



# **+ INVESTOR PRESENTATION**

February 2025

**TRAVEL+  
LEISURE**



## **Presentation of Financial Information**

Financial information discussed in this presentation includes non-GAAP measures such as Adjusted EBITDA, Adjusted EBITDA margin, Adjusted diluted EPS, Adjusted free cash flow, Adjusted free cash flow conversion, gross VOI sales and Adjusted net income, which include or exclude certain items, as well as non-GAAP guidance. The Company utilizes non-GAAP measures on a regular basis to assess performance of its reportable segments and allocate resources. These non-GAAP measures differ from reported GAAP results and are intended to illustrate what management believes are relevant period-over-period comparisons and are helpful to investors when considered with GAAP measures as an additional tool for further understanding and assessing the Company's ongoing operating performance by adjusting for items which in our view do not necessarily reflect ongoing performance. Management also internally uses these measures to assess our operating performance, both absolutely and in comparison to other companies, and in evaluating or making selected compensation decisions. Exclusion of items in the Company's non-GAAP presentation should not be considered an inference that these items are unusual, infrequent or non-recurring. See the appendix to this presentation for definitions of these Non-GAAP measures, and full reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures where applicable.

The Company may use its website as a means of disclosing information concerning its operations, results and prospects, including information which may constitute material nonpublic information, and for complying with its disclosure obligations under SEC Regulation FD. Disclosure of such information will be included on the Company's website in the Investor Relations section at [travelandleisureco.com/investors](http://travelandleisureco.com/investors). Accordingly, investors should monitor that Investor Relations section of the Company website, in addition to accessing its press releases, its submissions and filings with the SEC, and its publicly noticed conference calls and webcasts.

## **About Travel + Leisure Co.**

Travel + Leisure Co. (NYSE:TNL) is the world's leading vacation ownership and membership travel company, providing more than six million vacations to travelers every year. The company operates a portfolio of vacation ownership, travel club, and lifestyle travel brands designed to meet the needs of the modern leisure traveler, whether they're traveling the world or staying a little closer to home. With hospitality and responsible tourism at its heart, the company's 19,000 dedicated associates around the globe help the company achieve its mission to put the world on vacation. Learn more at [travelandleisureco.com](http://travelandleisureco.com).

## **Forward-Looking Statements**

This presentation includes "forward-looking statements" as that term is defined by the Securities and Exchange Commission ("SEC"). Forward-looking statements are any statements other than statements of historical fact, including statements regarding our expectations, beliefs, hopes, intentions or strategies regarding the future. In some cases, forward-looking statements can be identified by the use of words such as "may," "will," "expects," "should," "believes," "plans," "anticipates," "estimates," "predicts," "potential," "projects," "continue," "outlook," "guidance," "commitments," "future" or other words of similar meaning. Forward-looking statements are subject to risks and uncertainties that could cause actual results of Travel + Leisure Co. and its subsidiaries ("Travel + Leisure Co." or "we") to differ materially from those discussed in, or implied by, the forward-looking statements. Factors that might cause such a difference include, but are not limited to, risks associated with: the acquisition of the Travel + Leisure brand and the future prospects and plans for Travel + Leisure Co., including our ability to execute our strategies to grow our cornerstone timeshare and exchange businesses and expand into the broader leisure travel industry through travel clubs; our ability to compete in the highly competitive timeshare and leisure travel industries; uncertainties related to acquisitions, dispositions and other strategic transactions; the health of the travel industry and declines or disruptions caused by adverse economic conditions (including inflation, higher interest rates, and recessionary pressures), terrorism or acts of gun violence, political strife, war (including hostilities in Ukraine and the Middle East), pandemics, and severe weather events and other natural disasters; adverse changes in consumer travel and vacation patterns, consumer preferences and demand for our products; increased or unanticipated operating costs and other inherent business risks; our ability to comply with financial and restrictive covenants under our indebtedness; our ability to access capital and insurance markets on reasonable terms, at a reasonable cost or at all; maintaining the integrity of internal or customer data and protecting our systems from cyber-attacks; the timing and amount of future dividends and share repurchases, if any; and those other factors disclosed as risks under "Risk Factors" in documents we have filed with the SEC, including in Part I, Item 1A of our Annual Report on Form 10-K for the fiscal year ended December 31, 2024, filed with the SEC on or about February 19, 2025. We caution readers that any such statements are based on currently available operational, financial and competitive information, and they should not place undue reliance on these forward-looking statements, which reflect management's opinion only as of the date on which they were made. Except as required by law, we undertake no obligation to review or update these forward-looking statements to reflect events or circumstances as they occur.





# Company Overview



# Travel + Leisure Co.: The Leader in Vacation Ownership



## LEADING THE TRANSFORMATION OF THE INDUSTRY

- Industry has consolidated around large, branded-name companies
- Product evolution to points-based system provides greater utility to owners



## RESILIENT, PROVEN BUSINESS MODEL

- Long-term stable owner base generates significant recurring revenue
- Margin stability in a variety of economic conditions



## SHAREHOLDER-FRIENDLY APPROACH TO CAPITAL ALLOCATION

- Strong free cash generation supports capital allocation flexibility
- Over \$2.5B returned to shareholders since spin in 2018 through dividends and share repurchases<sup>(1)</sup>

(1) As of December 31, 2024.



# Travel + Leisure Co.: By the Numbers



WORLDMARK BASS LAKE  
BASS LAKE, CA

## TRAVEL+ LEISURE

CLUB  
WYNDHAM

WORLDMARK  
BY WYNDHAM

MARGARITAVILLE  
VACATION CLUB

Sports  
Illustrated  
RESORTS

ACCOR  
VACATION CLUB

270+

Resorts Worldwide  
Q4'24

3,600

Affiliated RCI Resorts  
Q4'24

809K

Timeshare Owners  
Q4'24

3.4M

Avg. Exchange Members  
2024

19,000

Employees Worldwide  
Q4'24

391K

New Owner Tours  
2024

\$3.9B

Net Revenue  
2024

22.6%

Avg. Adj. EBITDA Margin<sup>(1)</sup>  
2018 - 2024

\$2.7B

Cumulative Adj. FCF<sup>(1)</sup>  
2018 - 2024

(1) Non-GAAP measure: see appendix for definition and reconciliation.



# TRAVEL+ LEISURE

## VACATION OWNERSHIP

### + Overview

- Sales of vacation ownership interests
- Resort Management
- Consumer Financing

### + 2024 Financials

**\$3,171M**  
Net Revenue

**\$764M**  
Adj. EBITDA<sup>(1)</sup>

**24%**  
Adj. EBITDA  
Margin<sup>(1)</sup>

## TRAVEL AND MEMBERSHIP

### + Overview

- Exchange services for timeshare intervals
- Travel club membership

### + 2024 Financials

**\$695M**  
Net Revenue

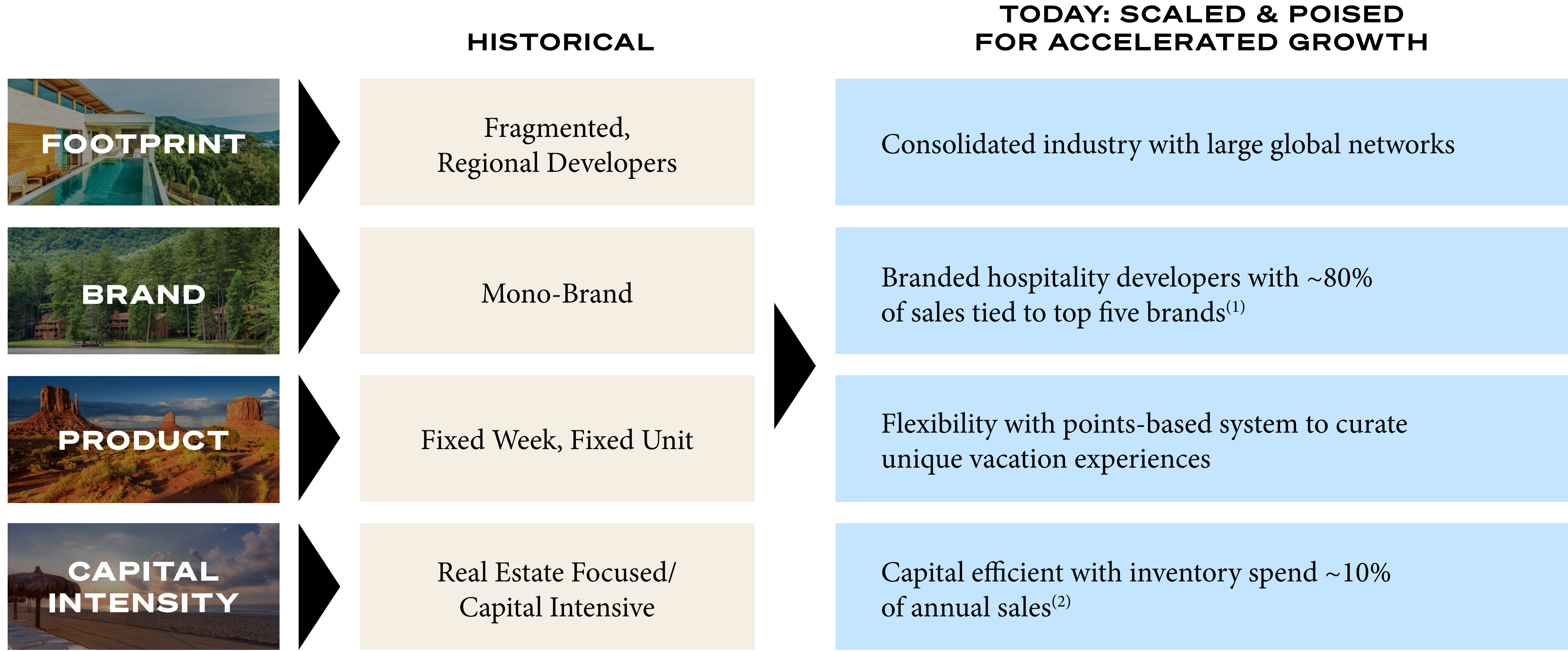
**\$251M**  
Adj. EBITDA<sup>(1)</sup>

**36%**  
Adj. EBITDA  
Margin<sup>(1)</sup>

(1) Non-GAAP measure: see appendix for definition and reconciliation.



# Consolidation + Product Evolution Driving Industry Transformation



(1) Source: ARDA Third Quarter 2024 Pulse Survey.  
(2) Average presented as a percentage of gross VOI sales from 2018-2024.



