



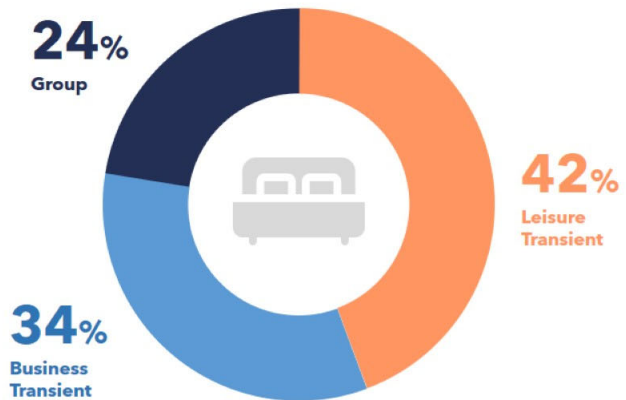
DREW PINTO

Executive Vice President and
Chief Revenue & Technology Officer



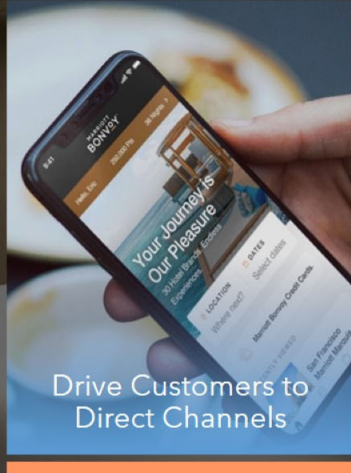
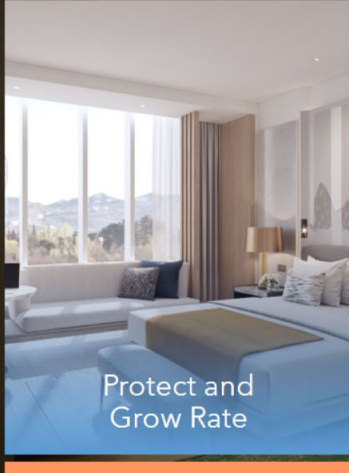
GLOBAL ROOM NIGHT MIX

Residence Inn Vienna City East



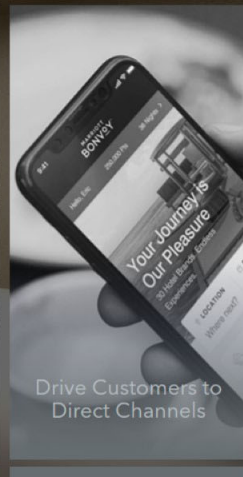
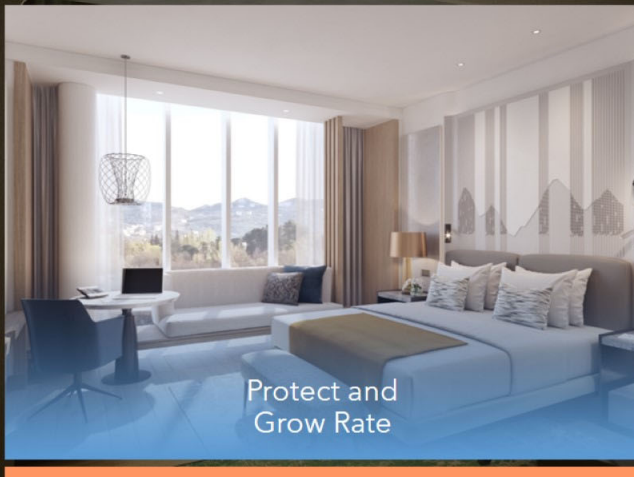
D-2

REVENUE STRATEGY



D-3

REVENUE STRATEGY



D-4

Rissal Valley, a Ritz-Carlton Reserve

DRIVE CUSTOMERS TO DIRECT CHANNELS

\$1.8B
IN REVENUE FOR OUR HOTELS YTD

An Unmatched Trip for Two
Enjoy up to \$300 at The Ritz-Carlton

Escape to Luxury
MARRIOTT BONVOY
Swipe up to Reserve

There's More to Explore
City Centers, Beach Getaways, and More

Travelers should review the destination country's government guidance to confirm eligibility to travel, and understand vaccination and testing requirements.

