

Investor Day

June 16, 2022





Introduction

Neal Goldner,Vice President Investor Relations

Forward-Looking Statements

We refer throughout this presentation to the business acquired by our acquisition of Welk Resorts as "Legacy Welk."

This presentation contains "forward-looking statements" within the meaning of federal securities laws, including statements about expectations for future growth and projections for full year 2022 and beyond, that are not historical facts. Marriott Vacations Worldwide Corporation ("MVW," "we," "us," or the "Company") cautions you that these statements are not guarantees of future performance and are subject to numerous and evolving risks that we may not be able to predict or assess, such as: the effects of the COVID-19 pandemic, including variations in demand for vacation ownership and exchange products and services, worker absenteeism, quarantines or other government-imposed travel or health-related restrictions; the length and severity of the COVID-19 pandemic, including its short and longer-term impact on consumer confidence; global supply chain disruptions and price inflation; volatility in the international and national economy and credit markets, including as a result of the COVID-19 pandemic and the ongoing conflict between Russia and Ukraine and related sanctions and other measures; our ability to attract and retain our global workforce; competitive conditions; the availability of capital to finance growth; the effects of steps we have taken and may continue to take to reduce operating costs and/or enhance health and cleanliness protocols at our resorts due to the COVID-19 pandemic; political or social strife, and other matters referred to under the heading "Risk Factors" in our most recent Annual Report on Form 10-K, and which may be discussed in our periodic filings with the U.S. Securities and Exchange Commission (the "SEC"), any of which could cause actual results to differ materially from those expressed or implied herein. These statements are made as of the date this presentation is issued and the Company undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise.

In this presentation we report certain financial measures that are not prescribed by United States generally accepted accounting principles ("GAAP"). We discuss our reasons for reporting these non-GAAP financial measures herein, and reconcile the most directly comparable GAAP financial measure to each non-GAAP financial measure that we report (in the appendix). Non-GAAP financial measures are identified in the footnotes in the pages that follow and are further explained in the appendix. Although we evaluate and present these non-GAAP financial measures for the reasons described in the appendix, please be aware that these non-GAAP financial measures have limitations and should not be considered in isolation or as a substitute for revenues, net income or loss attributable to common shareholders, earnings or loss per share or any other comparable operating measure prescribed by GAAP. In addition, other companies in our industry may calculate these non-GAAP financial measures differently than we do or may not calculate them at all, limiting their usefulness as comparative measures.

We also refer to brands that we own, as well as those brands that we license, as our brands. All brand names, trademarks, service marks, and trade names cited in this presentation are the property of their respective owners, including those of other companies and organizations. Solely for convenience, trademarks, trade names, and service marks referred to in this presentation may appear without the ® or TM symbols, however such references are not intended to indicate in any way that MVW or the owner, as applicable, will not assert, to the fullest extent under applicable law, all rights to such trademarks, trade names, and service marks.

Investor Day Agenda

	11:30 – 12:30		Lunch
	12:30 – 12:45	Introduction	Neal Goldner, Vice President Investor Relations
	12:45 – 1:10	Strategic Overview	Steve Weisz, Chief Executive Officer John Geller, President, MVW
	1:10 – 1:30	Brand and Digital	Lori Gustafson, Executive Vice President, Chief Brand and Digital Officer
	1:30 - 1:50		Q&A
77/20	1:50 - 2:05		Break
	2:05 – 2:20	Exchange and Third-Party Management	Jeanette Marbert, President, Exchange and Third-Party Management Marcos Agostini, Senior Vice President of Business Development, Interval International
CHANGE STATE	2:20 – 2:45	Vacation Ownership	Brian Miller, President, Vacation Ownership Stephanie Sobeck Butera, Senior Vice President, Chief Operating Officer, Hyatt Vacation Ownership
414	2:45 - 3:05		Q&A
ĺ	3:05 – 3:20		Break
MAN PRINT	3:20 – 3:40	Financial Overview	Tony Terry, Executive Vice President, Chief Financial Officer
A STATE OF	3:40 - 4:00		Q&A
A MATERIAL PARTY	4:00 – 4:05	Closing Remarks	Steve Weisz, Chief Executive Officer

Marriott Vacations Worldwide Management Team Presenting Today



Stephen P. Weisz Chief Executive Officer



John E. Geller, Jr.
President



Tony Terry
Executive Vice President and Chief
Financial Officer



Lori Gustafson
Executive Vice President and Chief
Brand and Digital Strategy Officer



Jeanette E. Marbert
President, Exchange and
Third-Party Management



Marcos Agostini Senior Vice President, Business Development, Interval International

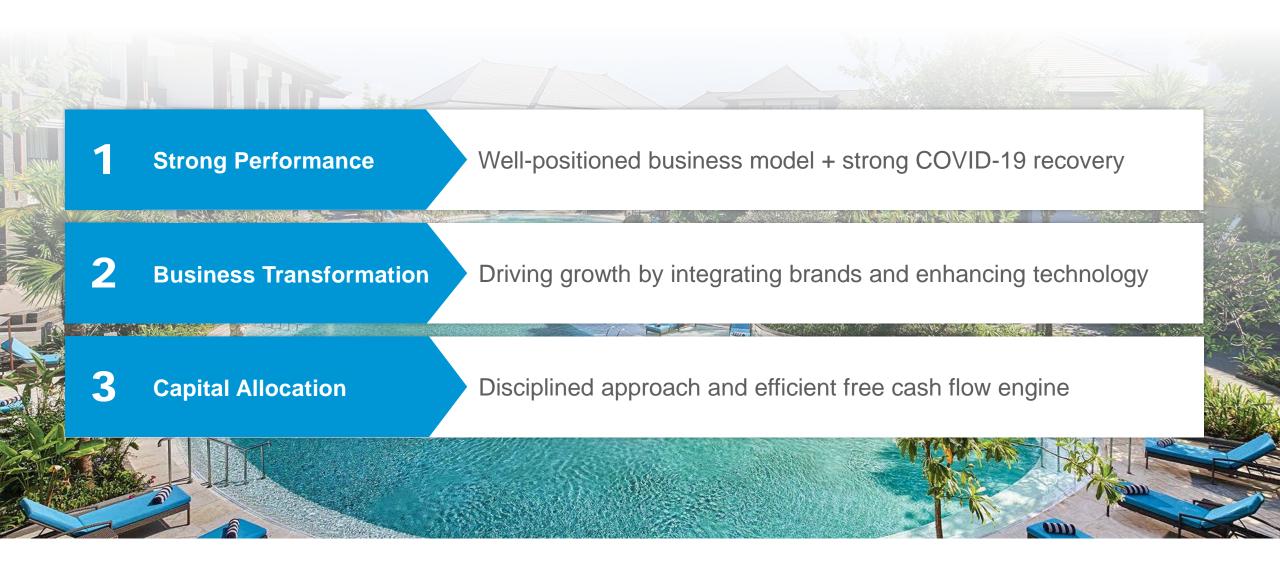


Brian E. Miller
President, Vacation Ownership



Stephanie Sobeck Butera
Senior Vice President, Chief
Operating Officer,
Hyatt Vacation Ownership

What You Will Hear Today







Driving Sustained Long-Term Growth

Steve Weisz, Chief Executive Officer

John Geller, President





- Growth is back
- Unique and resilient business model
- Consistent and sustainable growth strategy