# Favorable Trends in the Business

## + Secular Growth In Travel

- Global leisure travel market is forecasted to grow at a CAGR of 7% (2024-2032)<sup>(1)</sup>
- 23% of our guests surveyed in 2024 worked during their stay at our resorts<sup>(2)(3)</sup>

## + Strong Owner Satisfaction

- Owners buy more—~65% of sales are to existing owners<sup>(3)</sup>
- 98% annual retention of owners who fully paid off their purchase or are current on their loan<sup>(4)</sup>

## + Attractive Product

- “Best of both” with spacious accommodations of vacation rental with consistent, safe experience similar to hotel
- Split points into multiple stays, borrow from the future, or bank points into next year
- Strong value proposition vs hotel stay or vacation rental

## + Generational Shift

- Average age of new owner is ~50 years old<sup>(3)</sup>
- 62% of sales are to Gen X, Millennials, and younger generations<sup>(3)</sup>

(1) Source: Expert Market Research.com

(2) Wyndham Destinations post-stay surveys of guests younger than 67.

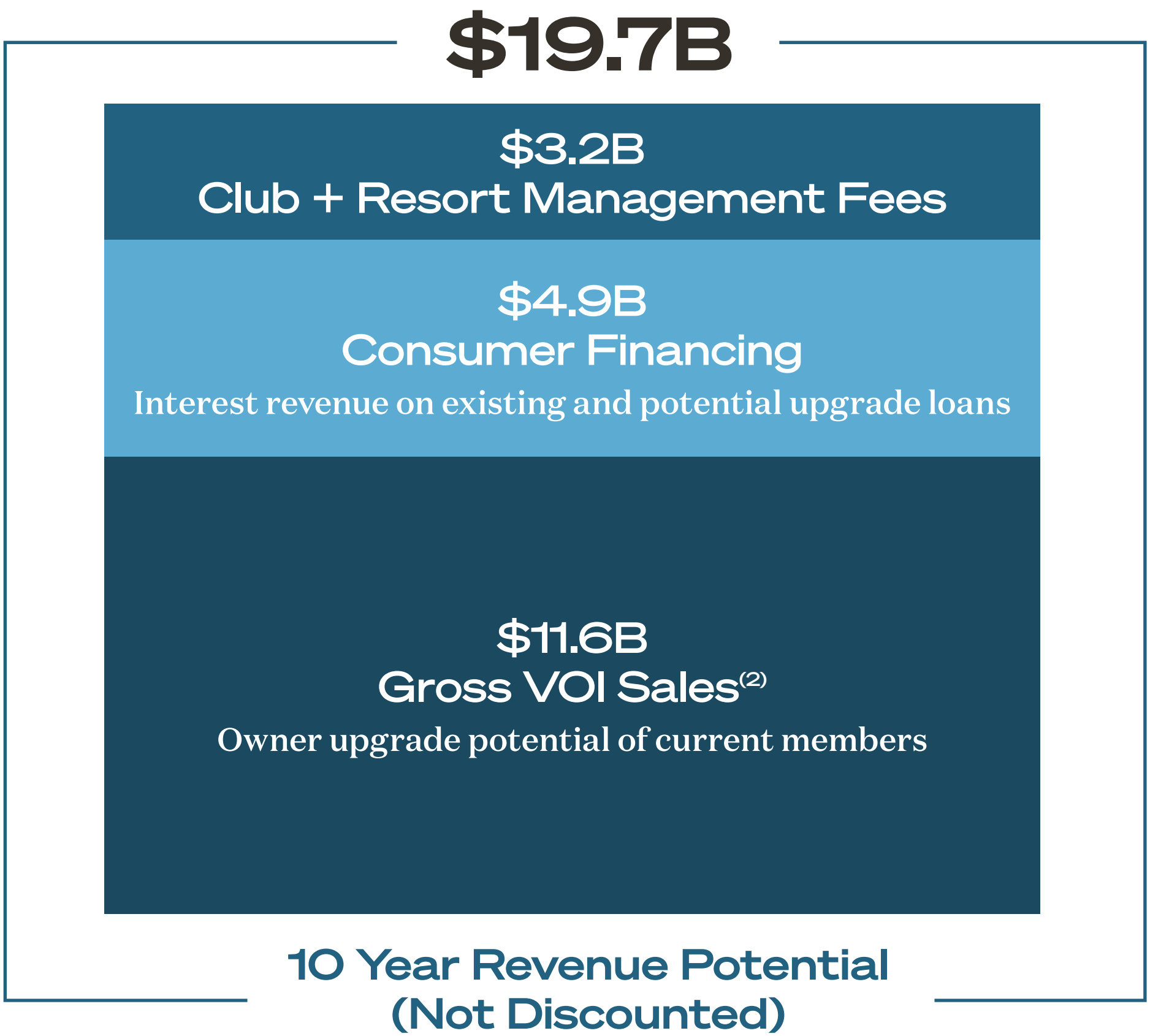
(3) Information provided for the twelve months ended December 31, 2024.

(4) As of December 31, 2024.

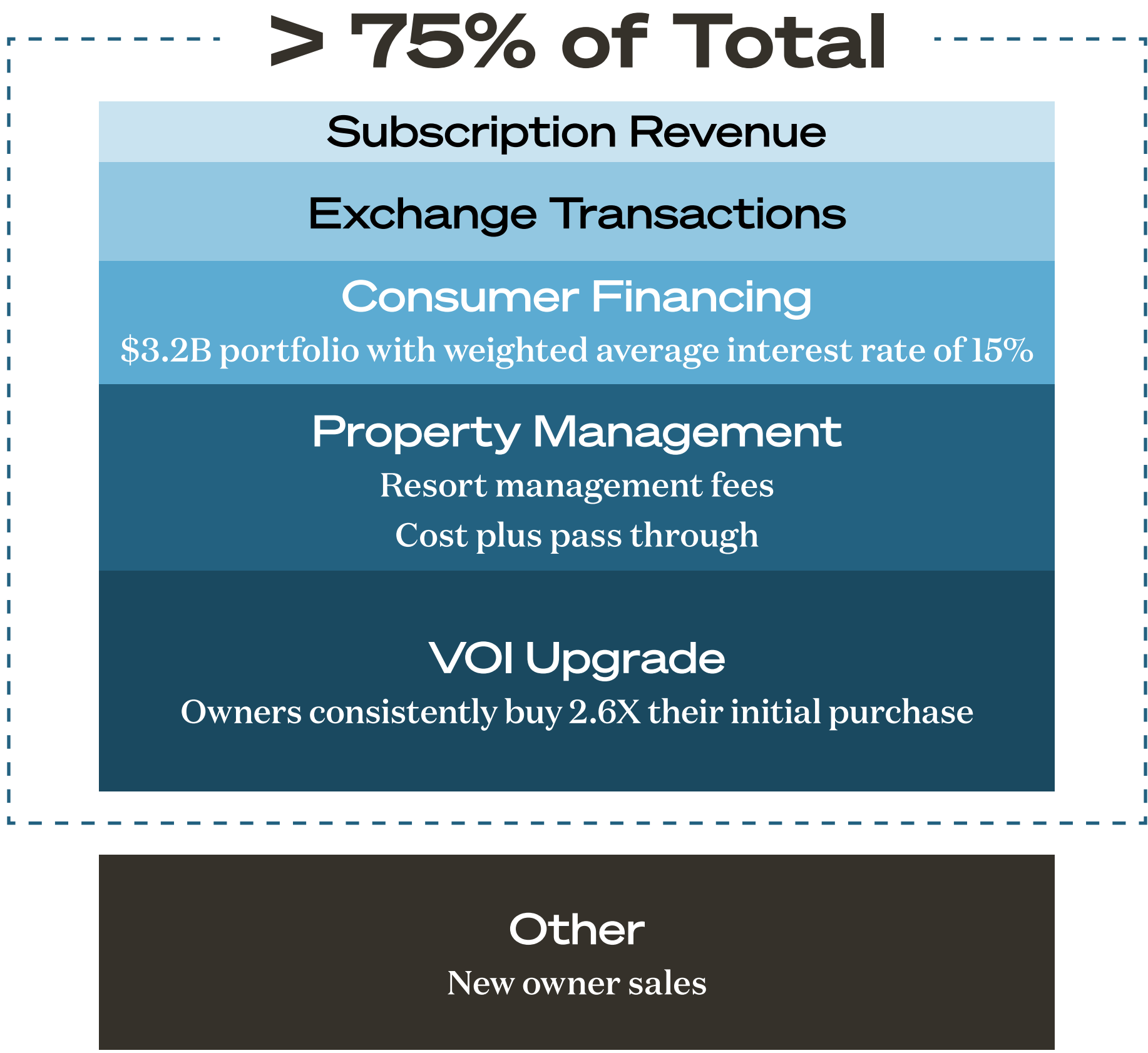


# New Owner Sales Create Solid Foundation for Future Revenue Growth

## STRONG PIPELINE OF POTENTIAL FUTURE REVENUE<sup>(1)</sup>



## MORE THAN 75% OF REVENUES ARE PREDICTABLE AND/OR RECURRING<sup>(3)</sup>



(1) Information for future revenue potential provided as of November 2024.

(2) Gross VOI Sales, a forward looking non-GAAP measure, the reconciliation of which is not available without unreasonable effort. See appendix for definition.

(3) Information provided as of December 31, 2024.