Southern California	Cancun	Washington, D.C.
Buenos Aires	San Francisco Bay Area	Chicago
Cairo, Egypt	Miami	London
Philadelphia	Madrid	Portland

[SEE MORE DESTINATIONS](#)

MARRIOTT BONVOY
ESCAPES

\$650M
IN HOTEL REVENUE
PAST TWO YEARS

D-5

AC Hotel St. Petersburg Downtown

STRONG ADR GROWTH LED BY THE LEISURE TRANSIENT SEGMENT

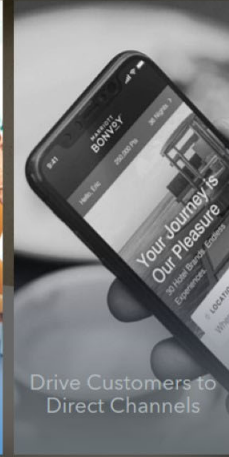
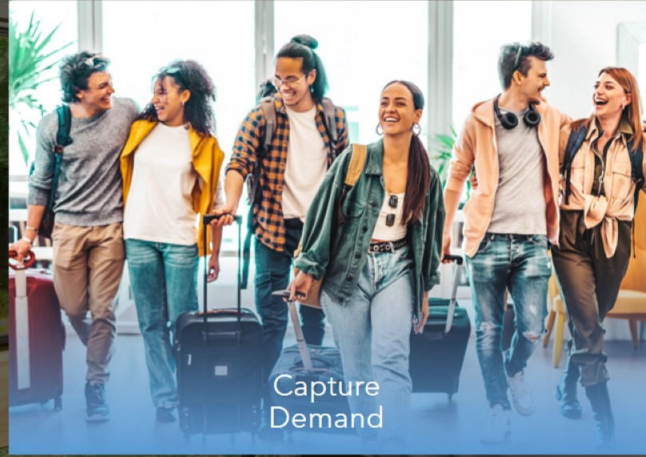
Segment	2019 ADR	2023 ADR	% Change
Leisure Transient	Low	High	+21%
Business Transient	Low	Low-Mid	+3%
Group	Low-Mid	Mid	+9%