Leading Provider of Vacation Experiences

Vacation Ownership – ~90% of Adjusted EBITDA contribution

7

Iconic Brands



>120

Resorts



~700,000

Owner Families



Leader in

Upper Upscale Resorts



Exchange and Third-Party Management – ~10% of Adjusted EBITDA contribution

~1.6M

Interval International Members



~3,200

Exchange Resorts



Premier

Exchange Company



>90

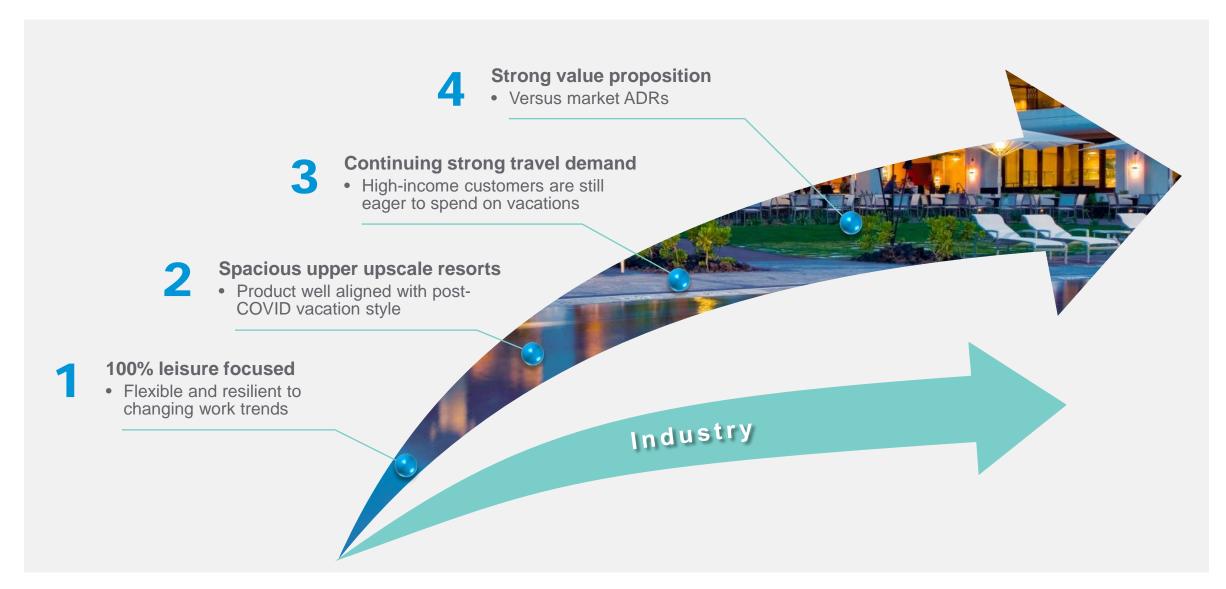
Countries and Territories



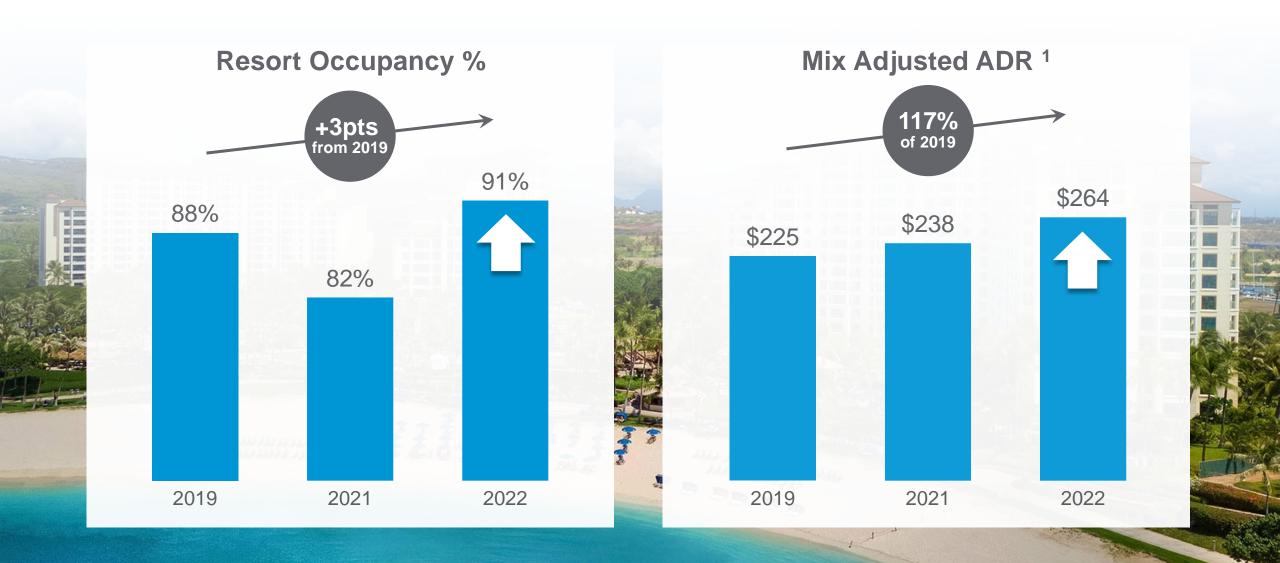


All values as of 12/31/2021 except for Exchange and Third-Party Management Members which is as of January 2022 and Adjusted EBITDA Contribution based on midpoint of FY 2022. Vacation Ownership Resorts and Owner Families include Legacy Welk, which we expect to rebrand to Hyatt Vacation Club. Adjusted EBITDA Contribution is a non-GAAP measure. For definition and reconciliation, please see appendix

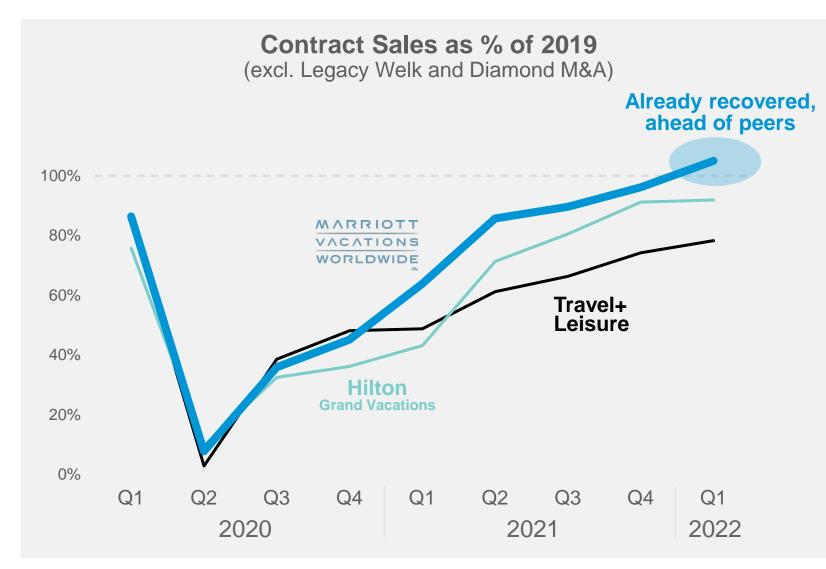
Positioned To Continue Rapid Growth



Leisure Travel is Back for MVW Vacation Ownership Segment



Industry-Leading Contract Sales Post COVID-19 Recovery

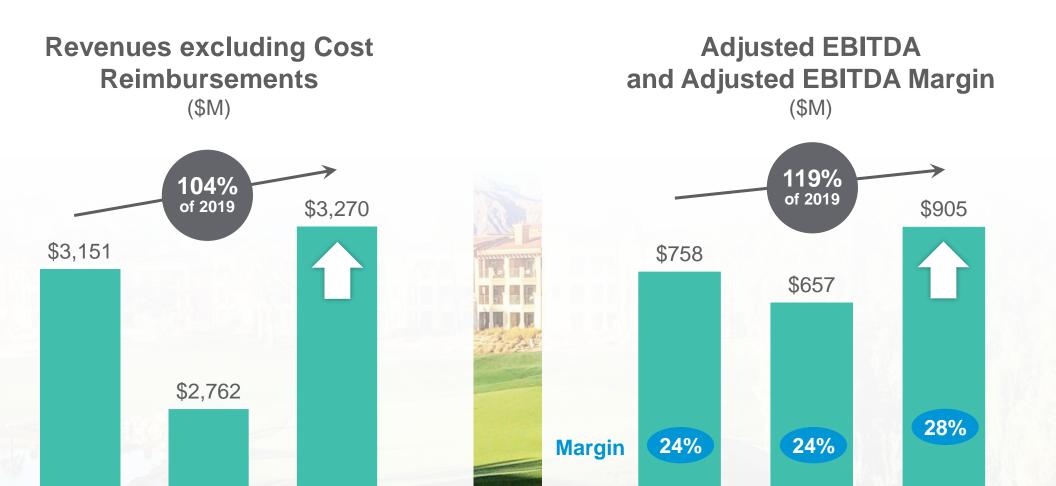




MVW Gains Market Share in Growing Industry



Solid Performance Record, Adjusted EBITDA Expected to be ~20% Above Pre-Covid (2019)





Strong Organic Growth Supplemented By Acquisitions Adjusted EBITDA² \$905M 2022 20% **Acquired Welk** 8 resorts added 2021 Adjusted EBITDA CAGR (2012-2022)**Acquired ILG** 41 resorts/Exchange added 2018 Adjusted EBITDA¹ \$150M **Spin-off from MI** 64 resorts Launch of **Points** 2012 2011 III III III 2010

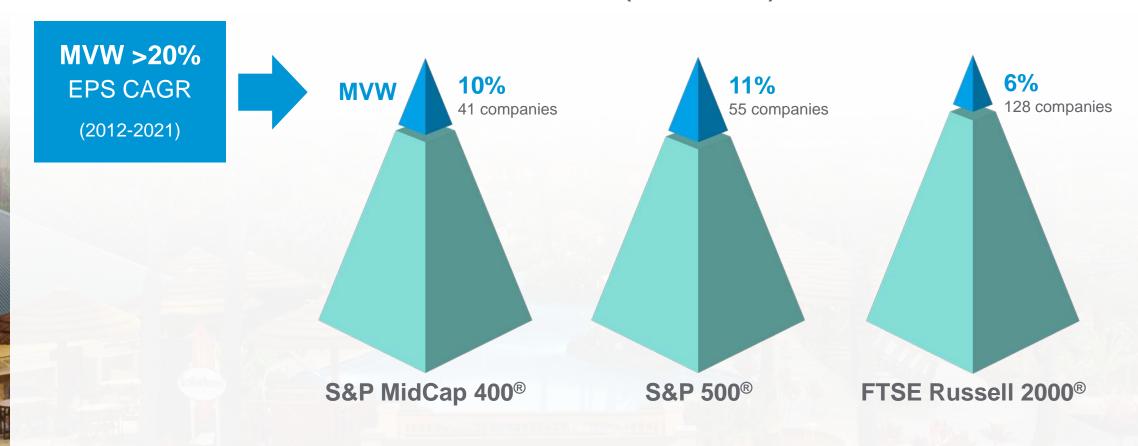
MARRIOTT VACATIONS WORLDWIDE

¹2012 Adjusted EBITDA includes \$12M of stock-based compensation to conform with current presentation.

² Reflects 2022 Adjusted EBITDA at the midpoint.

Market-Leading EPS Growth >20% CAGR In Last 10 Years = Top ~10% of S&P Midcap 400

Companies in Indexes with >20% EPS Growth CAGR (2012 – LTM¹)



Continuing to Refine Our ESG Practices



Green Purchasing – Office Depot award

Sustainability Report – Part of first full ESG report to be published 2022

Environmental Disclosures – Released late 2021



Best Employer – 7 countries¹, top-quartile engagement score

U.S. Management Positions – 46% female, 41% minorities

Executive Inclusion Council

- Established 2021



Board of Directors – 40% gender or ethnically diverse

ESG Executive Council – Established 2021

Supplier Code of Conduct – Created 2022

Philanthropy and Corporate Citizenship Initiatives Complement ESG Strategy

Caring for Health





Protecting the Environment





Supporting Individuals





Reflects our values, engages associates and customers







- Growth is back
- Unique and resilient business model
- Consistent and sustainable growth strategy



Ideal Product for the Next Generation Leisure Traveler

Travelers want...

