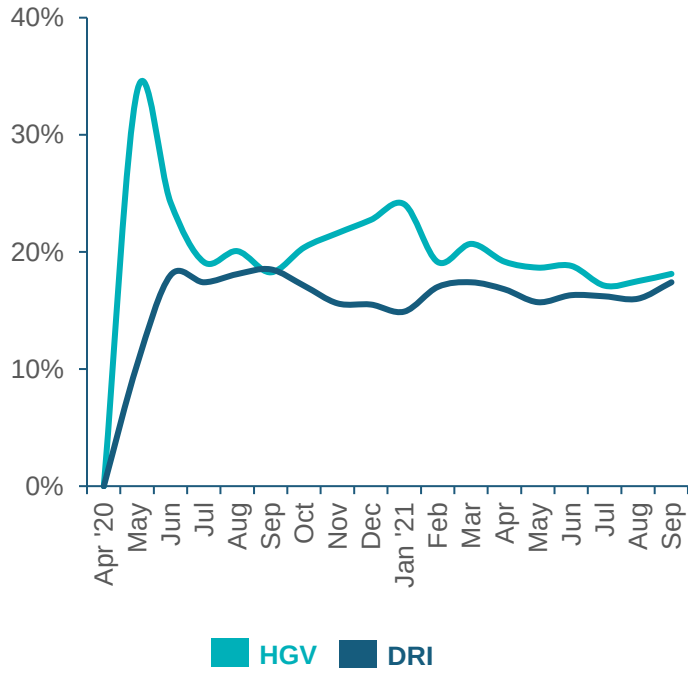
Accounted for 20% of **pro-forma combined** 2019 contract sales

Tours

Percent of 2019

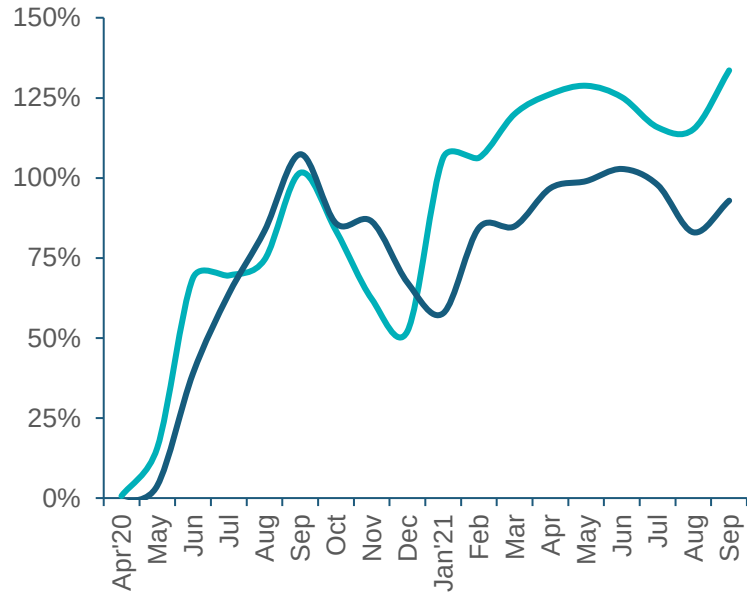


Close rate



Contract sales

Percent of 2019



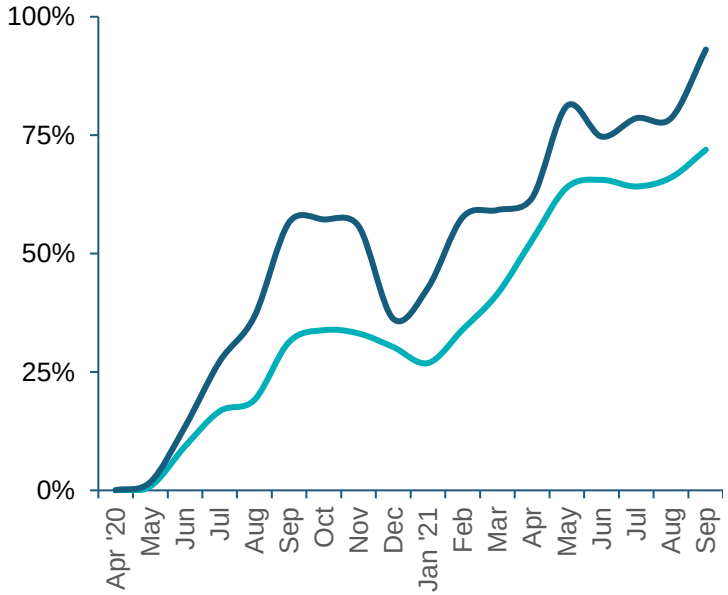
1) Regional markets include all domestic US markets excluding Orlando and Las Vegas