■ 2019 ■ 2023

Q2 2023 vs Q2 2019

D-6

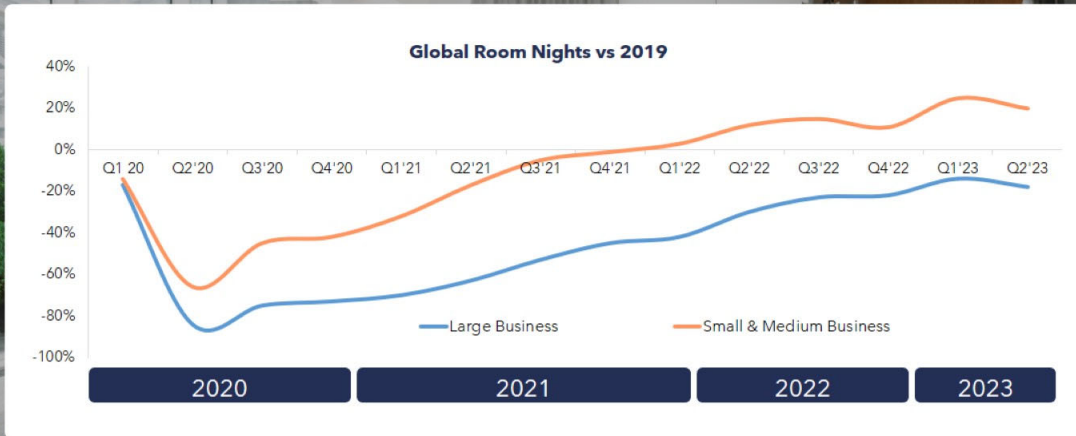
REVENUE STRATEGY



D-7

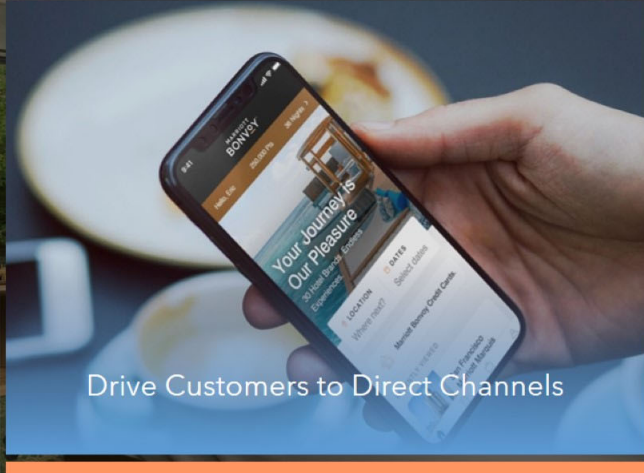
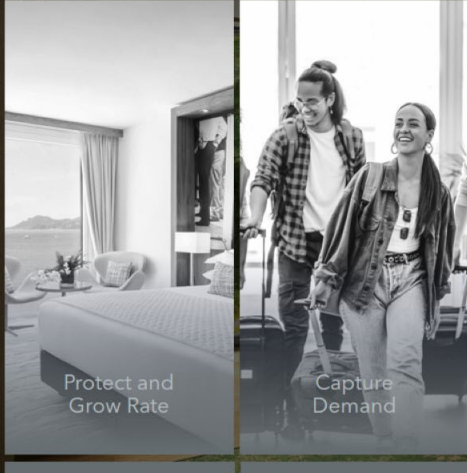
SMALL & MEDIUM BUSINESS

AC Hotel New York Times Square



D-8

REVENUE STRATEGY



D-9

MARRIOTT'S DIRECT CHANNELS

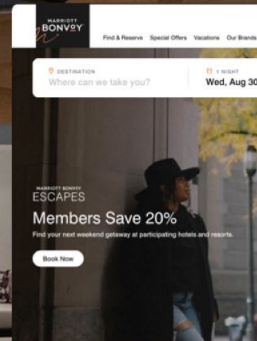
Astra Hotel, Seattle, a Tribute Portfolio Hotel



