

Destination Xchange

For European Members of The Club®

Agenda

Key Benefits to Members

How It Works

Member Online Experience

Question and Answer



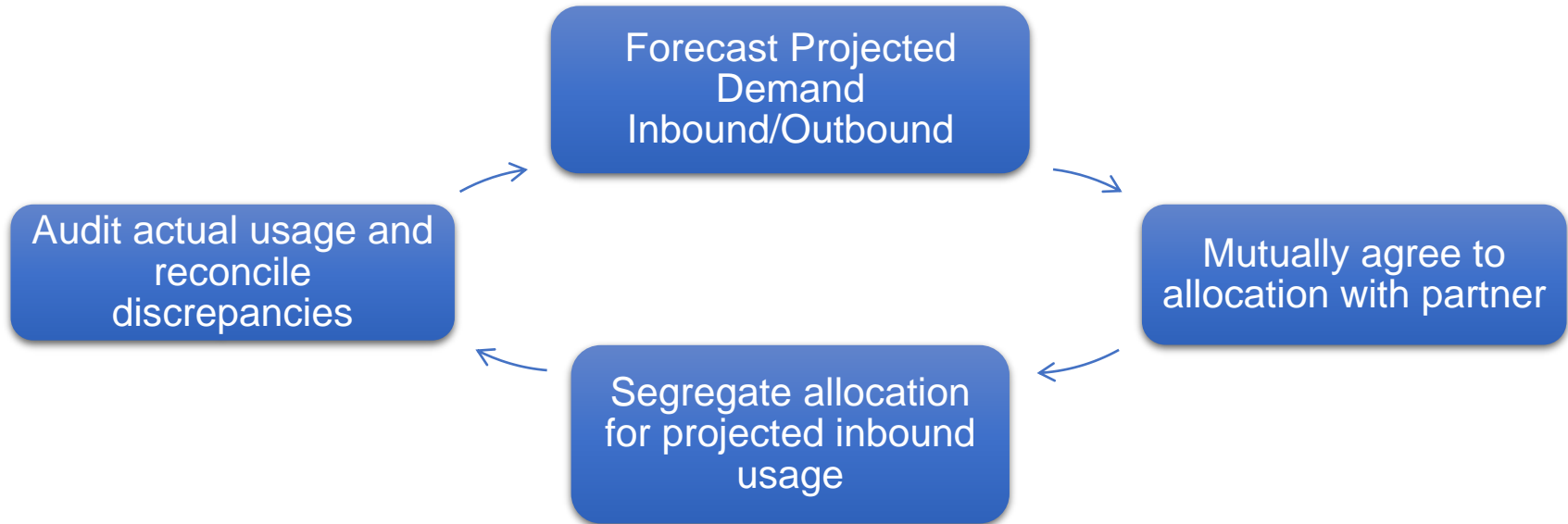


Key Benefits to Members

- **Non-exclusivity** with an exchange company
- **More resorts** in the portfolio
- **Lower** exchange fees
- **Simplified** Member Experience
- **5-Year Deposits** (*Full release by end of year*)

How do exchange partners work?

THE Club® has been exclusively affiliated with Interval International® continuously since 2001 for resort accommodations outside of our network:



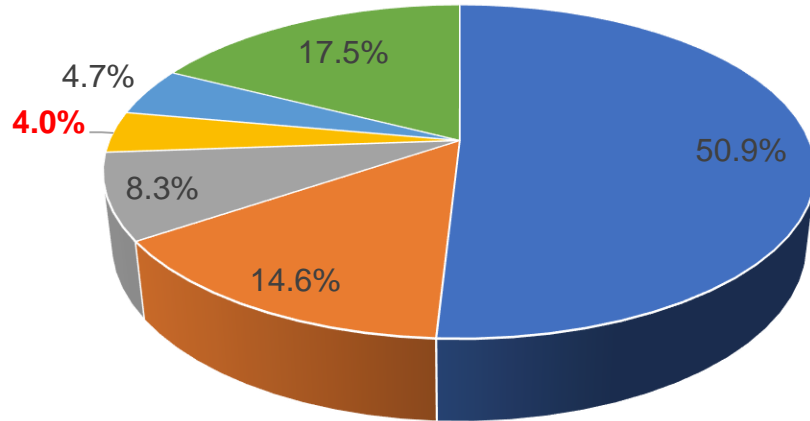
Where does exchange fit?



Through seven strategic acquisitions, we have added 49 resorts and over 220,000 owner-families.