Destination markets[1]

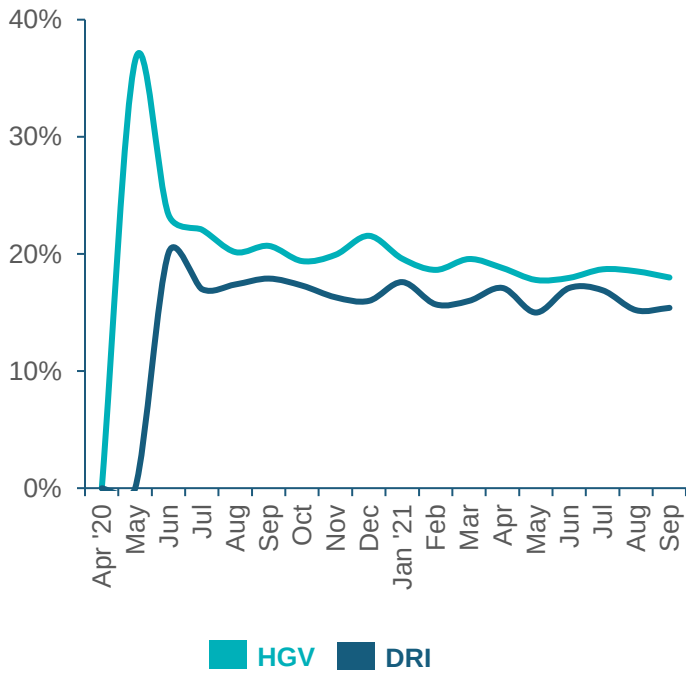
Accounted for 37% of **pro-forma combined** 2019 contract sales