# Stable of Brands to Appeal to a Wide Range of Consumers Throughout the Stages of Their Lives

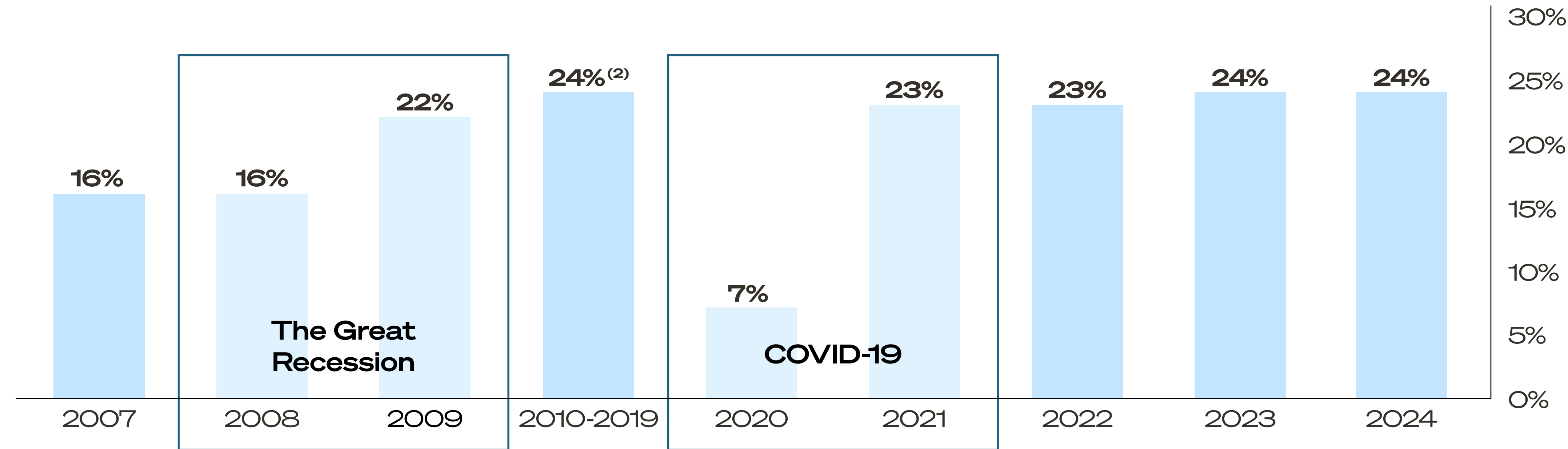


Newer, faster-growing brands augment growth in mature brands



# Resilient Business with Strong Adjusted EBITDA Margins

Vacation Ownership Segment Adjusted EBITDA Margin<sup>(1)</sup>



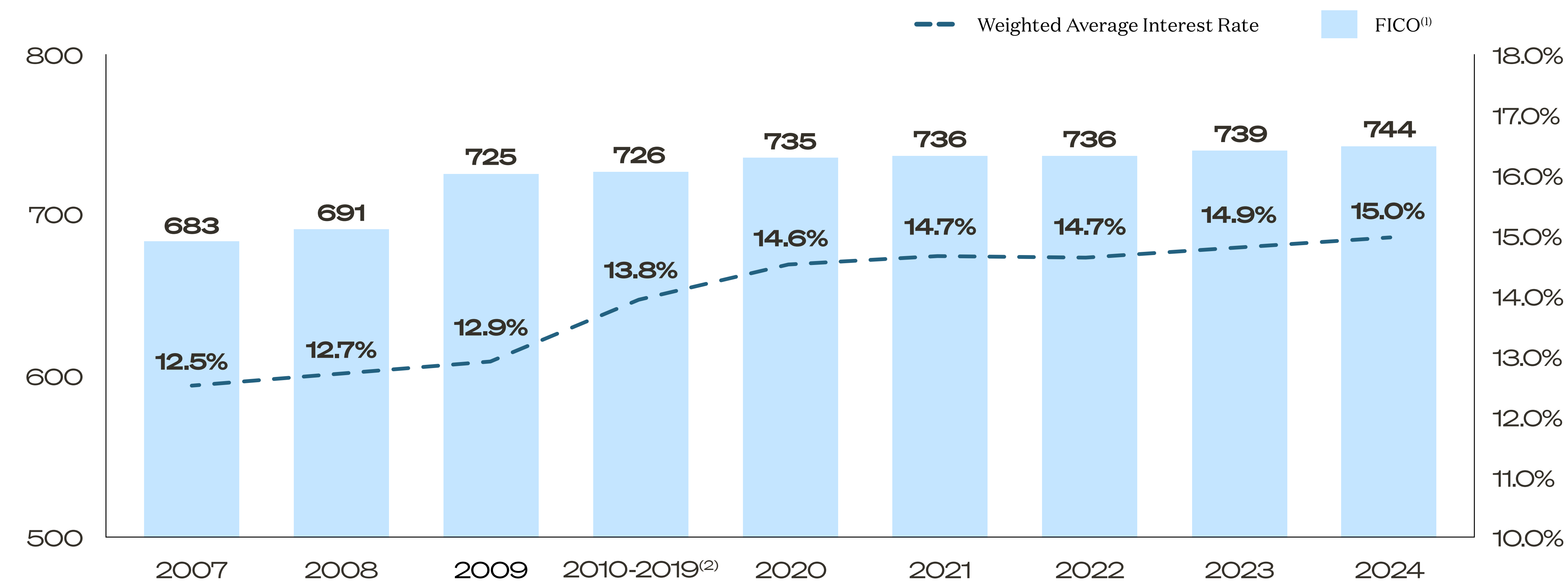
2007	2008	2009	2010-2019	2020	2021	2022	2023	2024	GROSS VOI <sup>(1)</sup>
1,993	1,987	1,315	1,935 <sup>(2)</sup>	967	1,491	1,982	2,149	2,293	

(1) Non-GAAP measure: see appendix for definition and reconciliation.

(2) Average from 2010-2019.



# Consumer Financing Drives Substantial Earnings Stream



NET INTEREST INCOME	2007	2008	2009	2010-2019 <sup>(2)</sup>	2020	2021	2022	2023	2024
	248	295	296	360	366	323	327	315	314

(1) Weighted average FICO Score on New Originations.  
(2) Average from 2010 - 2019.



# Disciplined Approach to Underwriting Has Improved Relative Position of Loan Portfolio

	12/31/2008		12/31/2019		12/31/2024
Weighted Avg. FICO (At origination)	680		722		736
% of loans < 640 FICO	31.4%	IMPLEMENTED MINIMUM FICO UNDERWRITING STANDARD	14.3%	INCREASED FICO MINIMUM TO 640	10.8%
Portfolio Equity	39.1%		52.7%		55.1%
Weighted Avg. Coupon	12.7%		14.6%		15.0%
Loan Loss Provision	22.6%		20.6%		20.1%

RECEIVABLES<sup>(1)</sup>

\$3.06B

LOAN COUNT<sup>(1)</sup>

~135,000

AVG. BALANCE<sup>(1)</sup>

\$22,613

AUTO PAY ENROLLMENT<sup>(1)</sup>

88%

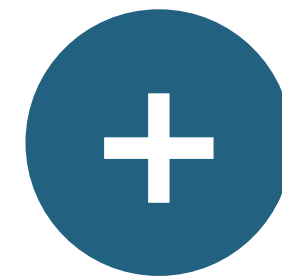
(1) Portfolio Characteristics as of 12/31/2024. Qualified Non-defaulted North American Portfolio, including Shell originations starting 07/01/13.



# Our Travel and Membership Business is Transforming

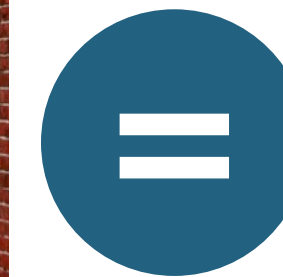
**EXCHANGE**

- Pressure on volumes as industry has consolidated and points-based products expand
- Resized footprint and more targeted approach will drive higher quality service and better efficiency



**TRAVEL CLUBS**

- Refining offering to broaden appeal to closed-user groups
- Driving mix toward higher margin transactions



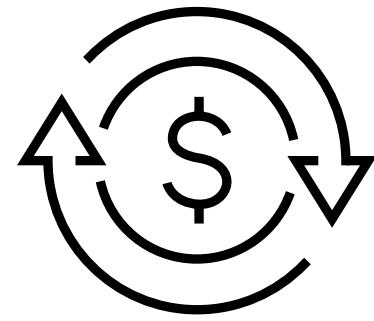
**TRAVEL AND MEMBERSHIP**

- Higher Revenue per Transaction
- Increased Member Retention

High Margin, Low Capital Intensity, and High Adjusted Free Cash Flow



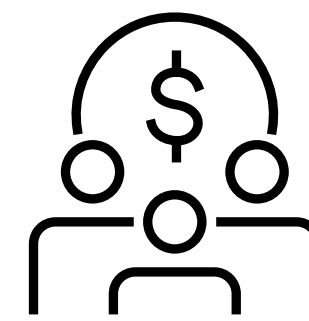
# Disciplined and Balanced Capital Allocation Framework