Where does exchange fit?

Points Utilization



- Diamond Managed - North America
- Diamond Managed - Europe
- Reservations - Club Affiliates
- Interval International Exchanges
- Diamond Dream Holidays
- Member Benefit Activity

In respect to Interval International®:

- Existing II confirmations are not impacted
- Membership was active through 31st December, 2020
- Any pending requests as of 31st December 2020 would have been honored
- Existing members confirming exchanges with arrivals after 1st January 2021 will be solicited renewal by II for 2021 forward
- Interval will be actively trying to renew memberships

DEX Points & Tier Chart

Each 7-night stay in a Standard Accommodation (sleeps up to a maximum of 4 guests) has a point value and Tier assigned to it based on resort location, availability, season and demand.

The Club EU	Points Required
Tier 1	2,000
Tier 2	4,000
Tier 3	6,000
Tier 4	8,000
Tier 5	10,000
Tier 6	12,000

THE Club® Point Values when utilizing II®												
Season*	Economy				Moderate				Premium			
	Low Season	Mid Season	High Season	Peak Season	Low Season	Mid Season	High Season	Peak Season	Low Season	Mid Season	High Season	Peak Season
Studio	1,500	1,750	2,250	2,750	2,000	2,750	3,250	3,750	2,500	3,250	4,000	5,000
1 Bedroom	2,000	2,250	2,750	3,500	3,000	4,000	5,000	5,750	3,500	4,500	5,500	6,500
2 Bedroom	3,000	3,250	3,750	5,000	3,500	4,750	6,000	6,750	4,000	6,000	7,500	9,000
3 Bedroom	3,500	3,750	4,250	6,500	4,000	5,250	6,750	8,250	5,000	7,250	8,750	10,000
4 Bedroom	4,000	4,250	5,500	7,500	5,000	6,500	8,000	9,500	6,000	8,000	10,000	12,000

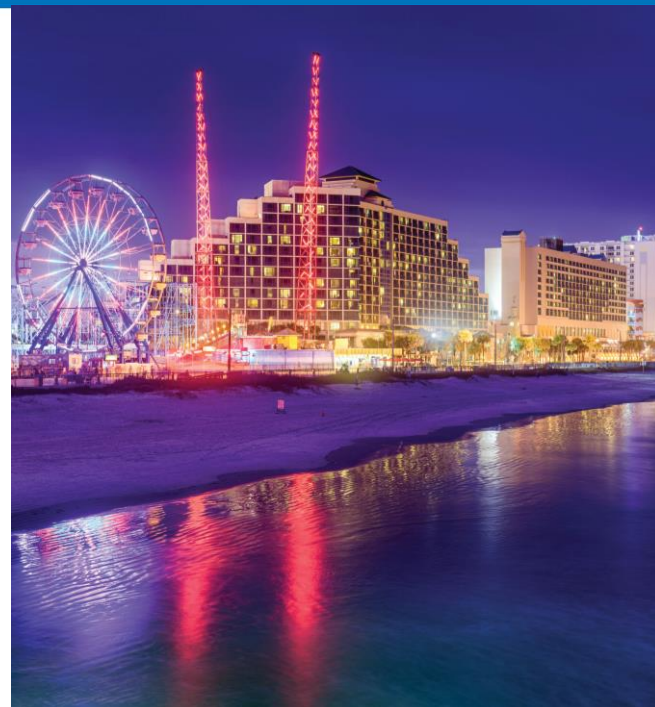
Competitive Exchange Fees

EU Club					
Procedure	Standard	Silver	Gold	Platinum	All Loyalty Levels
Phone	£133/€150	£123/€140	£113/€130	£103/€120	£149 EU/ £179 WW
Online	£123/€140	£113/€130	£103/€120	£93/€110	£149 EU/ £179 WW