Tours

Percent of 2019

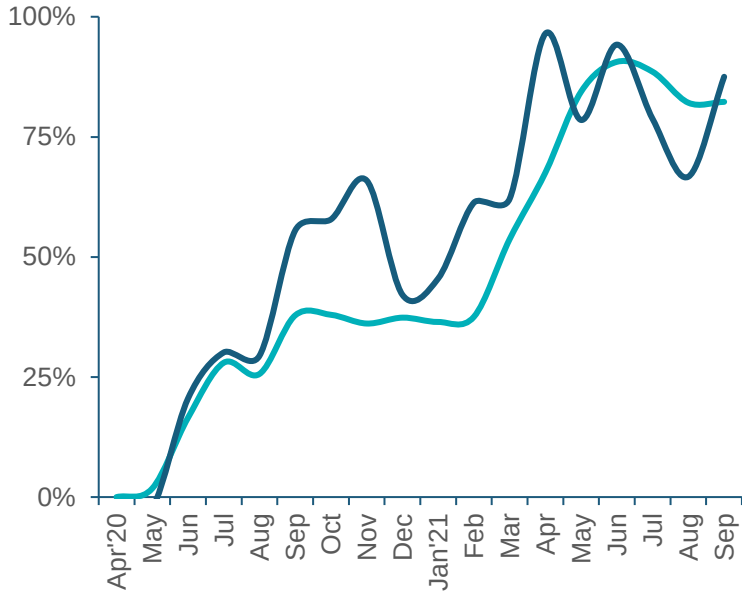


Close rate



Contract sales

Percent of 2019



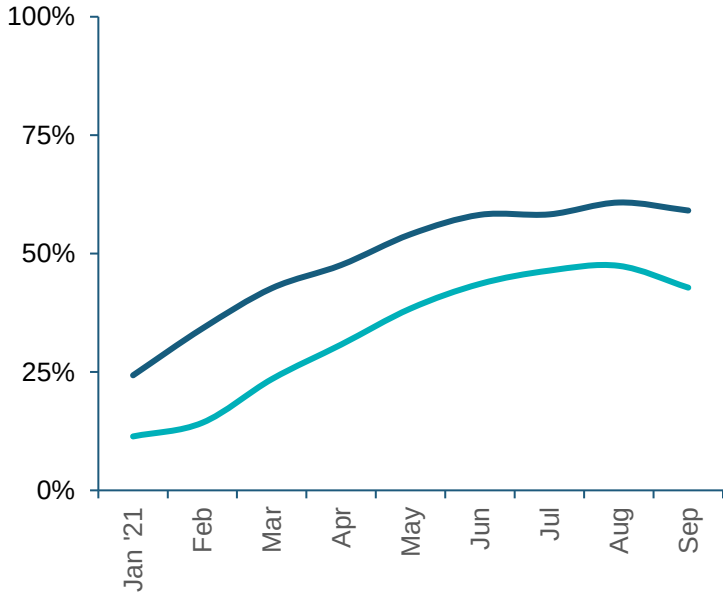
1) Destination markets include Las Vegas and Orlando

Hawaii

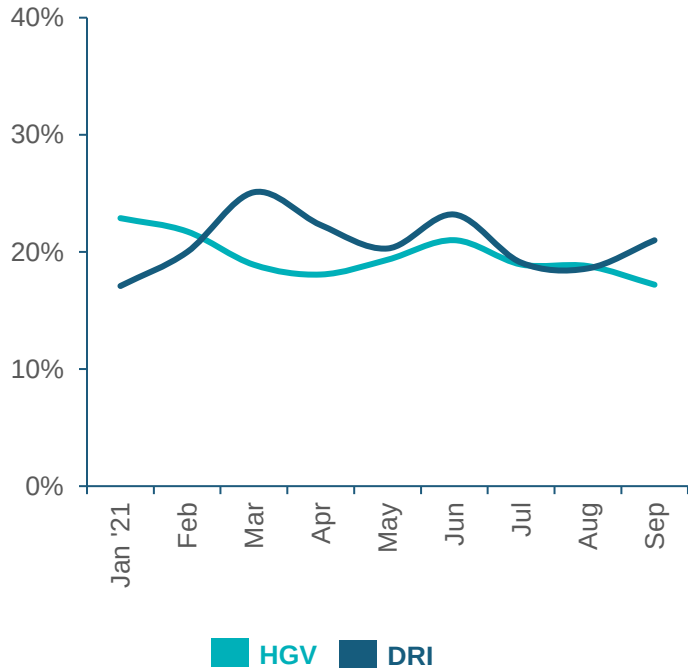
Accounted for 21% of **pro-forma combined** 2019 contract sales