Spacious, Family-Oriented Units



Separated bedrooms

Kitchen

Family living area

Impeccable Sanitation



Commitment to Clean

- Cleaning in villas & public spaces
- Contactless service

Diverse Locations



46% Beach

24% Urban/Entertainment

18% Mountain

12% Golf/Desert

Trusted Brands









Unique & Resilient Business Model Driving Value

Diverse and Resilient Earnings
Streams



Leading
Exchange &
Membership
Platform



Exclusive Access to Marriott Bonvoy® & World of Hyatt® Loyalty Programs



Capital-Efficient
Inventory
Acquisition
Model



Strong Free
Cash Flow and
Balance Sheet



~40%
Adjusted EBITDA contribution from recurring sources

90+ countries and territories with ~1.6M

with ~1.6M Interval International members **164M** Marriott Bonvoy Members

30M World of Hyatt Members

Highly efficient

~63%
Adjusted Free
Cash Flow
Conversion Rate

We Have a Unique, Iconic Brand Portfolio

Strengthened by the ILG and Welk Acquisitions

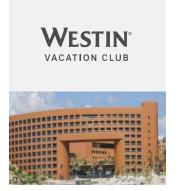
Vacation Ownership ~90% of Revenues

- Sales of vacation ownership products & financing
 Management & rentals





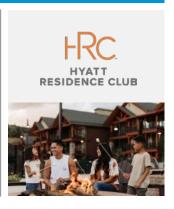












Exchange & Third-Party Management ~10% of Revenues

Exchange
 Third-party management









Hotel Price Inflation Enhances Appeal of Timeshare's More Stable Fees

One-time purchase price Ongoing Stable Timeshare Fees Club dues You Own It

Hotel

Book 2 Rooms



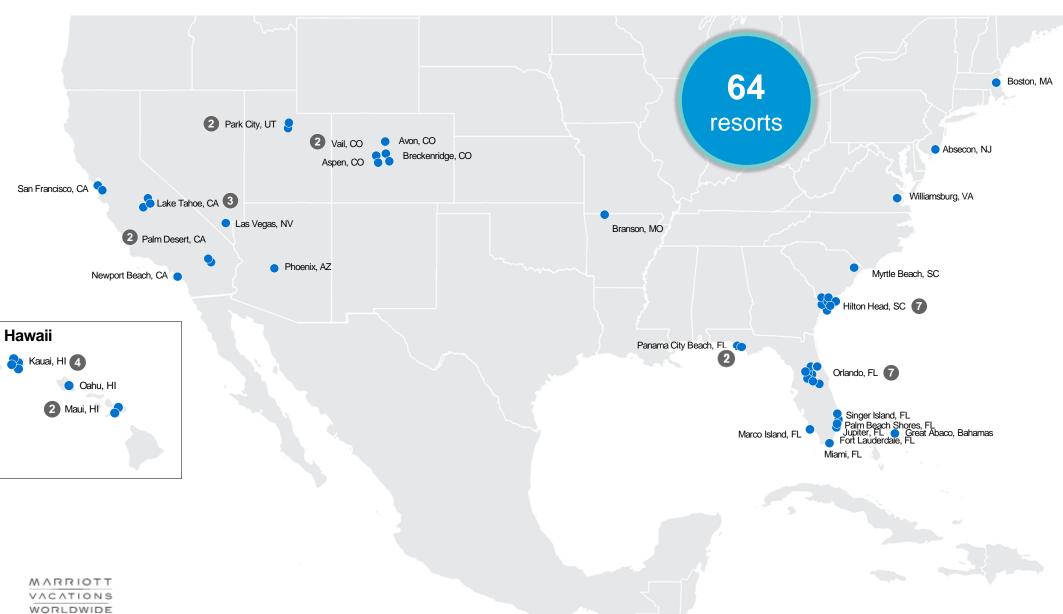
Collecting Receipts



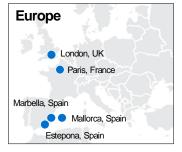
Occupancy and Tours from Guests On Site Lead to Strong Revenue Even in a Downturn



Footprint at Spin from Marriott International



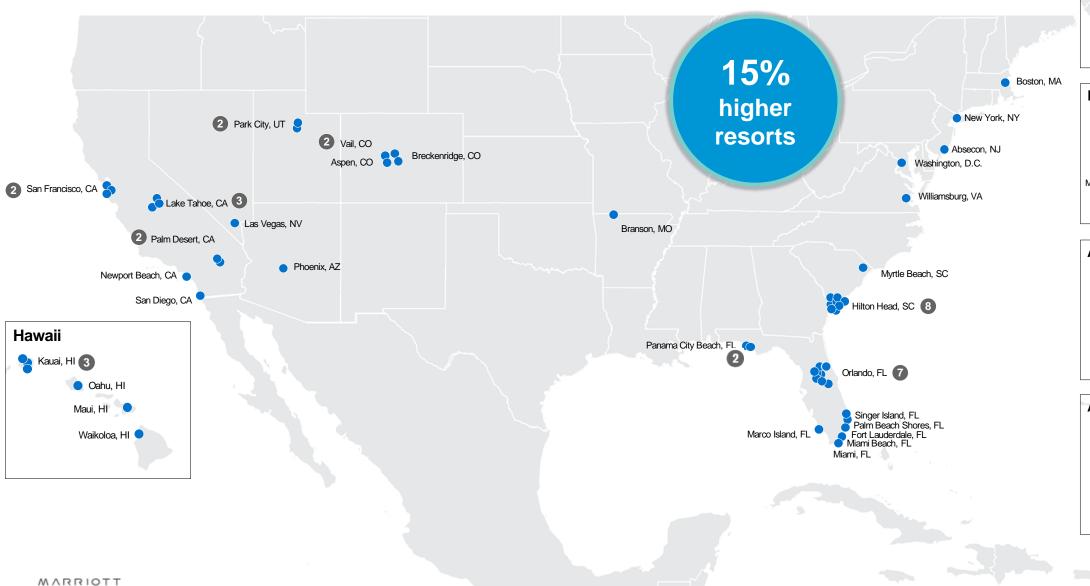








Rapidly Expanding Footprint (15% Organic Growth Since Spin-Off)











Today – with additions of VSE & Welk; 2x more resorts than at spin











Resilient Business Model

	Pre 2011		Today		Outcome
Brand Expansion	3 brands	•	7 brands	=	Strong consumer demographic/ New Marriott/Hyatt programs
Product	Timeshare + residence + fractional ownership		Timeshare + exchange	=	Diverse cash flow
Development Model	Deeded weeks-based		Primarily points-based		Capital efficient
Sales Centers	Site-specific	-	"Sell the system"	=	Perpetual sales centers across system and more efficient marketing channels





Driving Sustained Long-Term Growth

- Growth is back
- Unique and resilient business model
- Consistent and sustainable growth strategy

Three Point Growth Strategy

Drive growth through continued transformation of our products

Leverage technology to expand our VO and Exchange Businesses and new product offerings



Disciplined use of free cash flow through acquisitions and investments and return of capital to shareholders





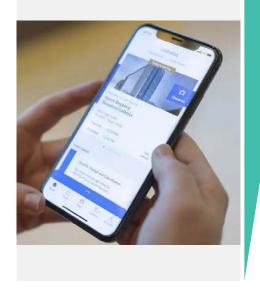
Unifying Our Products to Accelerate Value to Owners





Technology Investments Will Enhance Offerings, Drive Sales, and Optimize Cash Flow

Invest in Technology



Sales & Marketing

- Enhanced lead generation
- Customized sales offer
- More engaging sales experience

Customer Experience

- Simplified preview booking
- Personalized onboarding
- Expanded Owner self-service

Incremental Contract Sales

Strong Cash Flow Conversion Maximizes Shareholder Value



Targeting approximately 65-70%

Adjusted Free Cash Flow Conversion Rate for 2022-2025

2022-2025 Growth Targets

Contract Sales CAGR

7-10%

Revenue excluding
Cost Reimbursements
CAGR

6-8%

Adjusted EBITDA CAGR

7-11%



Recovered and Ready to Grow

- Proven resilience and strong recovery from COVID-19
- Rapid expansion through organic growth and acquisitions
- Well-positioned products with iconic brands
- Clear growth strategies







Leveraging Brands and Digital Strategy to Unlock Our Growth Potential

Lori Gustafson

Executive Vice President and Chief Brand and Digital Officer





AGENDA

Leveraging Brands and Digital Strategy to Unlock Our Growth Potential

- The power of our brands
- Transformation for the future
- Strategic growth priorities

The Most Powerful & Respected Portfolio of Brands in the Industry















interval.

AQUA-ASTON



Our Brands Provide a Strong Foundation for Innovation

Our Brand Portfolio Provides...

Access to Hotels & More

- 164M Marriott Bonvoy Members; 30 brands
- 30M World of Hyatt Members; 19 brands



Power of Marriott and Hyatt

• Multiple iconic brands



Access to Market Expansion

- Global resorts
- Expanding brand footprint



Leading Exchange Provider

- 45-year history
- Prestigious affiliations









AGENDA

Leveraging Brands and Digital Strategy to Unlock Our Growth Potential

- The power of our brands
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Macro Travel & Digital Trends Are Catalysts for Innovation



Introducing The Vacation Next Initiative – A Multi-Year Transformation with Key Advantages

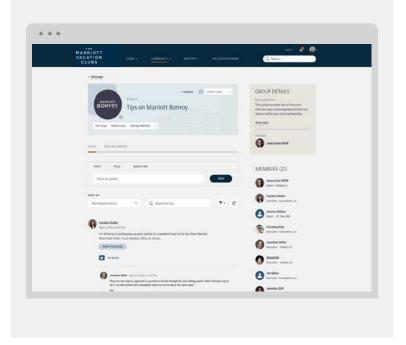
1. Unification of products and New Owner Program



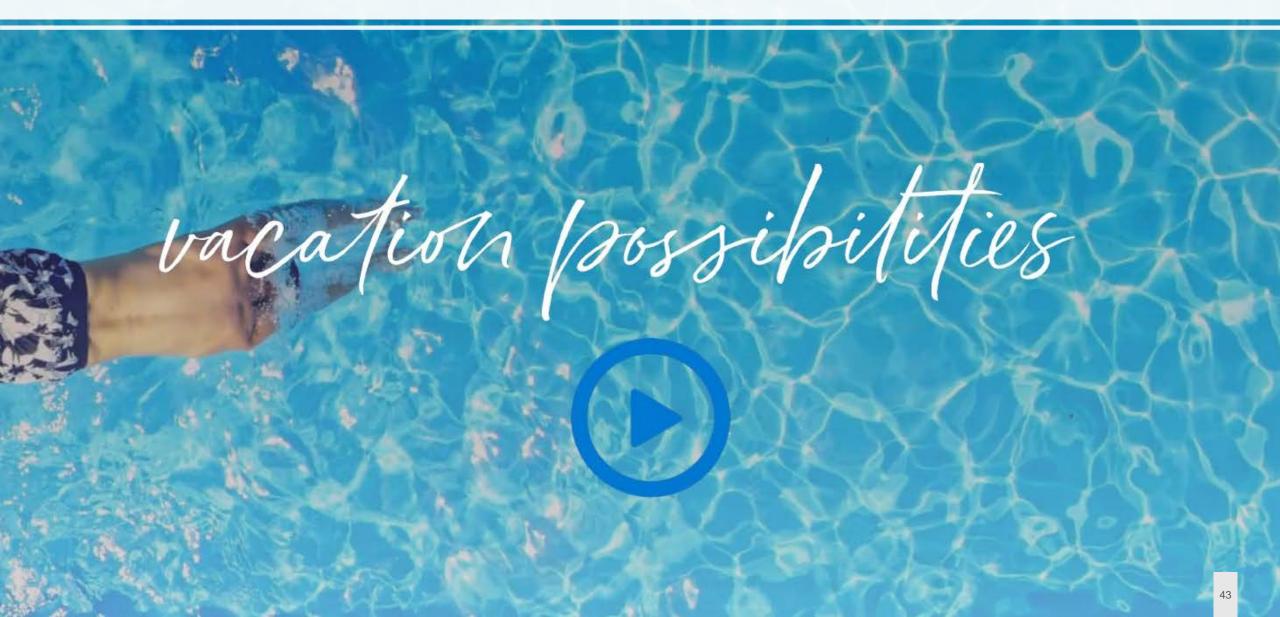
2. Creates integrated digital experience



