

Destination Xchange

For US Members of The Club[®]

Before we begin

- PowerPoint Presentation 30-45 min
- Q&A
- Pre-recorded Webinar
- Copy of DEX Presentation
- Future Webinar Sessions



Quick Notes

Agenda

Key Benefits to Members

How It Works

Member Online Experience

Question and Answer



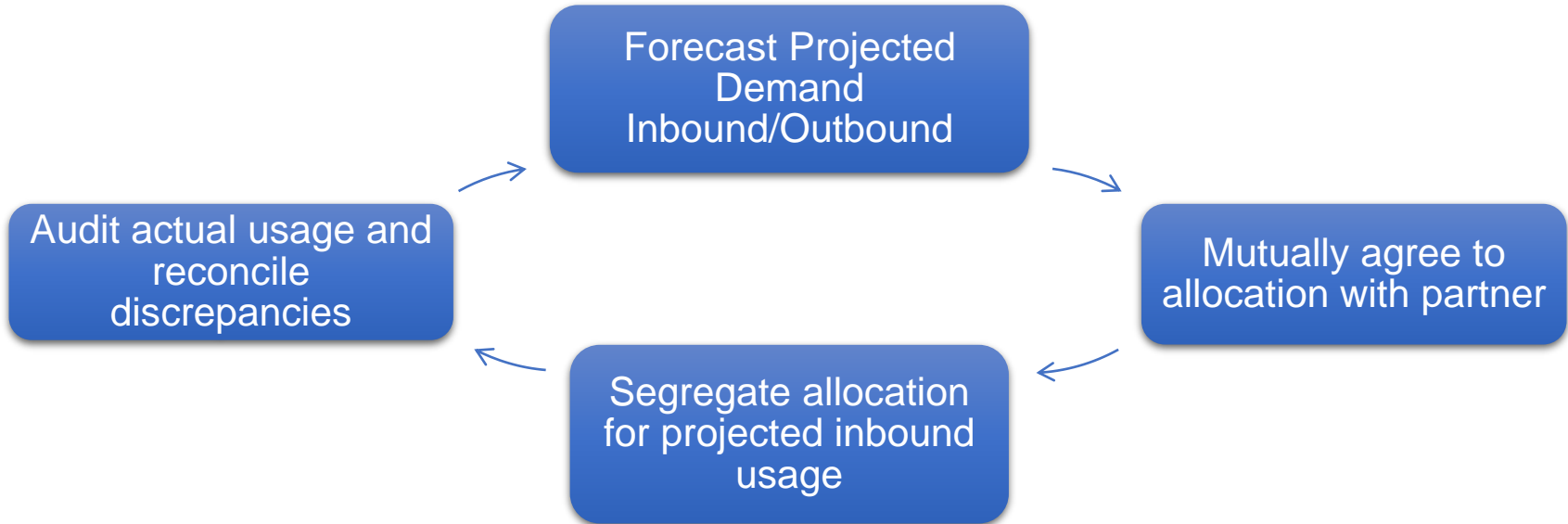


Key Benefits to Members

- **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:



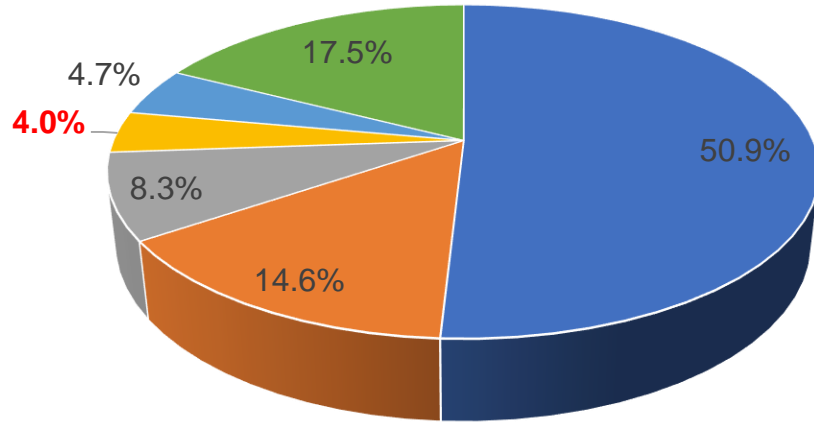
Where does exchange fit?