Tours

Percent of 2019

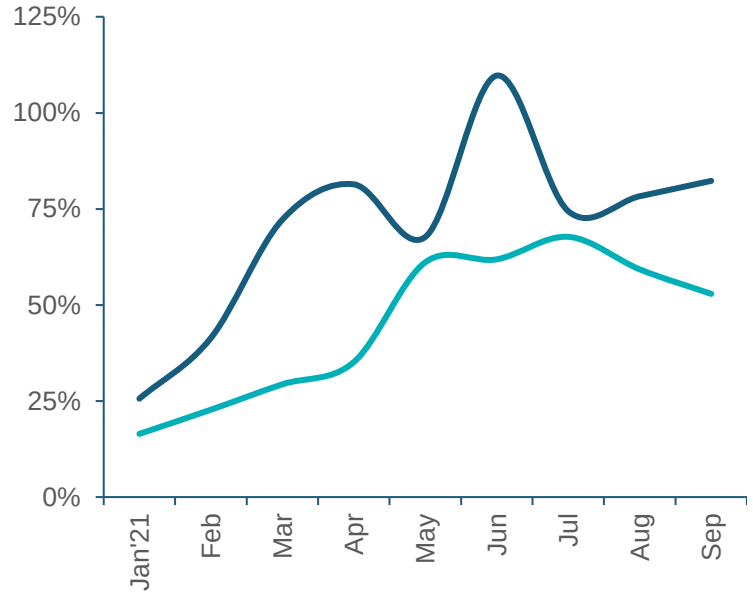


Close rate



Contract sales

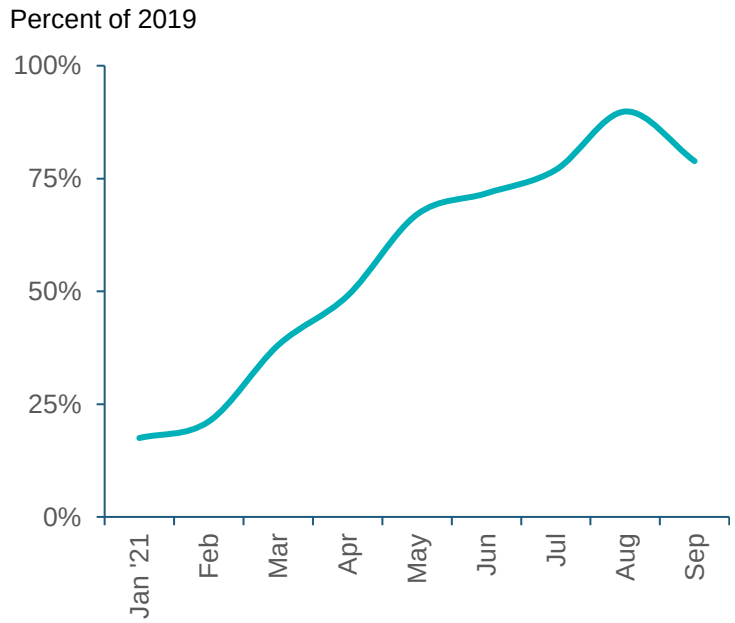
Percent of 2019



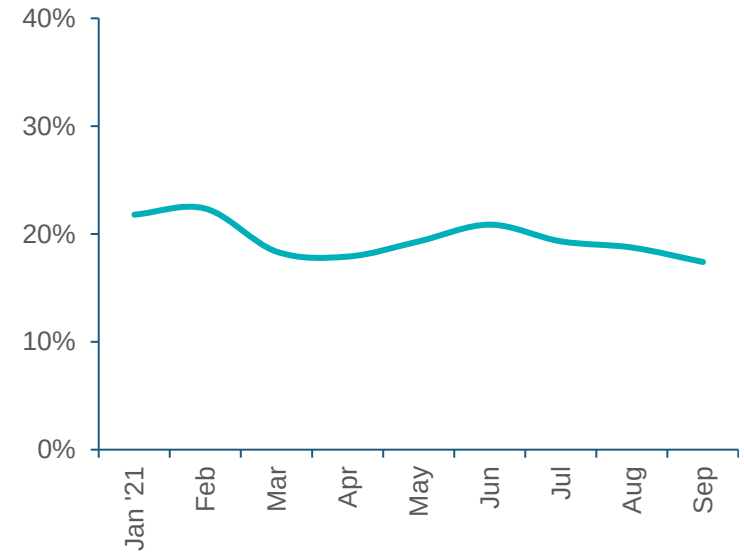
Legacy HGV domestic-only Hawaii[1]