3. Transforms marketing, sales and service



Vacation Next Video



Introducing – Abound by Marriott Vacations™ – Exclusive New Owner Program

Portfolio of Brands

ABOUND BY MARRIOTT VACATIONS*











Exclusive new Owner program which provides access to a portfolio of premium branded resorts, products, and vacation experiences around the globe.

More for Owners

90+ vacation club resorts

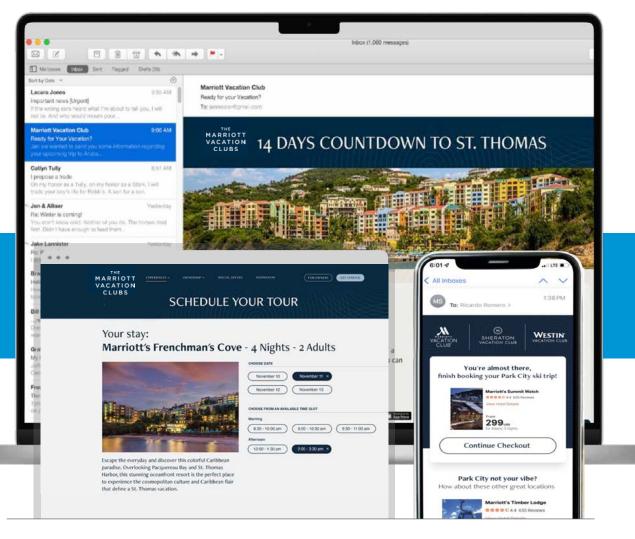
2,000+ unique experiences, including cruises, guided tours and more

Access to **8,000+** Marriott-branded hotels through Marriott Bonvoy®

2,000+ vacation homes

Ability to exchange with Interval International

Enhanced Marketing & Sales Tools Enable Growth & Drive Efficiency



Integrated Digital Experience

Marketing lead targeting

- Leverage personalization to increase lead generation
- Utilize Artificial Intelligence to score leads

Online preview package purchase & tour scheduling

- Increasing efficiency
- Frees call center associates to focus on enhanced service

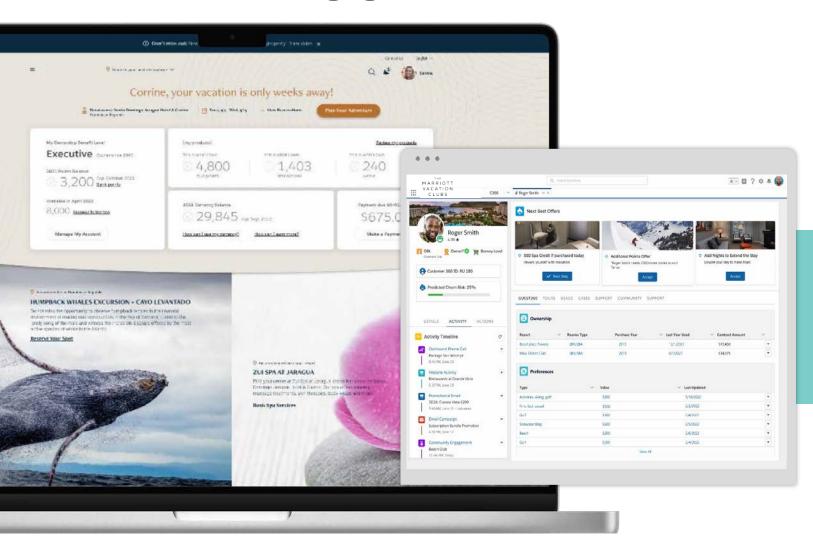
Personalized digital tools for pre-arrival

- Improve net close rate
- Best offer to increase average contract value



ADVANTAGE #3

Transformed Service Experience Delivers Streamlined Processes and Engagement



Transformed Service Experience

Consolidated owner reservation platform

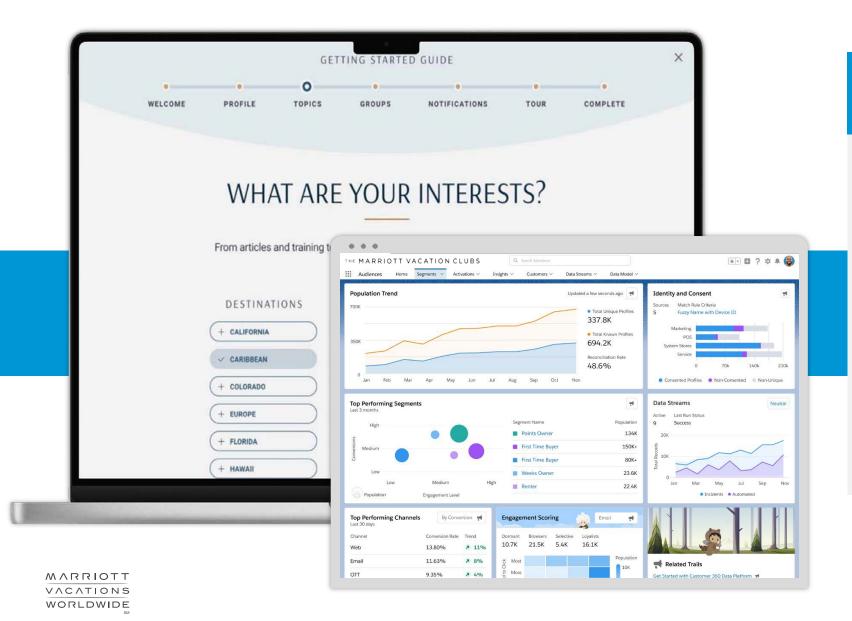
- Personalized service experience
- Increases associate productivity

Seamless owner experience

- Onboard owners online
- One-stop access to all owned products
- Reduces call volume

Holistic, robust owner profiles

Leverage Data & Advanced Analytics to Power the Customer Experience



Modernize Data & Analytics Toolsets

End to end view of owners and prospects

- Enables real time personalization
- Al-informed tools spur larger point needs

Capture owner preferences with new vacation planning tools

- Optimize marketing campaigns
- Improve future sales conversions

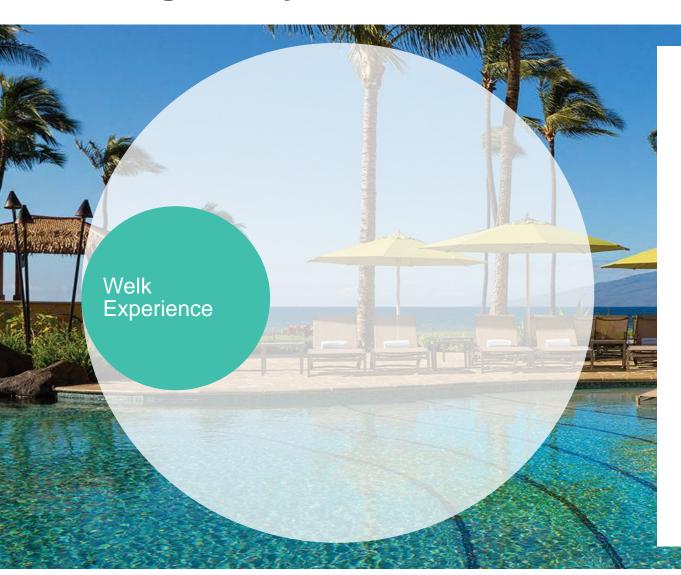
Unlocking Vacation Next Benefits for Owners, Associates, and Customers



Hyatt Vacation Ownership Accelerating Our Growth



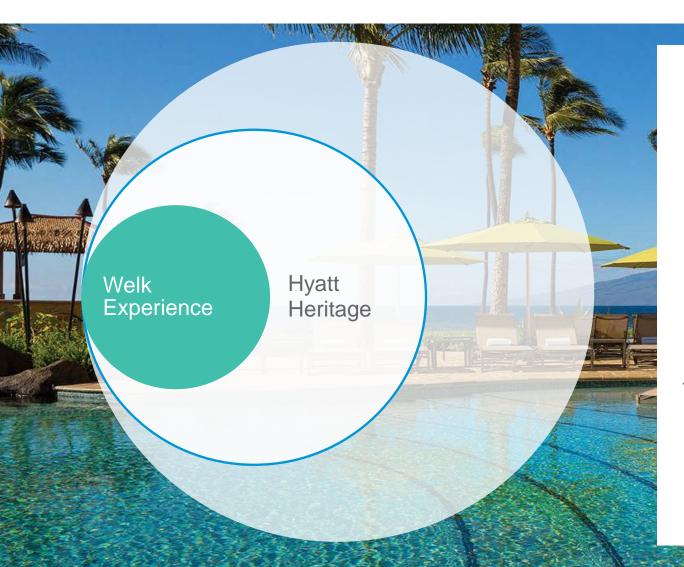
Building New Hyatt Vacation Club Brand to Drive Growth



Anchor: Welk Experiences

Anchoring how this unified brand will deliver world-class experiences for great vacations