## INVESTING IN THE BUSINESS

Opportunistic M&A

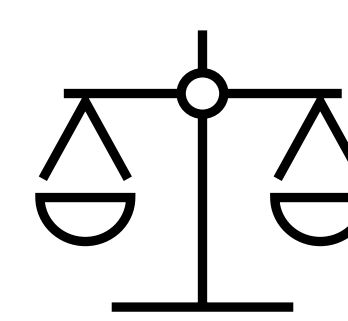
Organic growth



## CAPITAL RETURNS TO SHAREHOLDERS

Dividends

Share repurchases



## BALANCE SHEET

Leverage reduction through  
EBITDA growth

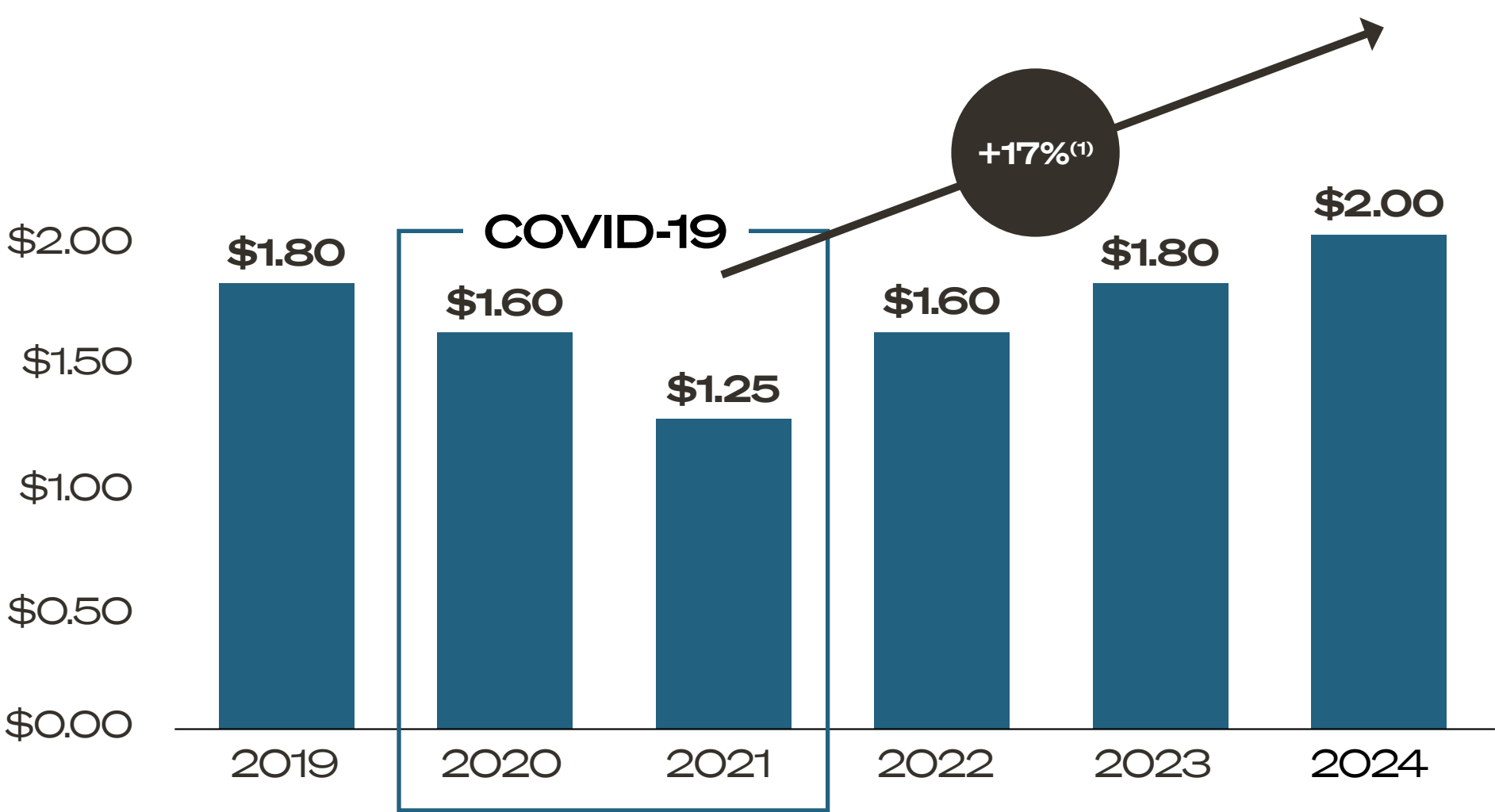
Manageable maturities



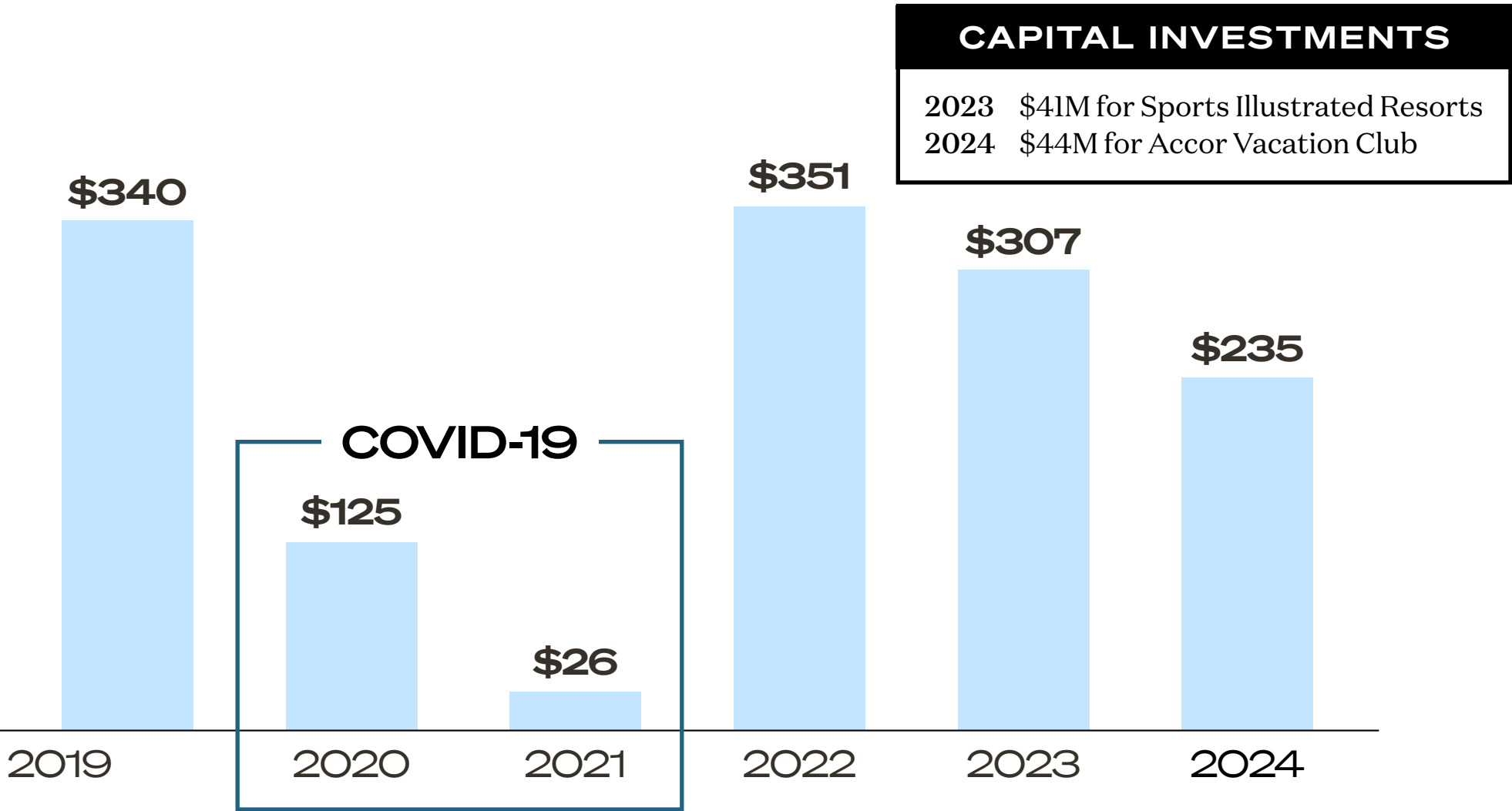


# Shareholder-Focused Capital Allocation

## DIVIDEND GROWS IN LINE WITH BUSINESS



## SUBSTANTIAL SHARE REPURCHASES



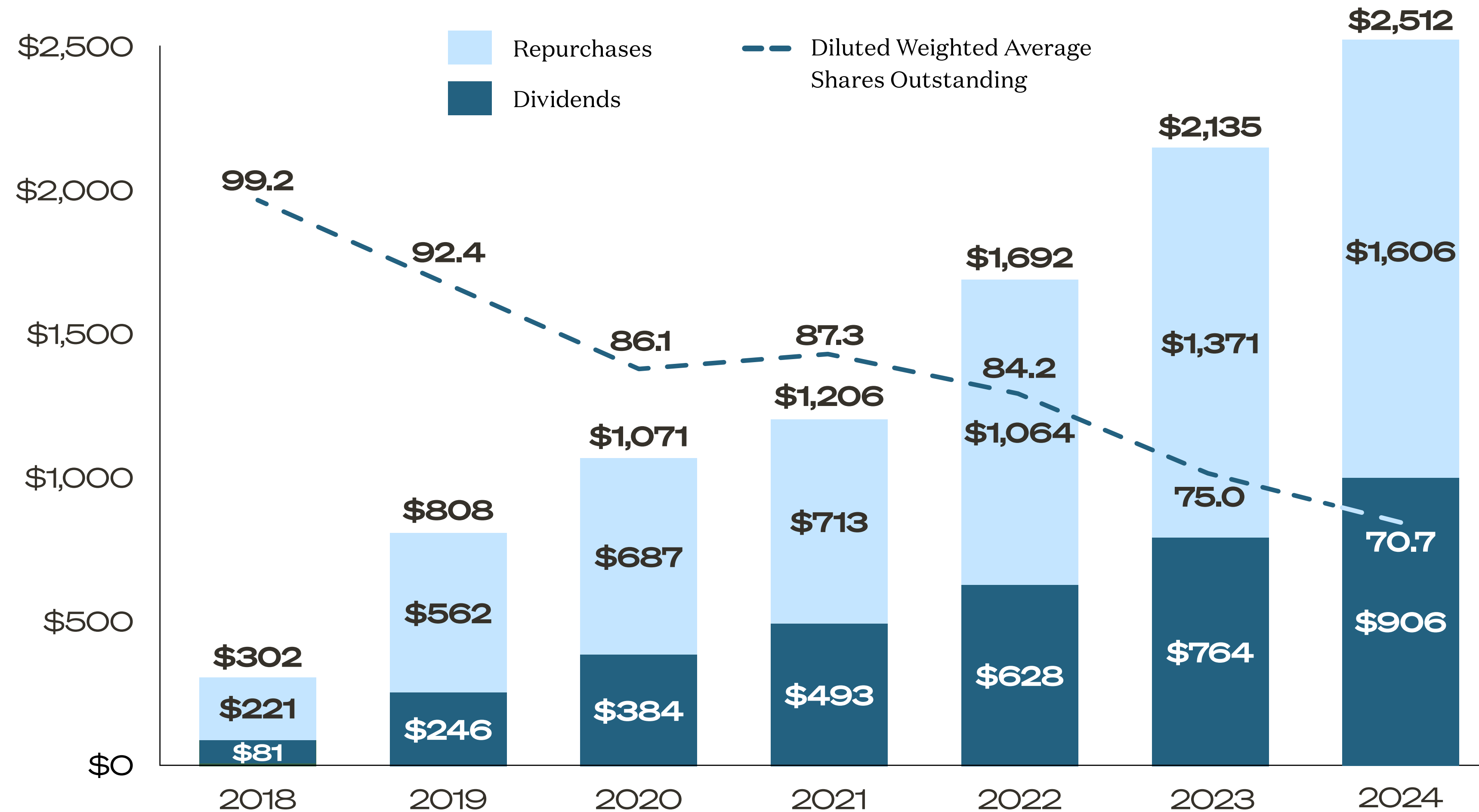
## CAPITAL ALLOCATION

- Have paid a dividend every quarter as an independent company, including during COVID
- Repurchase an average of ~10% of shares each year<sup>(2)</sup>

(1) Average annual dividend growth.  
(2) Average since 2022.