FEES-AT-A-GLANCE

Destination Xchange

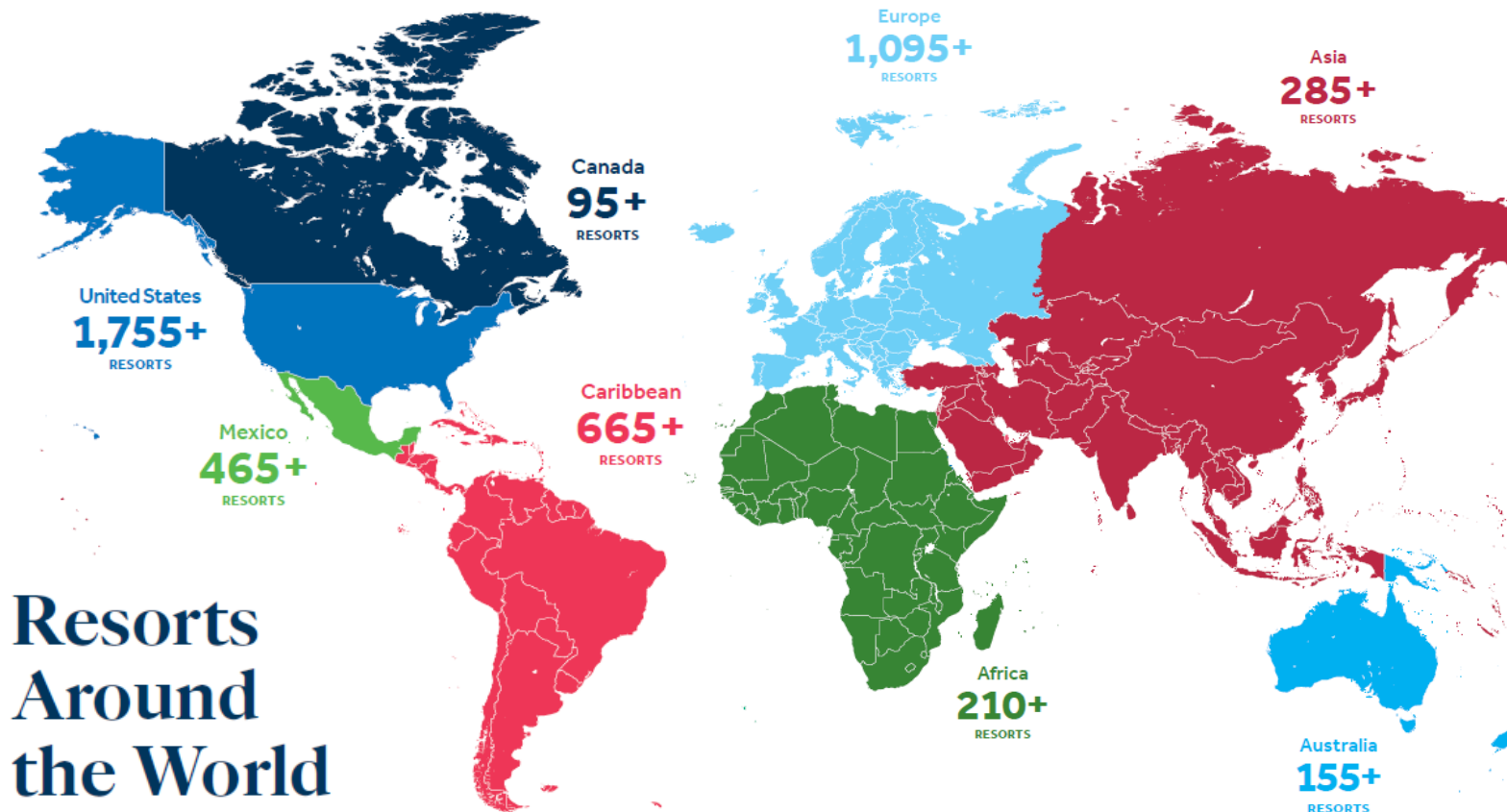
LOYALTY LEVELS	STANDARD	SILVER	GOLD	PLATINUM
Standard Exchange Fee (Phone) ¹	£133/€150	£123/€140	£113/€130	£103/€120
Standard Exchange Fee (Online) ¹	£123/€140	£113/€130	£103/€120	£93/€110
Short Xchange Fee				
2 Nights	£98/€115	£98/€115	£98/€115	£98/€115
3 – 4 Nights	£105/€123	£105/€123	£105/€123	£105/€123
5 – 6 Nights	£113/€130	£113/€130	£113/€130	£113/€130
Destination Xtras (starting at £227/€267/week)	2 stays per year	4 stays per year	6 stays per year	8 stays per year
Guest Certificate Fee ²	£45/€50	£35/€40	£25/€30	£15/€20
Guest Reservations	Unlimited	Unlimited	Unlimited	Unlimited
Reservation Protection Plan Fee ³	£88/€106	£78/€93	£68/€81	£63/€75
Late Deposit Fee	£227/€267	£227/€267	£227/€267	£227/€267