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 booked were not impacted
- Membership was active through December 31, 2020
- Members were given until December 31, 2020 to continue exchanging their 2020 points
- Existing members confirming exchanges with arrivals after January 1, 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 US	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

Lower Exchange Fees

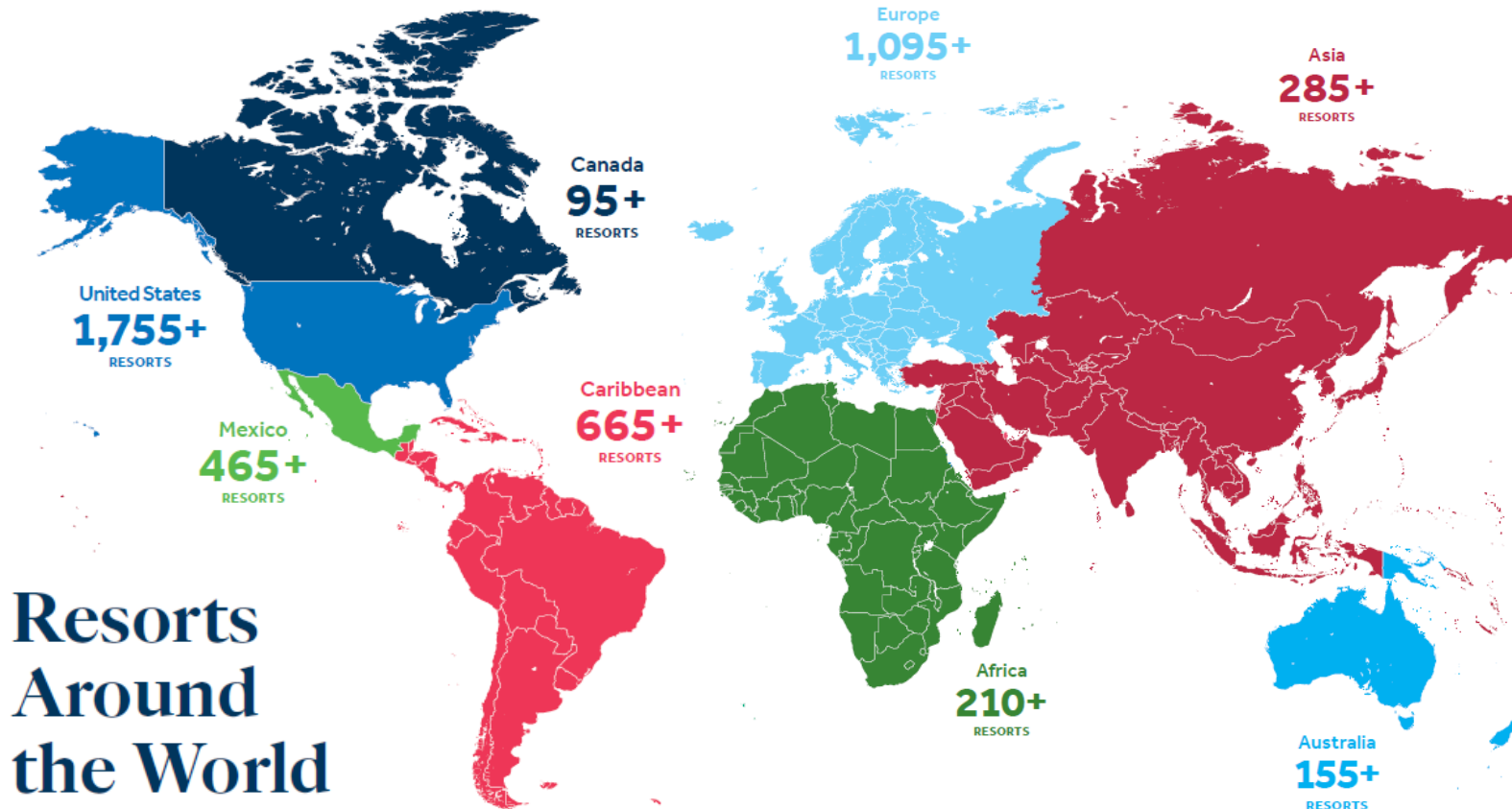
US Club						II	RCI
Procedure	Standard	Silver	Gold	Platinum	Centum	All Loyalty Levels	
Online	\$159	\$149	\$139	\$129	\$119	\$209	\$239
Phone	\$169	\$159	\$149	\$139	\$129	\$209	\$239