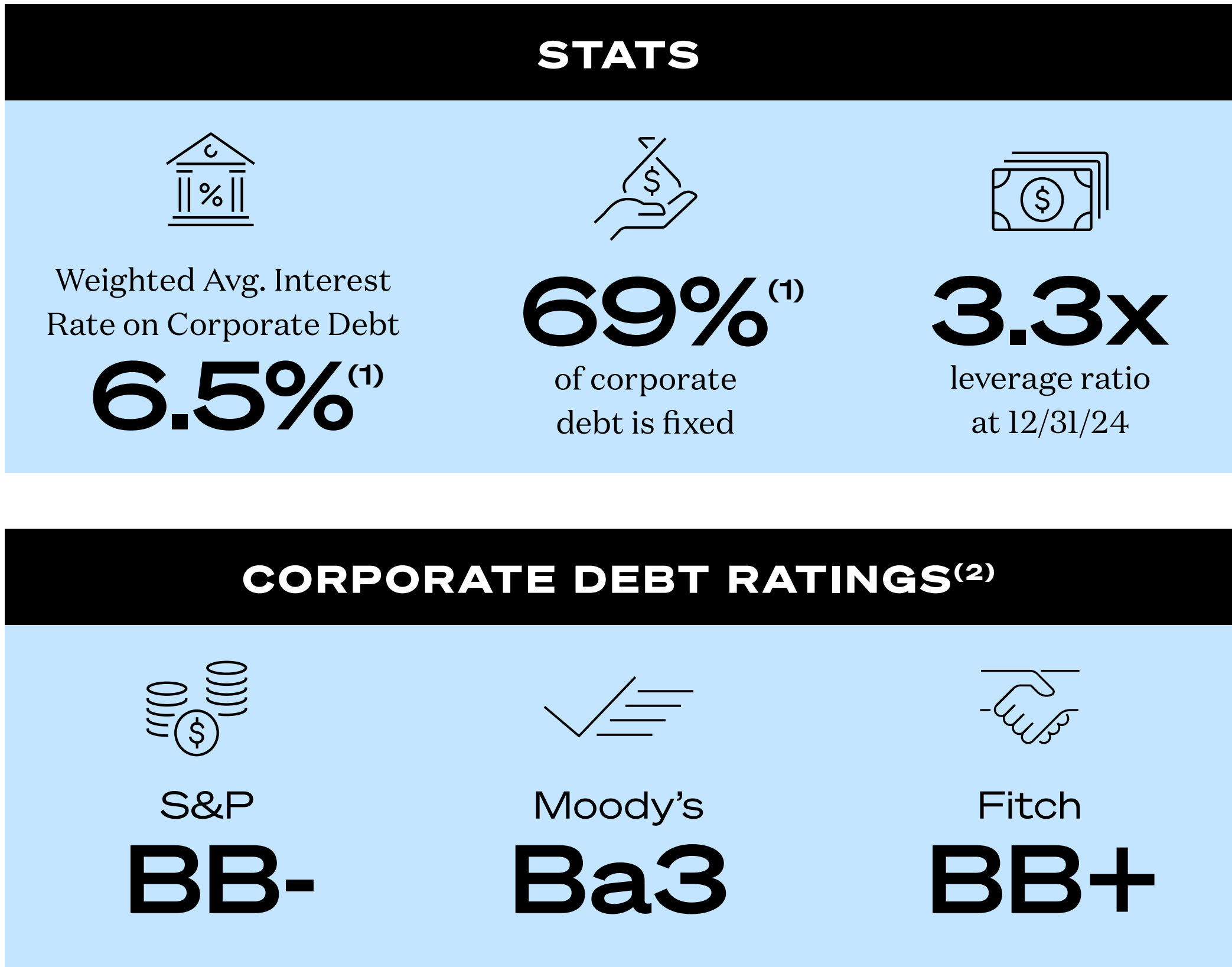
# Cumulative Capital Returned to Shareholders Since Spin



**Over  
\$2.5B  
of capital  
returned**  
to shareholders  
post spin



# Solid Balance Sheet with Manageable Debt Maturities







## Results and Outlook



# 4Q and FY 2024 Results

## THREE MONTHS ENDED 12/31/2024



Net Revenue  
\$971M



Gross VOI Sales<sup>(1)</sup>  
\$591M



Adj. EBITDA<sup>(1)</sup>  
\$252M



Adj. Diluted Earnings  
Per Share<sup>(1)</sup>  
\$1.72

## TWELVE MONTHS ENDED 12/31/2024



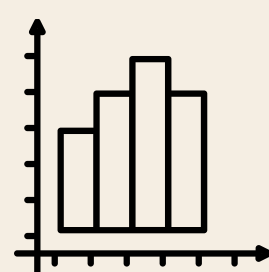
Net Revenue  
\$3.9B



Gross VOI Sales<sup>(1)</sup>  
\$2.3B



Adj. EBITDA<sup>(1)</sup>  
\$929M



Adj. FCF<sup>(1)</sup>  
\$446M

## FULL YEAR HIGHLIGHTS

- + VPG of \$3,094, above the high end of our guidance range
- + Tours up 8% over prior year period, with new owner tours up 14%
- + New owner transaction mix of 35%

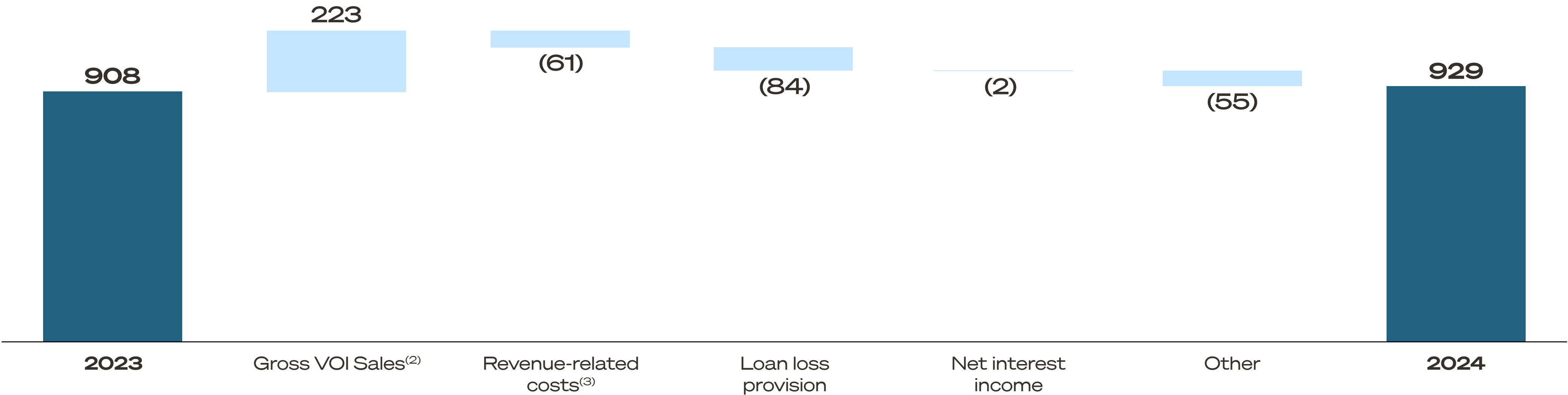


WORLDMARK LEAVENWORTH  
LEAVENWORTH, WA

(1) Non-GAAP measure: see appendix for definition and reconciliation.



# Adjusted EBITDA<sup>(1)</sup> — 2023 v. 2024



## Gross VOI Sales<sup>(2)</sup>

- Strong consumer demand with tours up 8% YOY and new owner tours up 14%
- Volume per guest (VPG) down 1% YOY, driven by higher new owner mix (up 185 bps)



## Revenue-related costs<sup>(3)</sup>

- Cost of sales of ~10% for full year, from low-cost inventory burn due to higher than usual inventory levels built up during COVID



## Loan loss provision

- Delivered loan loss provision of 20.1% for full year, in line with expectations

(1) Non-GAAP measure: see appendix for definition and reconciliation.

(2) Net of Fee-for-Service sales.

(3) Revenue-related costs: Cost of VOI sales, Sales & Marketing expense (incl. commissions), and license fees for our Vacation Ownership business.