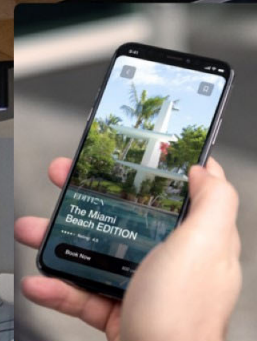
On-Property



Customer Engagement Centers



Marriott.com



Marriott Bonvoy App

Digital



D-10

GLOBAL SALES ORGANIZATION



Deployed on **4,500 GLOBAL ACCOUNTS** across 139 countries & territories



Produced nearly **\$13 BILLION** in annual hotel room revenue

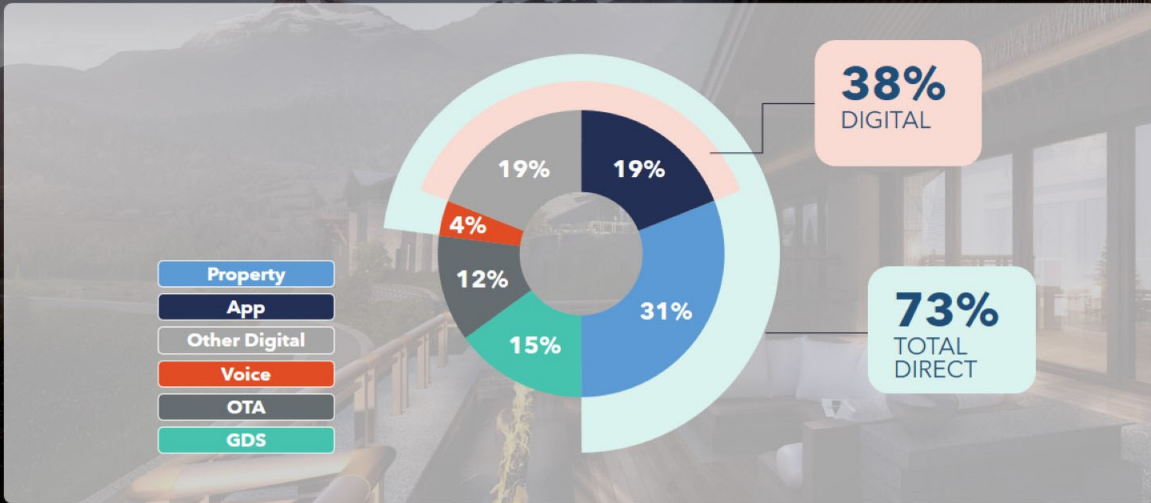
POWER OF MARRIOTT BONVOY

The largest industries/accounts also drive the most Elite Marriott Bonvoy members.

Top 5 Industries Marriott Bonvoy Tiers



CHANNEL DISTRIBUTION



EARN & REDEEM EVERYDAY

Large ecosystem relationships help build our global member base and deliver local benefits around the world.