The DEX Difference

More Resorts

Stay Vacationed.®

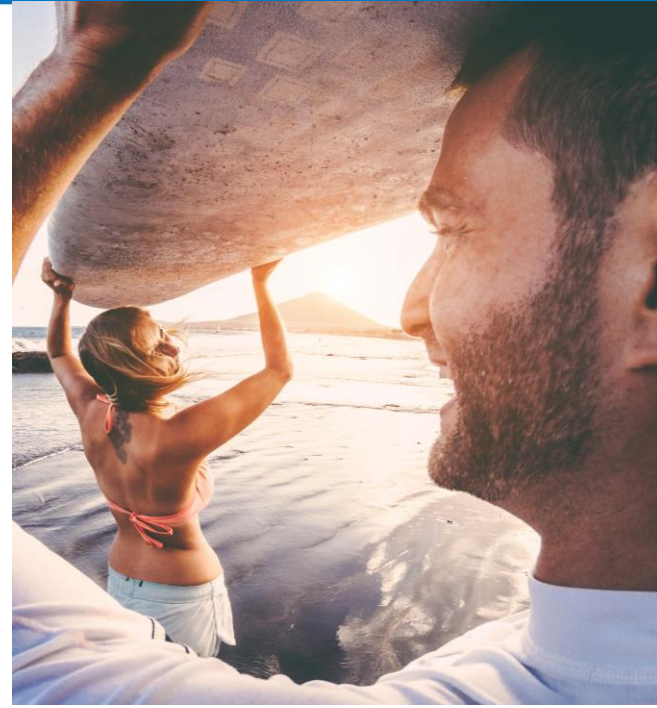


Resorts
Around
the World

The Classic Xchange

Members can instantaneously book exchanges (7-night stays) up to 24 months in advance. Members will be able to view availability and facilitate an exchange reservation online.

- Member use their points to book an exchange
- Points will be deducted from their current year's points allocation through October 31, 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

Members can choose to deposit their points from The Club and convert them into a Tier Credit for use to reserve to book an exchange (7-night stay) in a Standard Accommodation (sleeps up to a maximum of 4 guests) up to 24 months in advance.

- 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, 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

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. ***Benefit is not currently live***

PROMOTION

As an introductory offer to members of The Club, for a duration of time after launch Members will have the ability to stay in **any size unit** with no Enhancement fees.



Vacation Enhancements

Enhancement Fees

Loyalty Level	Standard		Silver		Gold		Platinum		Centum	
	Cash	Pts	Cash	Pts	Cash	Pts	Cash	Pts	Cash	Pts
Tier Level Increase	\$240	3,000	\$220	2,750	\$200	2,500	\$180	2,250	\$160	2,000
Accom – sleeps 6	\$240	3,000	\$220	2,750	\$200	2,500	\$180	2,250	\$160	2,000
Accom – sleeps 8	\$480	6,000	\$440	5,500	\$400	5,000	\$360	4,500	\$160	2,000
Accom – sleeps 10	\$720	9,000	\$660	8,250	\$600	7,500	\$540	6,750	\$320	4,000
Unit Attributes	\$240	3,000	\$220	2,750	\$200	2,500	\$180	2,250	\$480	6,000

US Club Member Area 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)

facebook [/DiamondResorts](https://www.facebook.com/DiamondResorts)