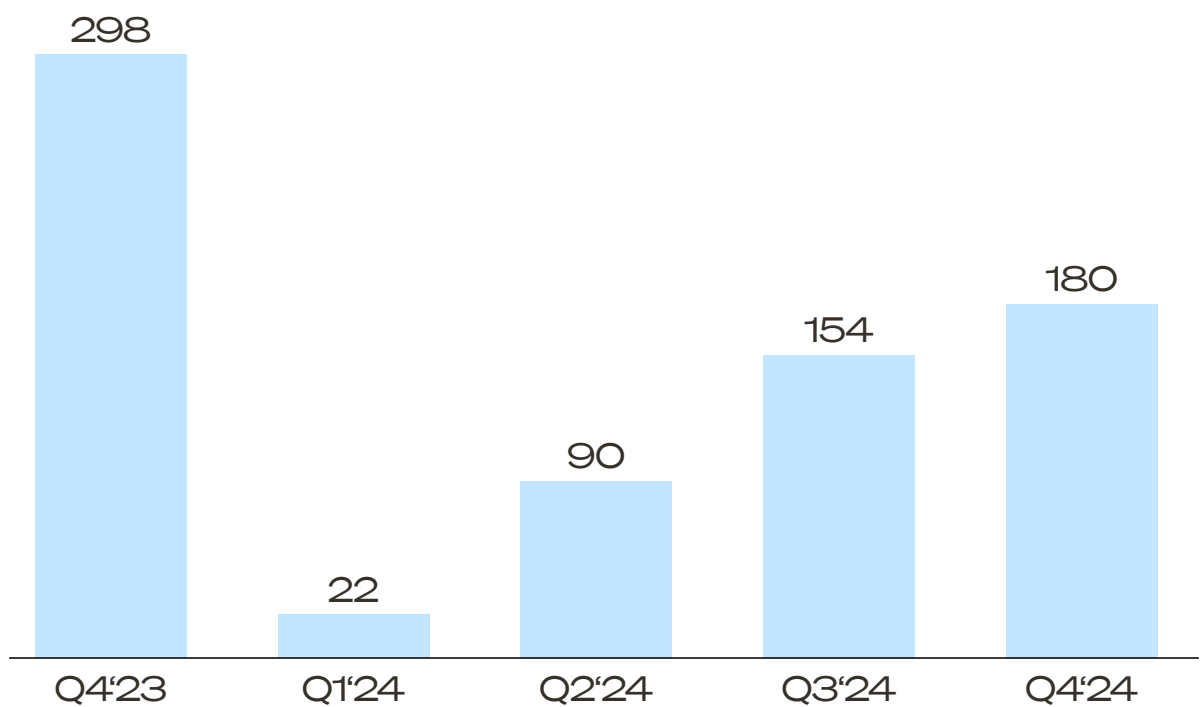


# Utilizing a Proven Capital Allocation Framework



## STRONG CASH GENERATION

ADJUSTED FREE CASH FLOW<sup>(1)(2)(3)</sup>

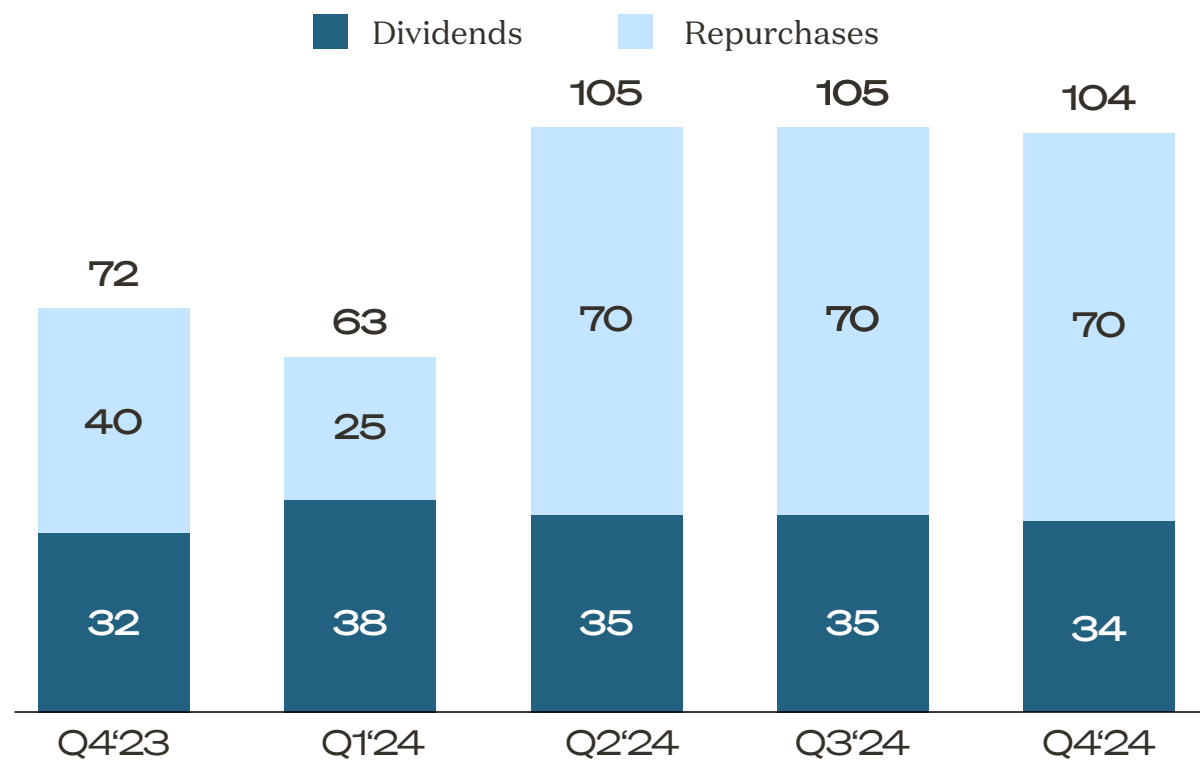


- \$446M Adj. FCF<sup>(1)</sup> produced in 2024
- 48% Adj. EBITDA to Adj. FCF conversion in 2024



## SHAREHOLDER RETURNS

CASH RETURNED TO SHAREHOLDERS<sup>(2)(3)</sup>

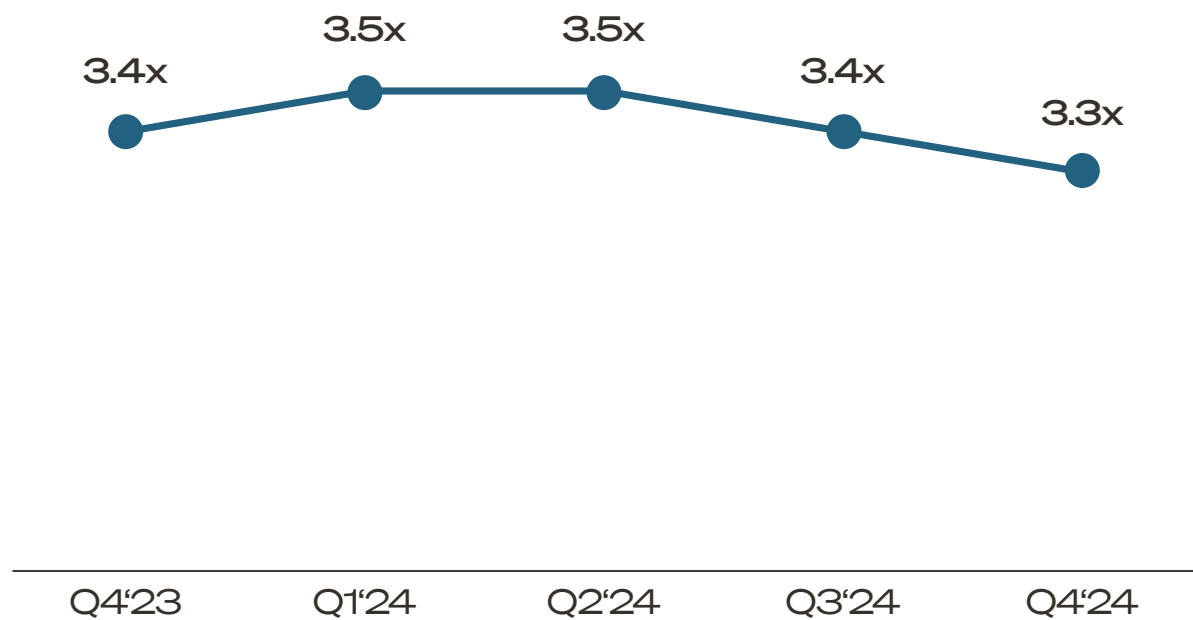


- \$377M returned to shareholders in 2024
- Repurchased 7% of shares outstanding in 2024



## SOLID BALANCE SHEET

LEVERAGE RATIO



- Strong access to capital markets
- Weighted average interest rate of 6.5%<sup>(4)</sup>
- Leverage improved 8 bps over prior year<sup>(4)</sup>

(1) Non-GAAP measure: see appendix for definition and reconciliation.  
(2) Capital investment of \$41M for Sports Illustrated Resorts occurred primarily in Q4'23.  
(3) Capital investment of \$44M for Accor Vacation Club occurred primarily in Q1'24.  
(4) Corporate debt as of December 31, 2024.



Expectations for 2025

	PROVIDING FIRST QUARTER GUIDANCE	PROVIDING FULL YEAR GUIDANCE
	Q1'25E	2025E
Adj. EBITDA <sup>(1)</sup>	\$195M-\$205M	\$955M-\$985M
Gross VOI Sales <sup>(1)</sup>	\$495M-\$515M	\$2.4B-\$2.5B
VPG <sup>(1)</sup>	\$3,150-\$3,250	\$3,050-\$3,150
T&M Adj. EBITDA Growth <sup>(1)</sup>	N/A	0%-2%



(1) Adjusted EBITDA and Gross VOI Sales are forward looking non-GAAP measures, the reconciliation of which is not available without unreasonable effort. See appendix for definitions. Outlook is as of February 19, 2025. Nothing herein is intended to update such outlook or guidance after such date or to reflect any facts, circumstances or other factors occurring since the date of such outlook or guidance.





## Additional Financial Information



# Model Sensitivities

Three major drivers to performance in the Vacation Ownership segment



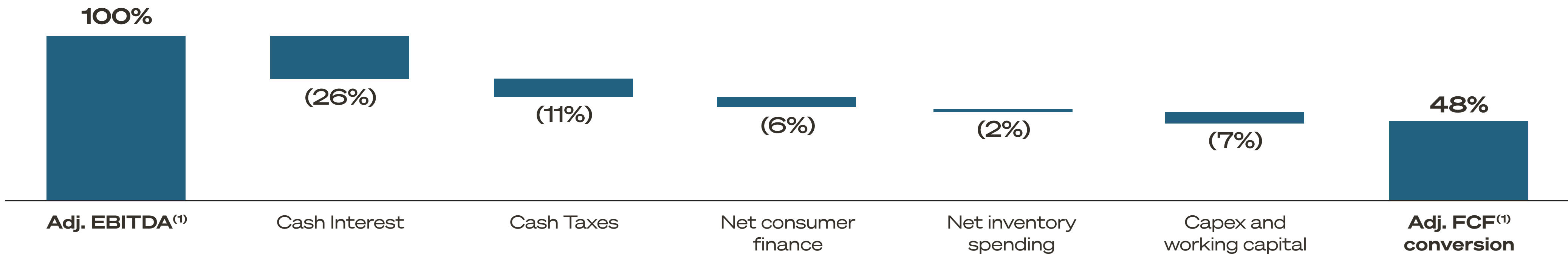
(1) Net of Fee-for-Service sales.

Note: Sensitivities provided as of December 31, 2024. Sensitivities are based on our general expectations. Sensitivities to Adjusted EBITDA include system-wide trends. Operating circumstances, including but not limited to brand mix, product mix, geographical concentrations, and market segment variations, among other factors, may cause impacts to differ materially.

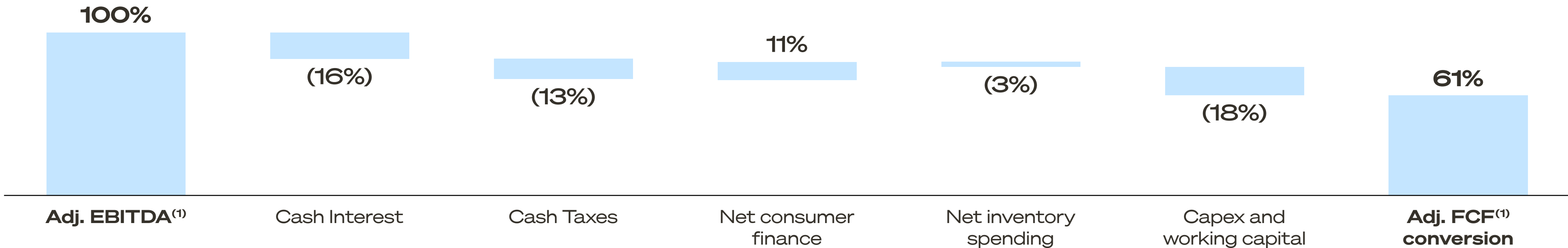


# Adjusted EBITDA to Adjusted Free Cash Flow Conversion %

## 2024 Actuals



## 2018 to 2019 Actual



(1) Non-GAAP measure; see appendix for definition and GAAP reconciliation.