Building New Hyatt Vacation Club Brand to Drive Growth

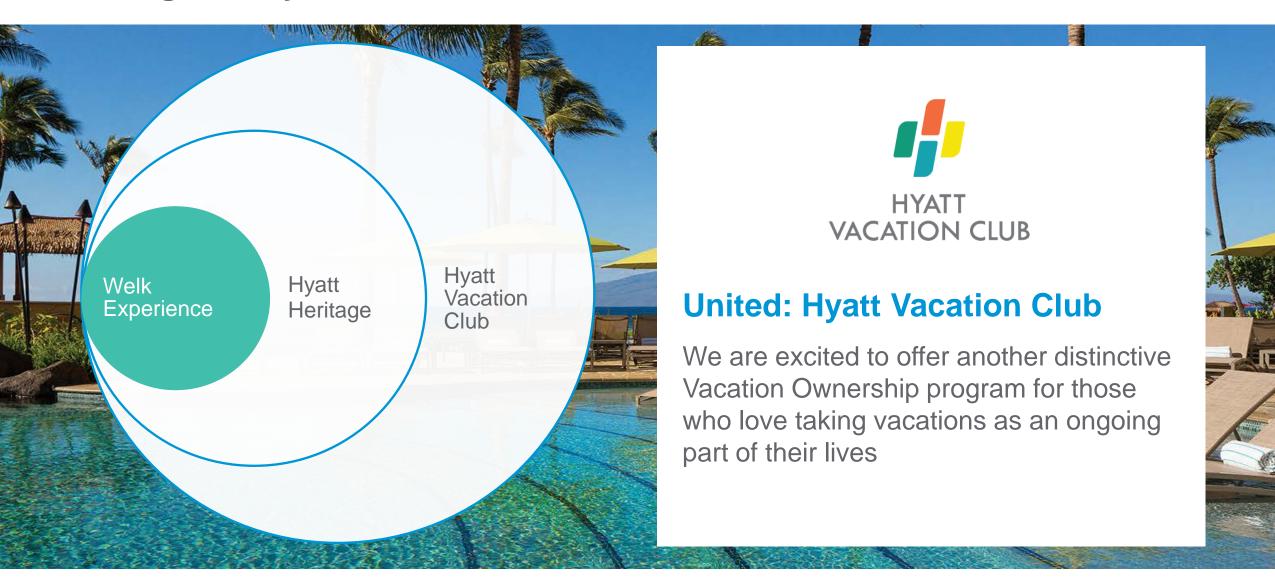




Cornerstone: Hyatt's Reputation

Providing trust, expertise and genuine care to deliver vacations that lead the industry

Building New Hyatt Vacation Club Brand to Drive Growth





HVC VIDEO

Modernize and Elevate Interval International to Appeal to Broader Segments

Implementing Data-Driven & Digital Solutions

Customers

Enhance personalization and customer targeting

- Customer retention
- Transactions
- Loyalty

Business

Modernize digital solutions throughout Interval International

- Revenue growth
- Operational efficiency
- Associate retention and productivity





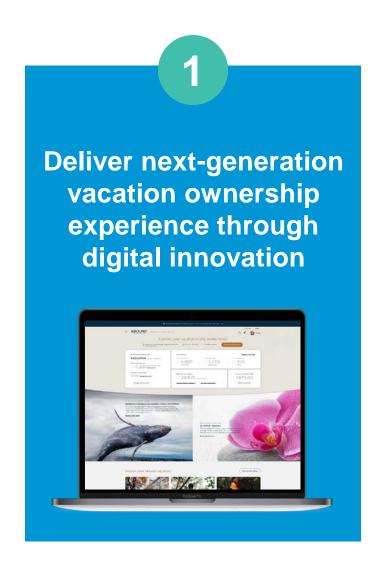


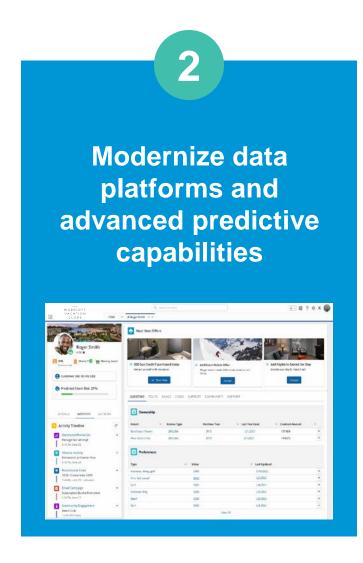
AGENDA

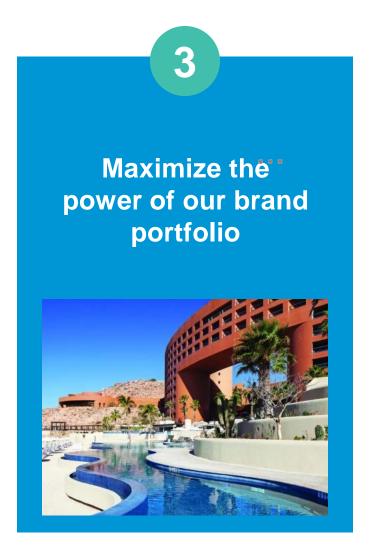
Leveraging Brands and Digital Strategy to Unlock Our Growth Potential

- The power of our brands
- Transformation for the future
- Strategic growth priorities

Strategic Priorities to Unlock Growth







IN SUMMARY

Driving Growth Through Digital & Brand Transformation

- Leverage our powerful brand portfolio to fuel growth
- Invest in personalized experiences and data and analytics to enhance and grow our business
- Design the vacation ownership experience for the next generation of travelers
- Transform how our Owners and Members experience and interact with our brands







Exchange and Third-Party Management Business

Jeanette Marbert,
President, Exchange and
Third-Party Management

Marcos Agostini, Senior Vice President of Business Development





Exchange and Third-Party Management Business

- Strong and attractive business
- Strengths of a proven business model
- Strategic growth priorities

A Broad Portfolio of Timeshare Exchange and Resort Properties

interval

Established, Respected **Brand in Global Vacation Exchange Industry**

Affiliated Resorts



~3,200 ~1.6 Million

Interval International Members¹



\$179

Avg. Revenue Per Member



AQUAASTON

HOSPITALITY

Leading Resort Operator with Strong Presence in Desirable Hawaiian Market

27

Properties

Managed under proprietary brands and as an approved operator of Marriott and Hilton Resorts





FY 2021 Metrics except Interval International members.

¹As of January 2022, only includes members of the Interval International exchange network and differs from ~1.7M members for Exchange and Third-Party Management segment.

Segment Delivers High-Margins with Low Capital Intensity, Driven Primarily by Interval International

\$273M

Segment Revenue (excluding Cost Reimbursements)



\$144M

Segment Adjusted EBITDA **53%**

Segment Adjusted EBITDA Margin





1 - 4%

Capital Expenditure as % of Revenue (excluding Cost Reimbursements)





Exchange and Third-Party Management Business

- Strong and attractive business
- Strengths of a proven business model
- Strategic growth priorities

Interval International is an Established, Respected Brand in Global Vacation Exchange Industry – Key Strengths



Proven business model



Resilient during challenging economic times



Recurring fee streams & high margin track record



Well positioned to capitalize on market trends



Highly complementary to the Vacation Ownership business



Affluent customer base with high level of engagement





Interval International has a Proven Business Model

Variety of Products and Services that Enhance the Vacation Ownership Purchase

Interval International position in industry

- ✓ More than 45 years as the quality vacation exchange network
- ✓ Important complement to a developer's sales program
- ✓ Long standing developer relationships 18 years¹
- Product appeals to diverse market segments



Membership programs

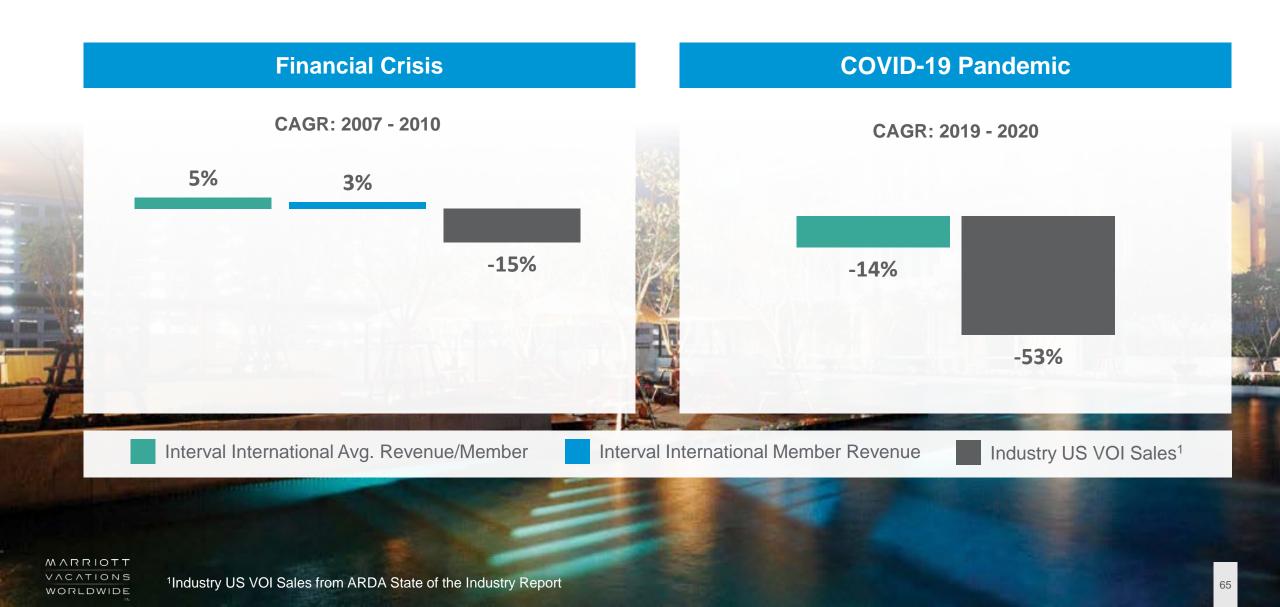
- Membership programs provide access to the Interval International network of global resorts for exchange or rental
- Preferential rates and discounts on select travel products and services
- Additional exchange options and leisure/lifestyle benefits are available through upgraded programs







Interval International Member Revenue Resilient During Challenging Economic Times