Accounted for 12% of **Legacy HGV** 2019 contract sales

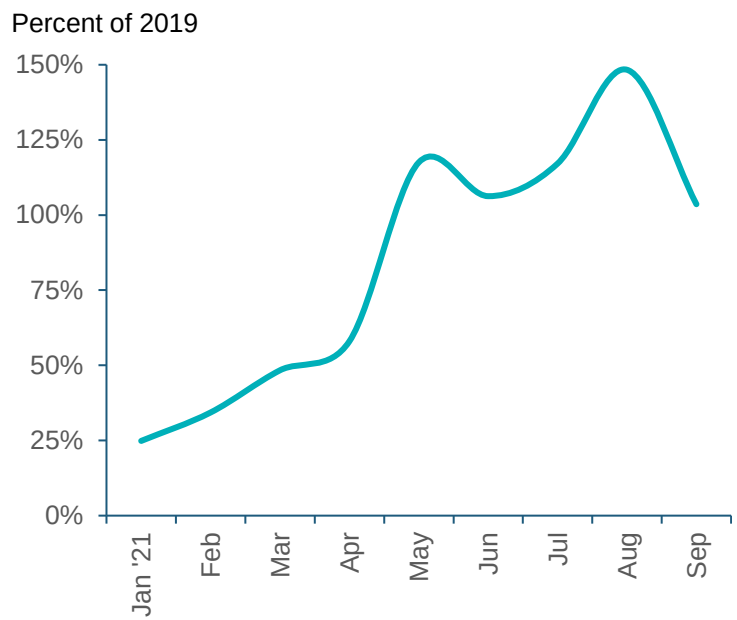
Tours



Close rate



Contract sales

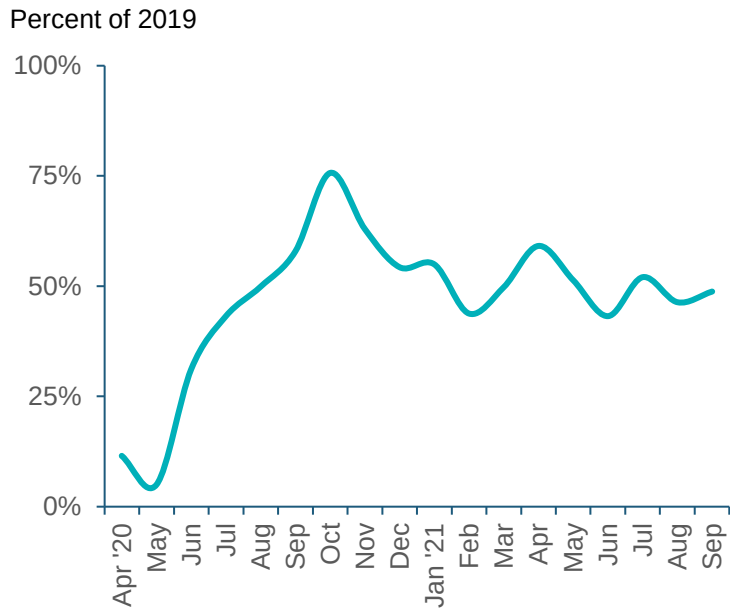


1) Includes only domestic US travelers in HGV Hawaiian sales centers

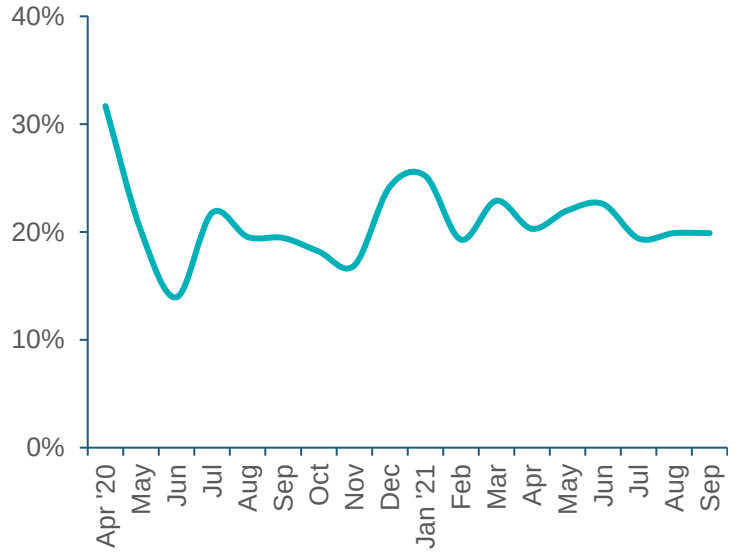
Legacy HGV Japan

Accounted for 12% of **Legacy HGV** contract sales in 2019

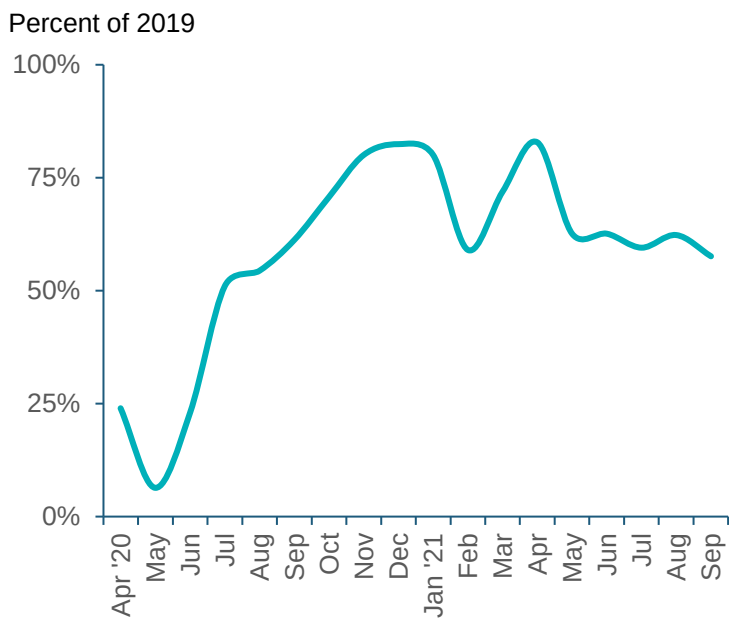
Tours