# TRAVEL+ LEISURE

TNL  
LISTED  
NYSE







# **APPENDIX: NON-GAAP RECONCILIATIONS**

**TRAVEL+  
LEISURE**





APPENDIX: NON-GAAP RECONCILIATION

Travel + Leisure Co. Net Income to Adjusted EBITDA Reconciliation (\$ in millions)

	2024	2023	2022	2021	2020	2019	2018 <sup>(1)</sup>	2018 + 2019
Net income/(loss) attributable to T+L shareholders	\$ 411	\$ 396	\$ 357	\$ 308	\$ (255)	\$ 507	\$ 672	\$ 1,179
Loss from ops of disc bus, net of income taxes	-	-	-	-	-	-	50	50
(Gain)/loss on disposal of disc bus, net of income taxes	(33)	(5)	(1)	5	2	(18)	(456)	(474)
Provision for/(benefit from) income taxes	135	94	130	116	(23)	191	130	321
Depreciation and amortization	115	112	119	124	126	121	138	259
Interest expense	249	251	195	198	192	162	170	332
Interest (income)	(14)	(13)	(6)	(3)	(7)	(7)	(5)	(12)
Stock-based compensation	40	36	42	32	20	20	23	43
Restructuring	16	26	14	(1)	39	9	16	25
Legacy items	11	8	1	4	4	1	1	2
Asset impairments/(recoveries), net	3	1	11	(5)	57	27	(4)	23
Acquisition/divestiture related	2	-	-	-	-	1	-	1
Integration costs	1	-	-	-	-	-	-	-
Loss/(gain) on equity investment	-	-	5	(3)	-	-	-	-
COVID-19 related costs	-	-	2	3	56	-	-	-
Exchange inventory write-off	-	-	-	-	48	-	-	-
Separation and related costs <sup>(2)</sup>	-	-	-	-	-	45	223	268
Loss/(gain) on sale of business	-	2	-	-	-	(68)	-	(68)
Value-added tax refund	-	-	-	-	-	-	(16)	(16)
Fair value change in contingent consideration	(7)	-	(10)	-	-	-	-	-
Further adjustments <sup>(3)</sup>	-	-	-	-	-	-	15	15
T+L Adjusted EBITDA	\$ 929	\$ 908	\$ 859	\$ 778	\$ 259	\$ 991	\$ 957	\$ 1,948
Total Revenue	\$ 3,864	\$ 3,750	\$ 3,567	\$ 3,134	\$ 2,160	\$ 4,043	\$ 3,931	\$ 7,974
Net income margin	11%	11%	10%	10%	-12%	13%	17%	15%
Adj. EBITDA margin	24%	24%	24%	25%	12%	25%	24%	24%

Avg Adj. EBITDA Margin (2018 - 2024) 22.6%

(1) 2018 Adjusted EBITDA is further adjusted.  
(2) Includes \$4 million and \$105 million of stock-based compensation expenses for the years ended 2019 and 2018.  
(3) Includes incremental license fees paid to Wyndham Hotels & Resorts and other changes being affected in conjunction with the spin-off.



APPENDIX: NON-GAAP RECONCILIATION

Net Cash Provided by Operating Activities from Continuing Operations to Adjusted Free Cash Flow  
(\$ in millions)

	2024	2023	2022	2021	2020	2019	2018	2018 + 2019
Net cash provided by operating activities from continuing operations	\$ 464	\$ 350	\$ 442	\$ 568	\$ 374	\$ 453	\$ 292	\$ 745
Property and equipment additions	(81)	(74)	(52)	(57)	(69)	(108)	(99)	(207)
Sum of proceeds and principal payments of non-recourse vacation ownership debt	62	103	47	(294)	(333)	185	264	449
Free cash flow	445	379	437	217	(28)	530	457	987
Transaction costs for acquisitions	1	-	-	-	-	-	-	-
COVID-19 related adjustments <sup>(1)</sup>	-	-	2	6	47	-	-	-
Separation and other adjustments <sup>(2)</sup>	-	-	-	-	16	87	123	210
Adjusted free cash flow	\$ 446	\$ 379	\$ 439	\$ 223	\$ 35	\$ 617	\$ 580	\$ 1,197
Net cash used in investing activities from continuing operations	(124)	(80)	(45)	(93)	(60)	(44)	(99)	(143)
Net cash (used in)/provided by financing activities from continuing operations	(458)	(500)	(196)	(1,288)	502	(289)	(1,786)	(2,075)
Net income	411	396	357	308	(255)	507	672	1,179
Adjusted EBITDA	929	908	859	778	259	991	957	1,948
Net income cash flow conversion	113%	88%	124%	184%	(147)%	89%	43%	63%
Adjusted Free Cash Flow conversion	48%	42%	51%	29%	14%	62%	61%	61%
Cumulative Adj. FCF (2018-2024)					\$ 2,719			

(1) Includes cash paid for COVID-19 expenses factored into the calculation of Adjusted EBITDA.  
(2) Includes cash paid for separation-related activities and transaction costs for acquisitions and divestitures as well as certain adjustments to 2018 for comparative purposes for incremental license fees paid to Wyndham Hotels and other corporate costs being affected in order to reflect the company’s position as if the spin-off had occurred for all periods presented.



# APPENDIX: NON-GAAP RECONCILIATION

## Vacation Ownership Net Income to Adjusted EBITDA Reconciliation (\$ in millions)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
VO net income/(loss)	\$ 443	\$ 429	\$ 373	\$ 309	\$ (69)	\$ 404	\$ 340	\$ 174	\$ 316	\$ 316	\$ 295	\$ 248	\$ 227	\$ 195	\$ 156	\$ 117	\$ (1,281)	\$ 150
NI attributable to NCI	-	-	-	-	-	-	-	-	1	-	1	1	-	-	-	-	-	-
Provision for income taxes	176	160	149	128	(17)	150	119	110	194	196	185	144	137	122	96	72	50	95
Depreciation and amortization	71	70	78	82	86	81	73	63	53	47	47	47	38	38	46	54	58	48
Interest expense	58	47	38	34	43	78	117	142	131	130	133	180	147	160	142	144	100	85
Interest (income)	(3)	(2)	-	-	-	-	(1)	-	(1)	(2)	(1)	(1)	-	-	-	-	(1)	-
Acquisition related	1	-	-	-	-	-	-	-	-	-	-	2	1	-	-	-	-	-
Integration costs	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
COVID-19 related	-	-	-	3	34	-	-	-	-	-	-	-	-	-	-	-	-	-
Restructuring Costs	2	10	3	(1)	14	5	11	-	8	1	-	-	2	(1)	-	37	66	-
Asset Impairments/(recoveries)	1	-	8	1	22	27	(4)	205	-	-	-	-	-	-	-	9	1,374	-
Executive Costs	-	-	-	-	-	-	-	-	6	-	-	-	-	-	-	-	-	-
Separation & related costs	-	-	-	-	-	4	67	1	-	-	-	-	-	-	-	-	-	9
Stock-based compensation	14	15	16	13	8	7	9	13	16	-	-	-	-	-	-	-	-	-
2016 Grant Modifier	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-
Further adjustments	-	-	-	-	-	-	(10)	(25)	(21)	-	-	-	-	-	-	-	-	-
VO Adjusted EBITDA	\$ 764	\$ 729	\$ 665	\$ 569	\$ 121	\$ 756	\$ 721	\$ 684	\$ 703	\$ 688	\$ 660	\$ 621	\$ 552	\$ 514	\$ 440	\$ 433	\$ 366	\$ 387
Total Revenue	\$ 3,171	\$ 3,041	\$ 2,835	\$ 2,423	\$ 1,637	\$ 3,151	\$ 2,979	\$ 2,881	\$ 2,774	\$ 2,772	\$ 2,638	\$ 2,515	\$ 2,269	\$ 2,077	\$ 1,979	\$ 1,945	\$ 2,278	\$ 2,425
Net Income Margin	14%	14%	13%	13%	(4)%	13%	11%	6%	11%	11%	11%	10%	10%	9%	8%	6%	(56)%	6%
Adj. EBITDA Margin	24%	24%	23%	23%	7%	24%	24%	24%	25%	25%	25%	25%	24%	25%	22%	22%	16%	16%

### 2010 - 2019

VO Adj. EBITDA \$ 6,339

Total Revenue \$ 26,035

Avg Adj. EBITDA Margin 24.3 %

Note: 2007-2015 Adjusted EBITDA is per Wyndham Worldwide's definition and does not reflect the adoption of ASC 606 revenue recognition accounting standard. 2016-2018 Adjusted EBITDA is further adjusted.  
(1) Includes incremental license fees paid to Wyndham Hotels & Resorts and other changes being affected in conjunction with the spin-off.



# APPENDIX: NON-GAAP RECONCILIATION

Travel and Membership Net Income to Adjusted EBITDA Reconciliation (\$ in millions)

	2024
TM net income	\$ 157
(Gain)/loss on disposal of disc bus, net of income taxes	(37)
Provision for income taxes	49
Depreciation and amortization	28
Interest expense	7
Interest (income)	(3)
Loss on sale of business	32
Legacy items	13
Restructuring Costs	10
Asset Impairments/(recoveries)	2
Fair value change in contingent consideration	(7)
VO Adjusted EBITDA	\$ 251
Total Revenue	\$ 695
Net Income Margin	23%
Adj. EBITDA Margin	36%



# APPENDIX: NON-GAAP RECONCILIATION

## Reconciliation of Net VOI Sales to Gross VOI Sales (\$ in millions)

The Company believes gross VOI sales provide an enhanced understanding of the performance of its vacation ownership business because it directly measures the sales volume of this business during a given reporting period.