Interval International has Recurring Fee Streams & High Margin Track Record







Well Positioned to Capitalize on Market Trends

Demand for Leisure Travel in Many Markets has Recovered to Pre-pandemic Levels







Parent Company Brands









World Class Brands and Independents









1771

Interval International is Highly Complementary to the Vacation Ownership Segment



39%

of Interval International active membership base is from parent company brands

Parent company brands fortify exchange platform

96%

of parent company branded inventory deposited for exchange is utilized

Highly efficient inventory utilization

Exchange is a Prime Purchase Motivator

95%

of members surveyed considered timeshare exchange important

Exchange is critical

40%

of members surveyed own multiple weeks

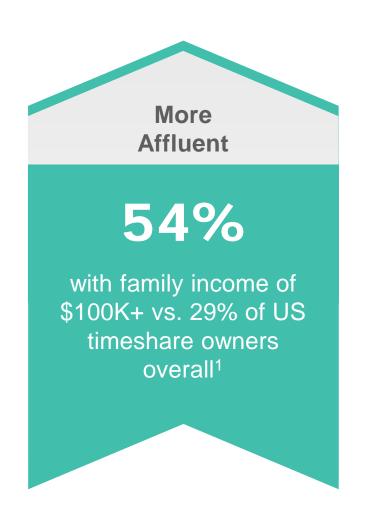
Strong preference for the product



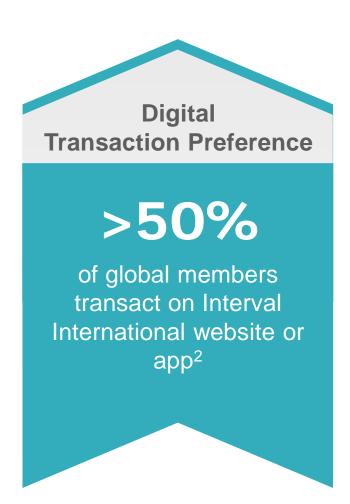
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Interval International has an Affluent Customer Base with High Level of Engagement

Members prefer to transact digitally via the web or mobile app











Exchange and Third-Party Management Business

- Strong and attractive business
- Strengths of a proven business model
- Strategic growth priorities

Strategic Growth Priorities



Build on Digital-First Strategy to Drive Deeper Member Engagement



Increase Wallet Share
Through Personalized
Content and Product
Innovation



Expand Platform & Benefits to Broader Target Market

Build On Digital-First Strategy to Drive Deeper Member Engagement









New features create positive brand experience





Enables customer driven, real-time transaction capabilities



Increase Wallet Share through Personalized Content and Product Innovation



Enhance Customer Segmentation & Analytics

for improved targeting and greater efficiency



Create Long-Term Relationships

by fostering community and brand loyalty



Capture Additional Leisure Spend

through the introduction of new products which add flexibility and expand usage options



Deliver Personalized Content

to enhance customer and client engagement



Expand Product Offerings

in response to customer needs and preferences



Expand Platform & Benefits to Broader Target Market

Leverage Product Portfolio to Reach New Customers

- Targeting membership and affinity groups outside vacation ownership
- Preferential member rates on leisure travel products
- Leverage loyalty to drive member retention and engagement



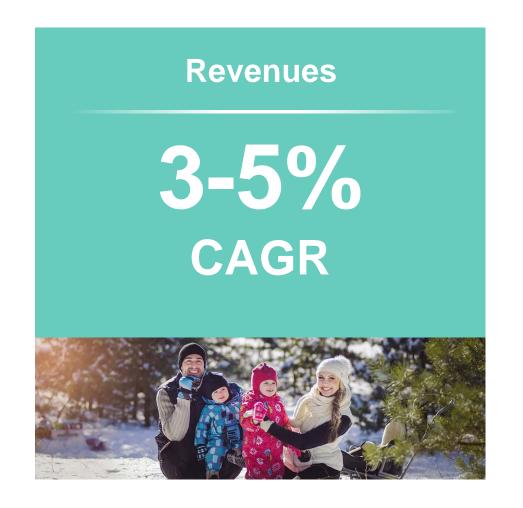
Leverage Core Competencies and Expertise

- Access to unique inventory
- Flexible platform to support various client objectives
- Enable customers to plan and purchase vacations that suit their lifestyle





Three Year Growth Outlook 2022-2025





IN SUMMARY

High Margin, Low Capital-Intensive Exchange Business Complements the Vacation Ownership Segment

- ✓ High margin membership and fee-for-service business with proven resilience through challenging economic times
- Services that complement and support the business in the Vacation Ownership segment
- Strategic growth through product innovation, deeper member engagement and expansion of platform to broader target markets







Brian Miller,President, Vacation Ownership

Stephanie Sobeck Butera,
Senior Vice President & Chief Operating
Officer, Hyatt Vacation Ownership





MARRIOTT VACATIONS WORLDWIDE

AGENDA

Growing Sales and Margins Through Investments in Product and Brand Expansion

Building on a solid platform

Leveraging resilient model for further growth

Solid Platform Driven by 5 Key Strengths



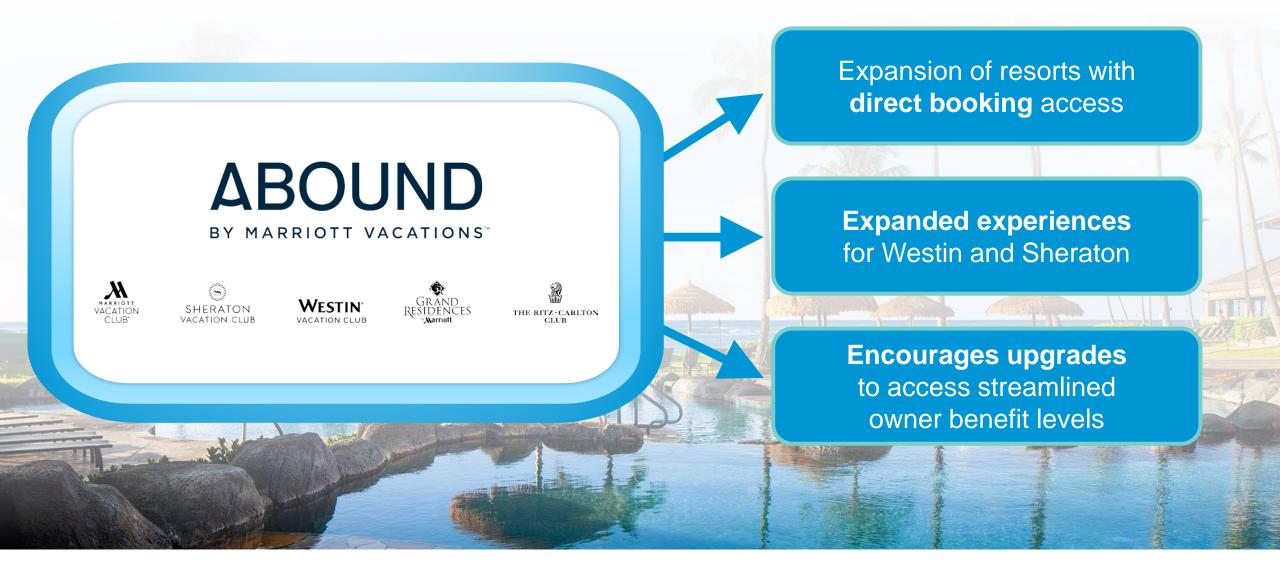






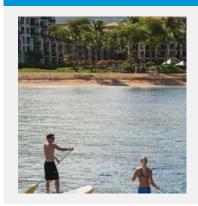


Abound by Marriott Vacations Enhances Value And Flexibility for Owners



Leading Global Footprint in Premium Locations

Established Resorts and Sales Centers in Key U.S. Markets







Strong International Presence









Europe

Mexico

Premium Brands Allow Expansion in Large Markets



Consistently Investing in Permanent Sales Centers



STRENGTH #2: FOOTPRINT

Leading Global Footprint in Premium Locations

	VACATION CLUB*	WESTIN' VACATION CLUB	SHERATON VACATION CLUB	
Scottsdale, AZ	V	V		
Orlando, FL	V		V	
Maui, HI	V	V		
Oahu, HI	V			
Big Island, HI	V			
Kauai, HI	V	V	V	
Las Vegas, NV	V			
Urban	V			
Aruba	V			
Cancun, Mexico		V		
Los Cabos, Mexico		V		
Asia Pacific	V			

XX

Evolving Sales Processes and Tools

Consistent Best-in-Class Sales Process



Implemented New Initiatives to Optimize Direct Marketing

Expanded access to members

Enhancing digital program efficiency

Modern Campaign Management tools

CRM implemented across business

Improving performance across all channels

MARRIOTT BONVOY



Digital Programs



Adobe Experience Cloud

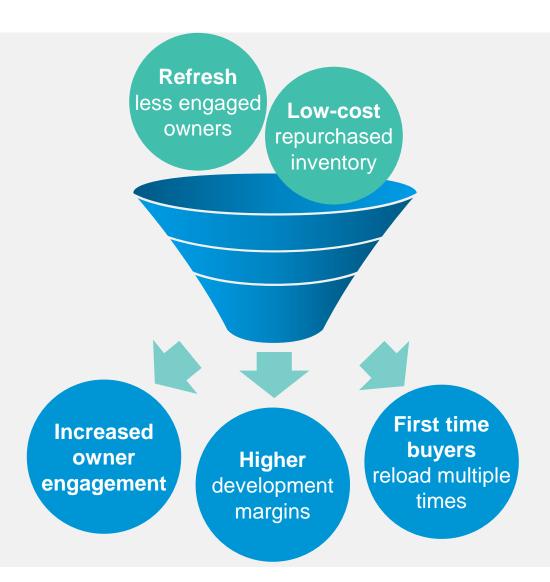


Advanced Analytics



Repurchases Refresh the Owner Base to Improve Margins and Satisfaction





Recent points owners are **4**X more likely to tour and 2.5x more likely to buy

Market Dynamics Favor Timeshare

Post-COVID customers value our product

- High cleanliness & safety standards
- ✓ High ADRs enhance our value
- Spacious lodging for work and play

High-Income consumers ready to spend

- ✓ Large savings balances
- Lockdowns increased emotional value of vacations
- High home values boost confidence









