

# Hilton

# Q4 + FULL YEAR 2023 RESULTS

## FINANCIALS



System-wide RevPAR

**+5.7%**

Q4  
YOY

**+12.6%**

FULL YEAR  
YOY



Adj. EBITDA<sup>1</sup>

**\$803M**

Q4  
+8.5% YOY

**\$3.09B**

FULL YEAR  
+18.9% YOY



Adj. Diluted EPS<sup>2</sup>

**\$1.68**

Q4  
+5.7% YOY

**\$6.21**

FULL YEAR  
+27.0% YOY

## DEVELOPMENT

2023 Full Year



Welcomed  
**395**  
New  
Hotels



Record Pipeline

**3,270**

Hotels

**462,400**

Rooms



**+4.9%**  
Net Unit  
Growth<sup>3</sup>

## HIGHLIGHTS

Named the  
No.1 World's Best Workplace  
by Great Place to Work

Great  
Place  
To  
Work<sup>®</sup>

spark  
by Hilton<sup>™</sup>

LivSmart  
Studios  
by Hilton<sup>™</sup>

Launched two new brands  
to strategically expand and  
meet guests' evolving needs

In January 2024, launched  
Hilton for Business to create  
a more seamless travel  
experience for small- and  
medium-sized businesses



<sup>1</sup> Reported net income was \$150 million and \$1,151 million for the fourth quarter and full year 2023, respectively.

<sup>2</sup> Reported diluted EPS, without adjustments, was \$0.57 and \$4.33 for the fourth quarter and full year 2023, respectively.

<sup>3</sup> Net unit growth from December 31, 2022 to December 31, 2023 for managed and franchised properties.

Information as of or for the quarter or year ended December 31, 2023 with comparisons to prior year period, unless where otherwise noted. For full financial data, and non-GAAP reconciliations and cautionary language regarding forward-looking statements, please see our Q4 2023 earnings press release which is available at [ir.hilton.com](http://ir.hilton.com).