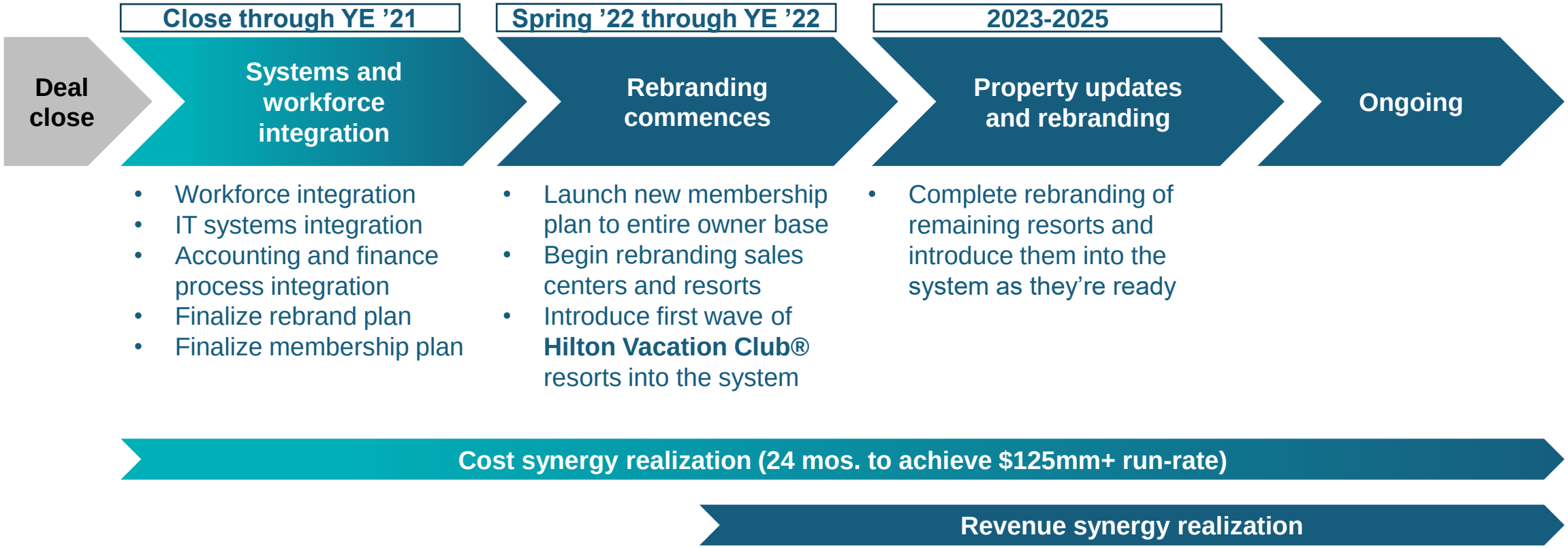
Close rate



Contract sales

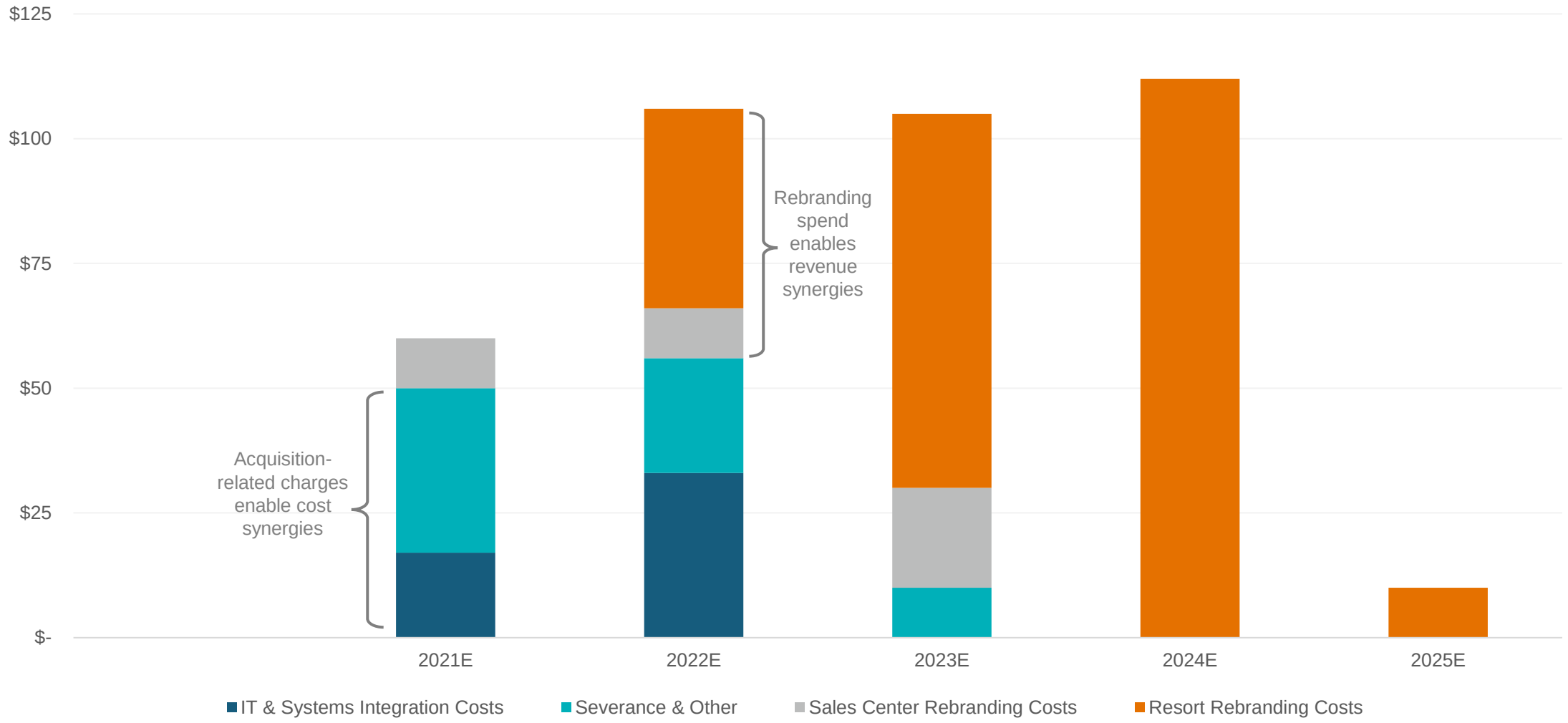


Diamond integration timeline



Discrete costs[1] will unlock our synergy path

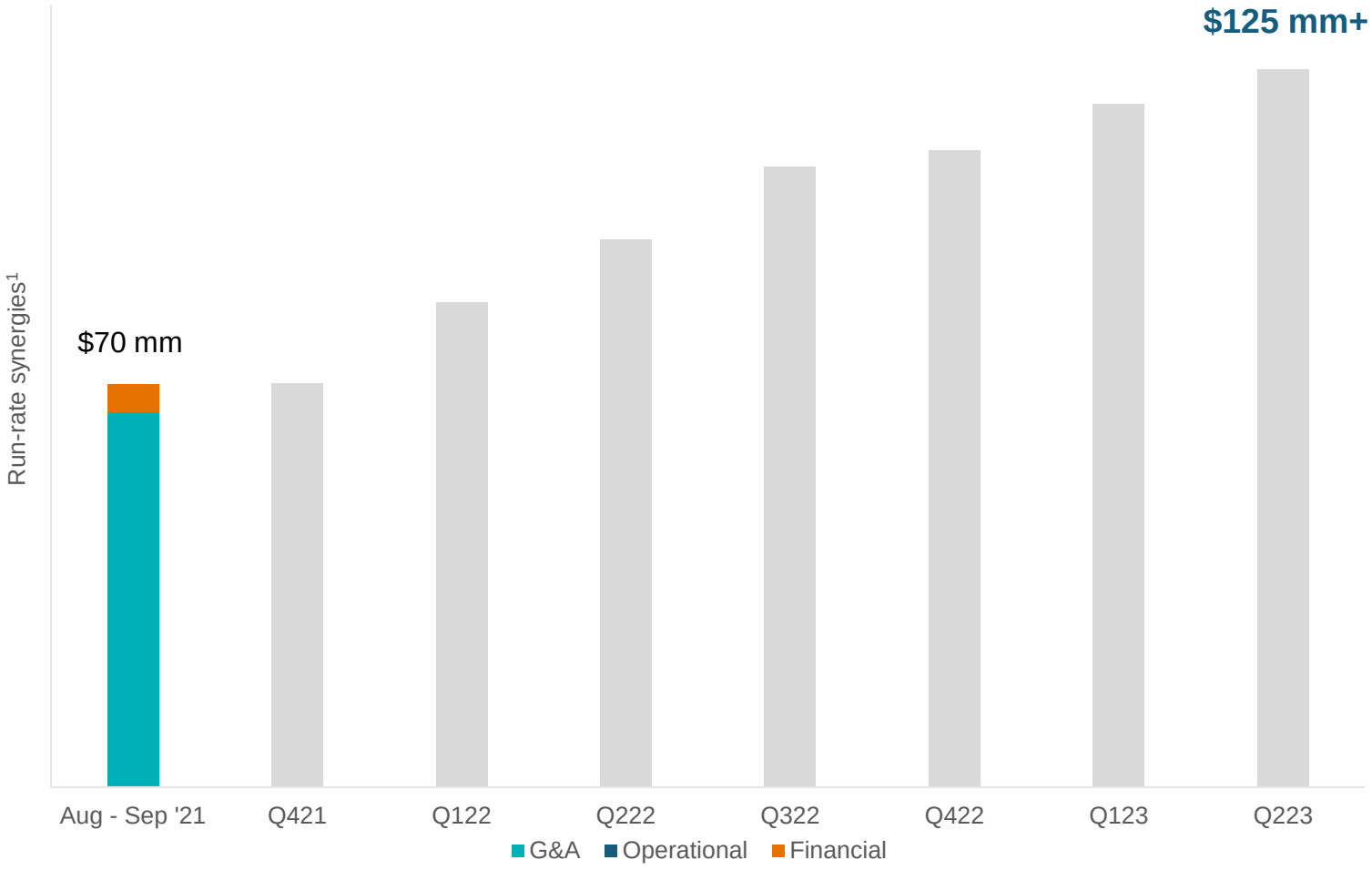
Discrete costs include approximately $125mm of up-front acquisition-related charges and $200-250mm of rebranding expenses



1) Consolidated discrete costs as laid out in definitive proxy filing

Cost synergy update

Approximately $12 million of cost synergies achieved in our two months of ownership, putting us over halfway to our run-rate goal



1) Most recent month of realized savings multiplied by 12

$125mm+ of identified cost synergies against 2019 combined cost structure

General & administrative efficiencies

- **Approx. ⅔ of identified savings**
- Management and headcount overlap
- Back-office process redundancies
- Legal, HR, IT systems savings

Operational efficiencies

- **Approx. ¼ of identified savings**
- Sales & marketing efficiencies
- Rental inventory OTA fees
- Resort operations efficiencies

Financial & other efficiencies

- **Remainder of identified savings**
- Administrative and credit card fees
- Treasury and capital markets savings
- Portfolio efficiencies
- Insurance
- Regulatory fees

















Thank you

Hilton
GRAND VACATIONS