MARRIOTT VACATIONS WORLDWIDE

AGENDA

Growing Sales and Margins Through Investments in Product and Brand Expansion

Building on a solid platform

Leveraging resilient model for further growth

Multiple Opportunities for Projected Contract Sales Growth (2022-2025)



Initiatives to Maintain High VPGs Are Offsetting Headwinds

VPG Headwinds

Less tenured sales force

Increasing first-time buyer mix

Resuming hotel marketing

Possible recession

~\$4,700 VPG in

Q1 2022

VPG expected to stabilize at high level

VPG Initiatives

Increased value proposition

Optimized promotional matrix

Abound by Marriott Vacations launch

Marketing channel optimization

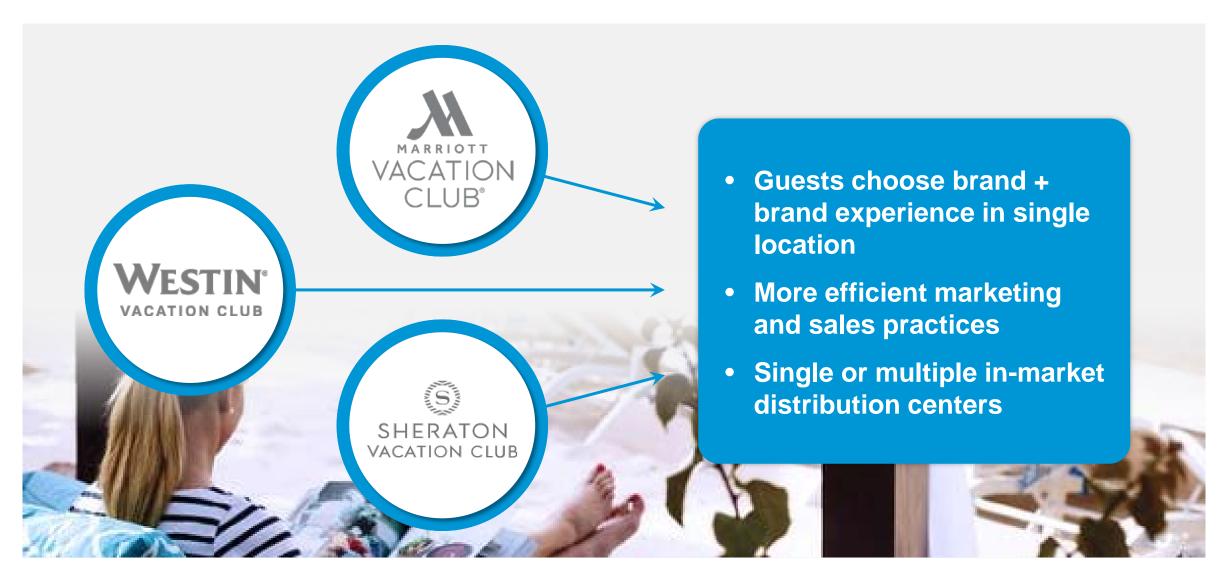
Enhanced CRM/Sales strategy



Sustainable High Occupancy with Above-2019-Level ADRs



Power of Iconic Brands = Even More Marketing Opportunities



Expanding Virtual Sales to Capture Additional Tours

Provides incremental tours

Flexibility to tour busy or short-stay guests

Direct
Sales
expansion
strategy

Improves tour efficiency









Hyatt Vacation Ownership

Stephanie Sobeck Butera, Senior Vice President & Chief Operating Officer Hyatt Vacation Ownership

Grow Hyatt Vacation Ownership Business



Four Key Growth Drivers

- 1 Implement best practices
- 2 Product enhancements
- Capitalize on development opportunities
- 4 Optimize marketing channels



Implement Best Practices

Enhance sales process & talent



Improve tour quality



Training programs



Sales gallery improvements & new technology



Expand telesales & virtual tour technology



Enhancing Our Hyatt Vacation Ownership Product Offering



Development Opportunities

- ✓ Huge growth potential
- Large timeshare-friendly markets
- Continue to seek out customer-demanded locations
- Additional sales distribution opportunities







HVO Timeshare Resorts

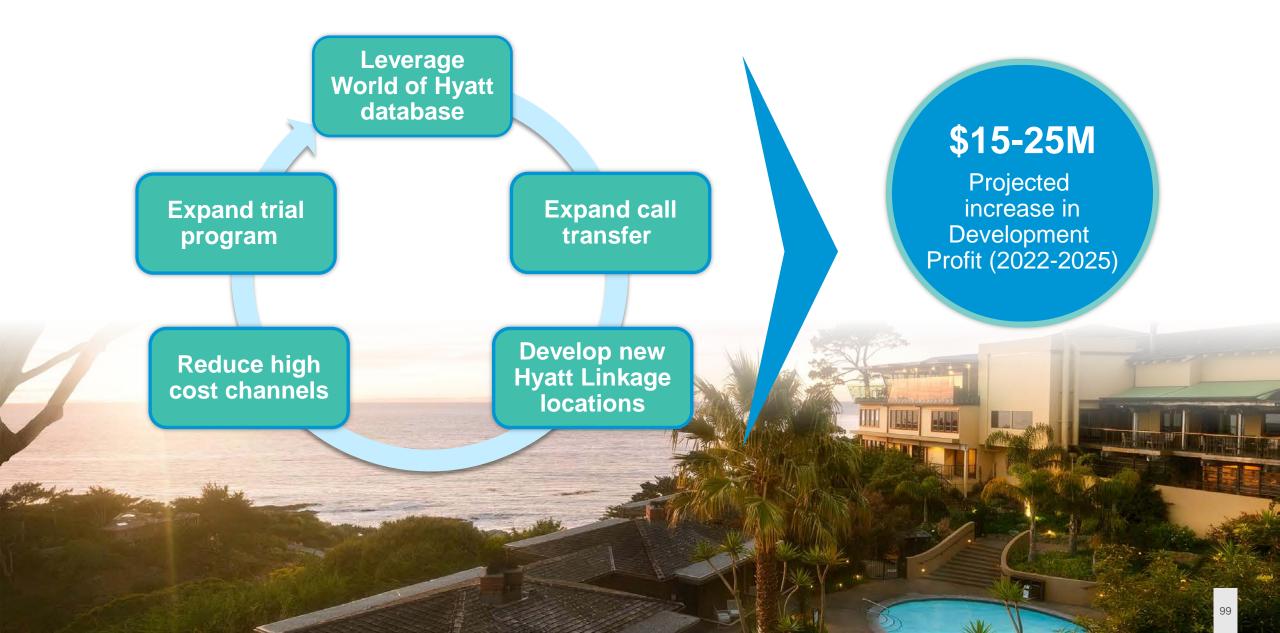
- 1. Beach House, Key West
- 2. Coconut Plantation, Bonita Springs
- 3. Desert Oasis, Palm Springs
- 4. Hacienda del Mar, Puerto Rico
- 5. High Sierra Lodge, Lake Tahoe
- 6. Highlands Inn, Carmel
- 7. Ka'anapali Beach, Maui
- 8. Northstar Lodge, Lake Tahoe
- 9. One Village Place, Lake Tahoe
- 10. Pinon Pointe, Sedona
- 11. Sirena del Mar, Cabo San Lucas
- 12. Sunset Harbor, Key West
- 13. The Lodges at Timber Ridge, Branson
- 14. The Ranahan, Breckenridge
- 15. The Welk, San Diego
- 16. Wild Oak Ranch, San Antonio
- 17. Windward Pointe, Key West

HVO Fractional Resorts

- 1. El Corazon de Santa Fe, Santa Fe
- 2. Mountain Lodge, Beaver Creek
- 3. Main Street Station, Breckenridge
- 4. Park Hyatt, Beaver Creek
- 5. Siesta Key, Sarasota



Optimizing Marketing Channels



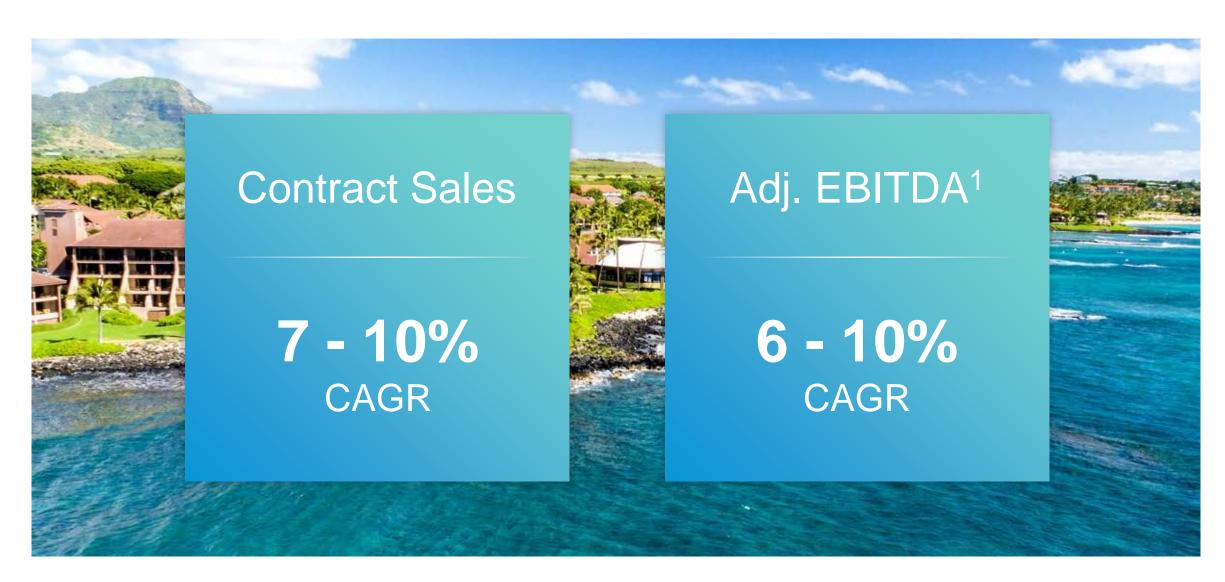
IN SUMMARY

Significantly Expanding Hyatt Vacation Ownership

- Completion of integration by 2023
- Growing contract sales through new sales& marketing channels
- Reigniting excitement of existing owners via new usage benefits
- Pursuing substantial expansion opportunities
- Increasing margins by leveraging efficient marketing channels & practices