	Q4 2024	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Net VOI Sales	\$ 456	\$ 1,721	\$ 1,582	\$ 1,484	\$ 1,176	\$ 505	\$ 1,848	\$ 1,769	\$ 1,684	\$ 1,601	\$ 1,604	\$ 1,485	\$ 1,379	\$ 1,323	\$ 1,150	\$ 1,072	\$ 1,053	\$ 1,463	\$ 1,666
Net effect of percentage-of-completion accounting	-	-	-	-	-	-	-	-	-	-	(13)	12	1	-	-	-	(187)	74	22
Loan loss provision	117	432	348	302	129	415	479	456	420	342	248	260	349	409	339	341	449	450	305
Gross VOI sales, net of Fee-for-Service sales	\$ 573	\$ 2,153	\$ 1,930	\$ 1,786	\$ 1,305	\$ 920	\$ 2,327	\$ 2,225	\$ 2,104	\$ 1,943	\$ 1,839	\$ 1,757	\$ 1,729	\$ 1,732	\$ 1,489	\$ 1,413	\$ 1,315	\$ 1,987	\$ 1,993
Fee-for-Service sales	18	140	219	196	186	47	28	46	34	64	126	132	160	49	106	51	-	-	-
Gross VOI sales	\$ 591	\$ 2,293	\$ 2,149	\$ 1,982	\$ 1,491	\$ 967	\$ 2,355	\$ 2,271	\$ 2,138	\$ 2,007	\$ 1,965	\$ 1,889	\$ 1,889	\$ 1,781	\$ 1,595	\$ 1,464	\$ 1,315	\$ 1,987	\$ 1,993
2010-2019 Average										\$ 1,935									

Note: 2007-2015 Gross VOI sales does not reflect the adoption of ASC 606 revenue recognition accounting standard.



# APPENDIX: NON-GAAP RECONCILIATION

Reconciliation of Net Income to Adjusted Net Income to Adjusted EBITDA  
(\$ in millions except per share data)

	Q4 QTD 2024	EPS	Margin %
Net income attributable to TNL shareholders	119	\$1.72	12%
Gain on disposal of discontinued business, net of income taxes	(1)		
Income from continuing operations	118	\$1.70	12%
Amortization of acquired intangibles <sup>(a)</sup>	3		
Restructuring	2		
Debt modification	2		
Asset impairments, net	1		
Integration costs	1		
Legacy items	(1)		
Fair value change in contingent consideration	(7)		
Taxes <sup>(b)</sup>	-		
Adjusted net income	119	\$1.72	12%
Income taxes on adjusted net income	40		
Interest expense	59		
Depreciation	27		
Stock-based compensation expense <sup>(c)</sup>	12		
Debt modification <sup>(d)</sup>	(2)		
Interest (income)	(2)		
Adjusted EBITDA	252		26%
Diluted Shares Outstanding	69.2		

Note- Amounts may not calculate due to rounding.  
(a) Amortization of acquisition-related intangible assets is excluded from Adjusted net income and Adjusted EBITDA.  
(b) Represents the tax effects on the adjustments. We determine the tax effects of the non-GAAP adjustments based on the nature of the underlying adjustment and the relevant tax jurisdictions. The tax effect of the non-GAAP adjustments was calculated based on an evaluation of the statutory tax treatment and the applicable statutory tax rate in the relevant jurisdictions.  
(c) All stock-based compensation is excluded from Adjusted EBITDA.  
(d) Debt modifications are excluded from Adjusted net income, while included for Adjusted EBITDA.



# APPENDIX: NON-GAAP RECONCILIATION

Net Cash Provided by Operating Activities from Continuing Operations to Adj. Free Cash Flow  
(\$ in millions)

	QTD Q4 2023	QTD Q1 2024	QTD Q2 2024	QTD Q3 2024	QTD Q4 2024
Net cash provided by operating activities from continuing operations	\$ 152	\$ 47	\$ 174	\$ 145	\$ 98
Property and equipment additions	(32)	(17)	(21)	(20)	(23)
Sum of proceeds and principal payments of non-recourse vacation ownership debt	178	(8)	(63)	28	105
Free cash flow	298	22	90	153	180
Transaction costs for acquisitions	-	-	-	1	-
Adjusted free cash flow	\$ 298	\$ 22	\$ 90	\$ 154	\$ 180
Net cash used in investing activities from continuing operations	(34)	(57)	(24)	(20)	(23)
Net cash (used in)/provided by financing activities from continuing operations	(56)	203	(464)	(113)	(84)



# DEFINITIONS

**Adjusted Diluted Earnings per Share:** A non-GAAP measure, defined by the Company as Adjusted net income divided by the diluted weighted average number of common shares. Adjusted Diluted Earnings per Share is useful to assist our investors in evaluating our ongoing operating performance for the current reporting period and, where provided, over different reporting periods.

**Adjusted EBITDA:** A non-GAAP measure, defined by the Company as income from continuing operations before depreciation and amortization, interest expense (excluding consumer financing interest), early extinguishment of debt, interest income (excluding consumer financing revenues) and income taxes, each of which is presented on the Consolidated Statements of Income. Adjusted EBITDA also excludes stock-based compensation costs, separation and restructuring costs, legacy items, transaction and integration costs associated with mergers, acquisitions, and divestitures, asset impairments/recoveries, gains and losses on sale/disposition of business, and items that meet the conditions of unusual and/or infrequent. Legacy items include the resolution of and adjustments to certain contingent assets and liabilities related to acquisitions of continuing businesses and dispositions, including the separation of Wyndham Hotels & Resorts, Inc. and Cendant, and the sale of the vacation rentals businesses. We believe that when considered with GAAP measures, Adjusted EBITDA is useful to assist our investors in evaluating our ongoing operating performance for the current reporting period and, where provided, over different reporting periods. We also internally use these measures to assess our operating performance, both absolutely and in comparison to other companies, and in evaluating or making selected compensation decisions. Adjusted EBITDA should not be considered in isolation or as a substitute for net income/(loss) or other income statement data prepared in accordance with GAAP and our presentation of Adjusted EBITDA may not be comparable to similarly-titled measures used by other companies.

**Adjusted EBITDA Margin:** A non-GAAP measure, represents Adjusted EBITDA as a percentage of revenue. Adjusted EBITDA Margin is useful to assist our investors in evaluating our ongoing operating performance for the current reporting period and, where provided, over different reporting periods.

**Adjusted Free Cash Flow:** A non-GAAP measure, defined by the Company as net cash provided by operating activities from continuing operations less property and equipment additions (capital expenditures) plus the sum of proceeds and principal payments of non-recourse vacation ownership debt, while also adding back cash paid for transaction costs for acquisitions and divestitures, separation adjustments associated with the spin-off of Wyndham Hotels, and certain adjustments related to COVID-19. TNL believes Adjusted FCF to be a useful operating performance measure to evaluate the ability of its operations to generate cash for uses other than capital expenditures and, after debt service and other obligations, its ability to grow its business through acquisitions and equity investments, as well as its ability to return cash to shareholders through dividends and share repurchases. A limitation of using Adjusted free cash flow versus the GAAP measure of net cash provided by operating activities as a means for evaluating TNL is that Adjusted free cash flow does not represent the total cash movement for the period as detailed in the consolidated statement of cash flows.

**Adjusted Free Cash Flow Conversion:** A non-GAAP measure, defined by the Company as Adjusted free cash flow as a percentage of Adjusted EBITDA. We use this non-GAAP performance measure to assist in evaluating our operating performance and the quality of our earnings as represented by adjusted EBITDA, and to evaluate the performance of our current and prospective operating and strategic initiatives in generating cash flows from our earnings performance. This measure also assists investors in evaluating our operating performance, management of our assets, and ability to generate cash flows from our earnings, as well as facilitating period-to-period comparisons.

**Adjusted Net Income:** A non-GAAP measure, defined by the Company as income from continuing operations adjusted to exclude separation and restructuring costs, legacy items, transaction and integration costs associated with mergers, acquisitions, and divestitures, amortization of acquisition-related assets, debt modification costs, impairments, gains and losses on sale/disposition of business, and items that meet the conditions of unusual and/or infrequent and the tax effect of such adjustments. Legacy items include the resolution of and adjustments to certain contingent assets and liabilities related to acquisitions of continuing businesses and dispositions, including the separation of Wyndham Hotels and Cendant, and the sale of the vacation rentals businesses. Adjusted Net Income is useful to assist our investors in evaluating our ongoing operating performance for the current reporting period and, where provided, over different reporting periods.

**Average Number of Exchange Members:** Represents the average number of paid members in our vacation exchange programs who are considered to be in good standing, during a given reporting period.

**Free Cash Flow (FCF):** A non-GAAP measure, defined by TNL as net cash provided by operating activities from continuing operations less property and equipment additions (capital expenditures) plus the sum of proceeds and principal payments of non-recourse vacation ownership debt. TNL believes FCF to be a useful operating performance measure to evaluate the ability of its operations to generate cash for uses other than capital expenditures and, after debt service and other obligations, its ability to grow its business through acquisitions and equity investments, as well as its ability to return cash to shareholders through dividends and share repurchases. A limitation of using FCF versus the GAAP measure of net cash provided by operating activities as a means for evaluating TNL is that FCF does not represent the total cash movement for the period as detailed in the consolidated statement of cash flows.

**Gross Vacation Ownership Interest Sales:** A non-GAAP measure, represents sales of vacation ownership interests (VOIs), including sales under the fee-for-service program before the effect of loan loss provisions. We believe that Gross VOI sales provide an enhanced understanding of the performance of our vacation ownership business because it directly measures the sales volume of this business during a given reporting period.

**Leverage Ratio:** The Company calculates leverage ratio as net debt divided by Adjusted EBITDA as defined in the credit agreement.

**Net Debt:** Net debt equals total debt outstanding, less non-recourse vacation ownership debt and cash and cash equivalents.

**Tours:** Represents the number of tours taken by guests in our efforts to sell VOIs.

**Travel and Membership Revenue per Transaction:** Represents transaction revenue divided by transactions, provided in two categories; Exchange, which is primarily RCI, and Travel Club.

**Travel and Membership Transactions:** Represents the number of exchanges and travel bookings recognized as revenue during the period, net of cancellations. This measure is provided in two categories; Exchange, which is primarily RCI, and Travel Club.

**Volume Per Guest (VPG):** Represents Gross VOI sales (excluding telesales and virtual sales) divided by the number of tours. The Company has excluded non-tour sales in the calculation of VPG because non-tour sales are generated by a different marketing channel. We believe that VPG provides an enhanced understanding of the performance of our Vacation Ownership business because it directly measures the efficiency of this business' efforts in generating sales from tours during a given reporting period.