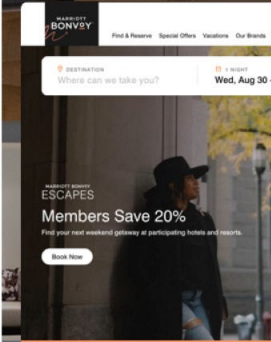
MARRIOTT'S DIRECT CHANNELS



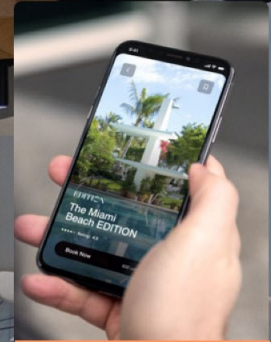
On-Property



Customer Engagement Centers



Marriott.com



Marriott Bonvoy App

Digital



MOBILE APP CONTINUES TO DRIVE DIGITAL GROWTH



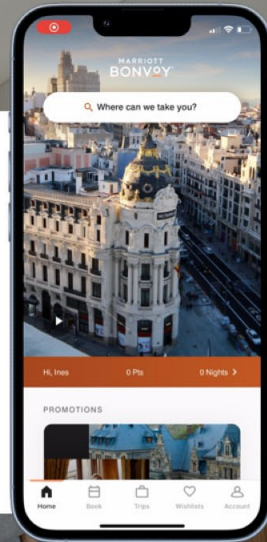
50%

Digital Direct Business Comes Through App

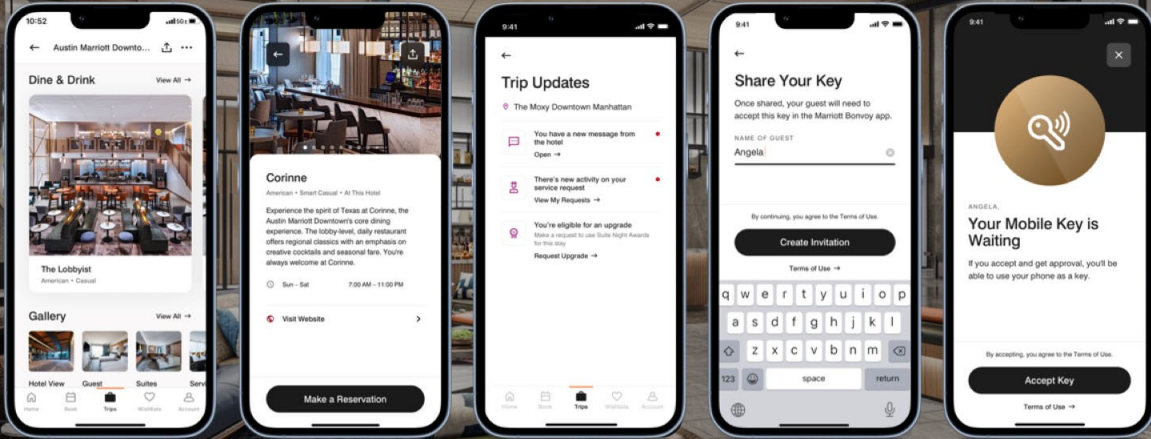


78%

Monthly Active User Growth vs 2019



ONE-STOP SHOP FOR MANAGING YOUR STAY



D-17

A NEW RITZ-CARLTON DIGITAL EXPERIENCE

The Ritz-Carlton, Melbourne



D-18

MARRIOTT
BONVOY

 **~40%** Marriott Bonvoy enrollments via digital channels

 D-19

City Express by Marriott Ciudad De Mexico Alameda

CITY EXPRESS
BY MARRIOTT

 Marriott Bonvoy members make up **74% of digital direct bookings**

 D-20



Delta Hotels Vancouver Delta

FOR CUSTOMERS

“ Know me, recognize me and make my travel decisions easier and more customizable. ”

- BOOK** ENHANCED SHOP + BOOK
- NEW MARRIOTT BONVOY BENEFITS**

Marrriott INTERNATIONAL

D-23

Le Méridien Seoul, Myeongdong

FOR ASSOCIATES

“ Give me the tools and information I need to serve my guests and delight Marriott Bonvoy members. ”

- AUTOMATION OF TASKS**
- SIMPLE-TO-USE, INTUITIVE GUEST SERVICE PLATFORM**

Marrriott INTERNATIONAL

D-24

The SL Regis Kamai Resort, Riviera Maya

FOR OWNERS

INCREASE CONVERSION & UPSSELL OPPORTUNITIES

INCREMENTAL REVENUE

Expand your channels and tools to drive incremental revenue to my hotels, optimize my operations and maximize my profit.

Marriott INTERNATIONAL

D-25

JW Marriott Hotel Madrid

**OUR JOURNEY TO
TRANSFORM TRAVEL
IS UNDERWAY.**

Marriott INTERNATIONAL

D-26

PINTO ENDNOTES

Slide D-2 - Global Room Night Mix

- Systemwide comparable hotels room night mix for Q2 2023

Slide D-5 - Drive Customers to Direct Channels

- \$1.8B of hotel revenue from demand-generation marketing campaigns in the US & Canada YTD August 31, 2023

Slide D-6 - Strong ADR Growth Led by the Leisure Transient Segment

- Systemwide comparable average daily rate as of June 30, 2023 compared to systemwide comparable average daily rate as of June 30, 2019

Slide D-8 - Small & Medium Business

- Systemwide comparable room nights as of the end of each quarter compared to systemwide comparable room nights for the same quarter of 2019

Slide D-12 - Power of Marriott Bonvoy

- Largest Industries/Accounts based on gross revenue for YTD June 30, 2023
- Tier information based on transient stays for guests affiliated with GSO accounts for YTD June 30, 2023

Slide D-13 - Channel Distribution

- GDS is Global Distribution System
- YTD June 30, 2023

Slide D-16 - Mobile App Continues to Drive Digital Growth

- Digital direct business for YTD June 30, 2023
- Monthly active user growth from YTD June 30, 2019 to YTD June 30, 2023

Slide D-19 - Marriott Bonvoy

- Marriott Bonvoy digital enrollments via digital channels for FY 2022

Slide D-20 - City Express by Marriott

- July 2023 to September 2023