The DEX Difference

More Resorts

Stay Vacationed.®

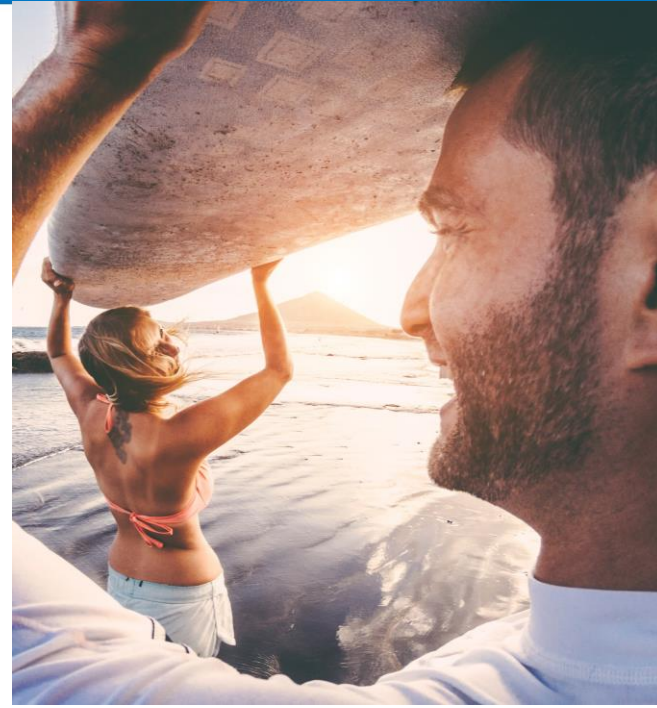


Resorts
Around
the World

The Classic Xchange

The Classic Xchange allows Members to utilise their points to book reservations instantaneously for up to 24 months in advance. This option gives Members the ability to use all or a portion of their points in an instant.

- Members will be able to view availability and facilitate an exchange reservation
- Members use their points to book an exchange
- Points will be deducted from their current year's points allocation through October 31, between November 1st and November 30th a late deposit fee is payable thereafter points will be deducted from the following year.
- Saved and borrowed points may be used for an exchange



How It Works



5 Year Advantage Xchange

Stay Vacationed.®

Members can choose to deposit their points into Destination Xchange using the 5-Year Advantage Xchange. Deposited points are converted into a Tier Credit as indicated on the Points and Tier Chart. This allows Members to use the Tier Credit to book a reservation in Standard Accommodation 24 months in advance within the same Tier (or any lower Tier).

Members can choose to upgrade to an accommodation in a higher Tier and/or with a larger occupancy size by paying the applicable Vacation Enhancement Fees ***Benefit not currently available***.

- Tier Credits are valid up to 5 years from date points are deposited
- Points cannot be returned, withdrawn or removed once converted into a Tier Credit
- Points will be deducted from their current year's points up through October 31, between November 1st and November 30th a late deposit fee is payable thereafter points will be deducted from the following year's points
- Borrow points from the following year's points to gain a higher Tier Credit
- Multiple Tier Credits are allowed but cannot be combined for higher Tier stays

How It Works: 5-Year Advantage Xchange



Vacation Enhancements

Vacation Enhancement Fee Stay Vacationed.®

Members will be charged a fee should they decide to book into a larger-sized accommodation or a higher Tier from their original Tier Credit.

PROMOTION

As an introductory offer, members making a Classic Xchange before 31st March 2021 with occupancy in 2021 will be able to upgrade to a larger occupancy sized accommodation (subject to availability) with no Vacation Enhancement Fees being payable.

Enhancement Fees

Loyalty Level	Standard		Silver		Gold		Platinum	
Payment Type	Cash	Points	Cash	Points	Cash	Points	Cash	Points
Tier Level Increase	£187	3,000	£172	2,750	£156	2,500	£140	2,250
Accom – sleeps 6	£187	3,000	£172	2,750	£156	2,500	£140	2,250
Accom – sleeps 8	£374	6,000	£334	5,500	£312	5,000	£280	4,500
Accom – sleeps 10	£561	9,000	£516	8,250	£468	7,500	£420	6,750
Unit Attributes	£187	3,000	£172	2,750	£156	2,500	£140	2,250

Member Website Navigation

Travelling Through DEX

- Classic Xchange
- 5-Year Advantage Xchange
- Destination Xtras
- Short Xchange
- Express Xcapes



Ways to travel
through DEX

Q & A



Email: DEX@Diamondresorts.com

Twitter: [@diamondresorts](https://twitter.com/diamondresorts)

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