2022- 2025 Vacation Ownership Growth Targets



IN SUMMARY

3 Key Vacation Ownership Growth Opportunities

- Brand driven footprint growth
- Technology driven sales and marketing growth
- Owner engagement with customerdriven product strategies







Tony Terry,
Executive Vice President and
Chief Financial Officer







AGENDA

Driving Disciplined and Long-Term Growth While Delivering High Shareholder Value

- Compelling business model
- Strong growth outlook
- Strong cash flow driving value creation

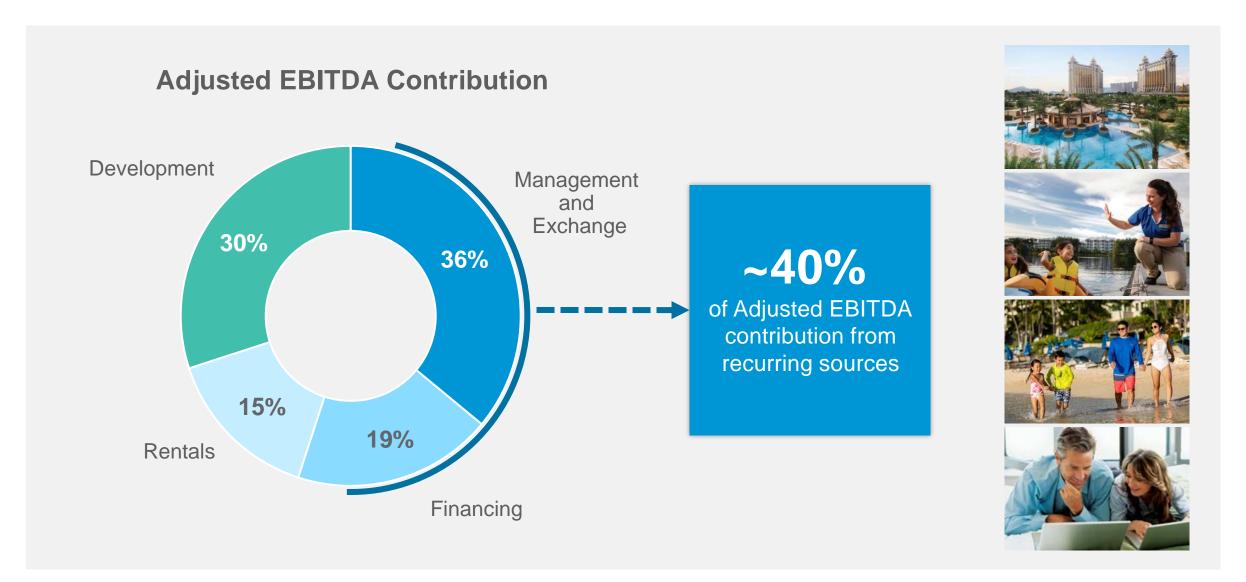
Compelling Business Model Drives Sustained Growth



4. Capital efficient VO and Exchange models



A Highly Resilient Business



Well Positioned to Face Near-Term Recessionary Challenges

- ✓ Strong consumer base
- ✓ Vacations are "pre-paid" driving high resort occupancy rates
- ✓ The Interval International exchange model performs well in typical recessionary periods
- ✓ \$1.2B of liquidity as of March 31, 2022
- Minimum inventory and debt commitments for the next few years
- ✓ More seasoned notes receivable pool



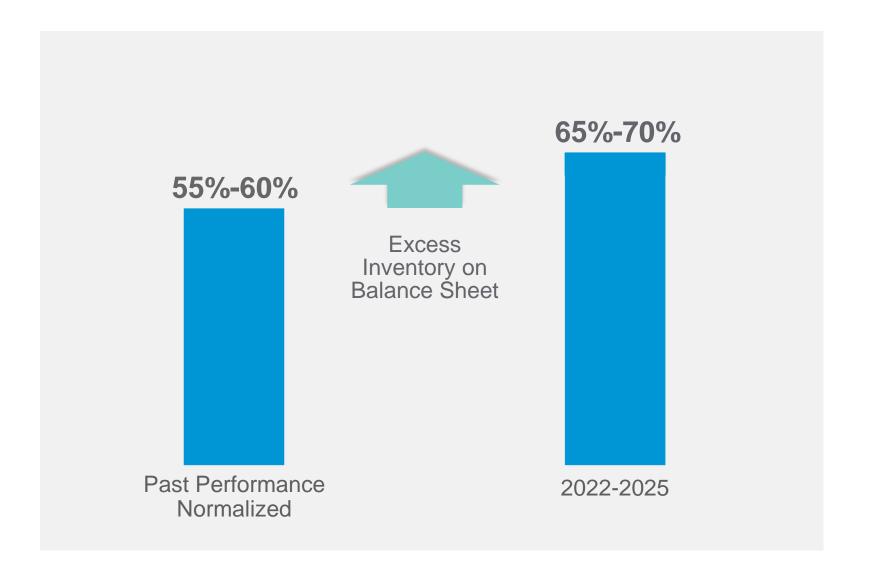
Manageable Exposure to Inflationary Pressures

Natural Mitigants In Our Business Model

- Affluent consumer base
- Enhanced value proposition
- Compensation model
- Little near-term construction
- Ability to drive price
- Little exposure to variable rate debt

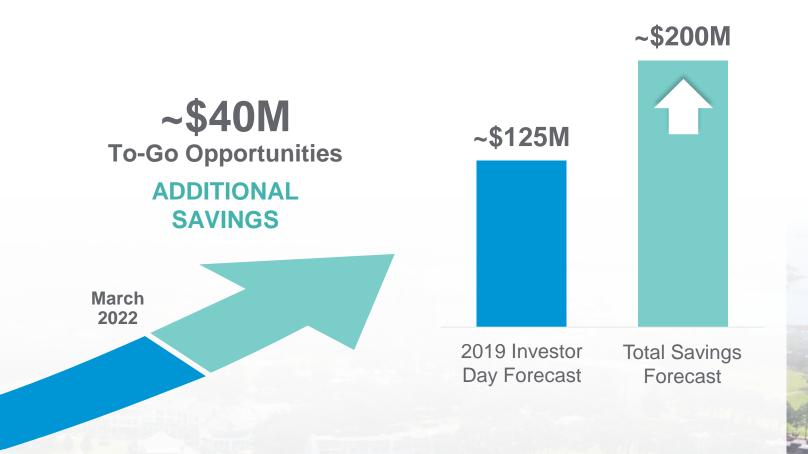


Adjusted Free Cash Flow Conversion Rate Expected to Increase





On Track to Deliver \$200M in Cost Synergy Savings

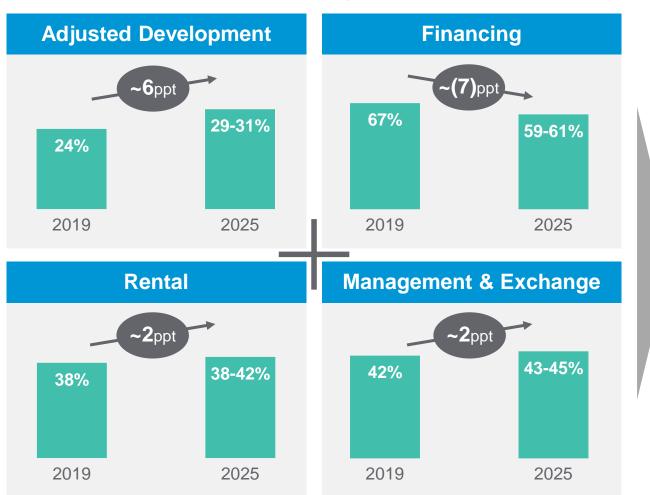


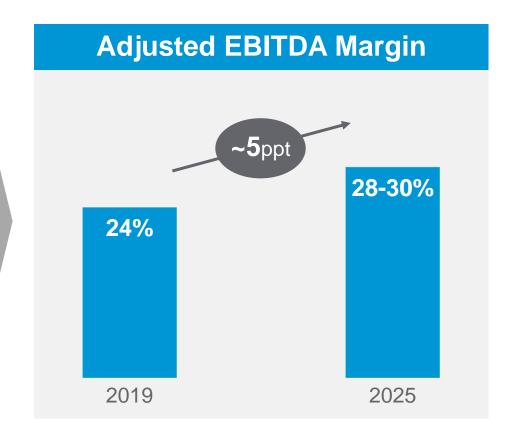
~\$160M Synergies COMPLETED INITIATIVES

September 2018

Strong Adjusted EBITDA Margin Expected to Continue to Expand

Profit Margins









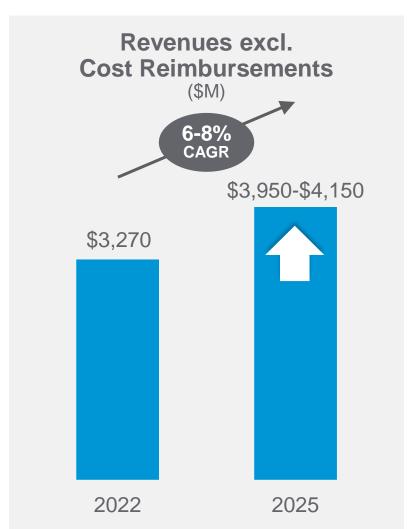
AGENDA

Driving Disciplined and Long-Term Growth While Delivering High Shareholder Value

- Compelling business model
- Strong growth outlook
- Strong cash flow driving value creation

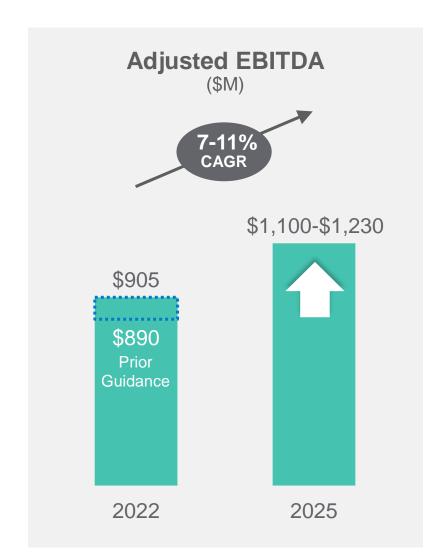
2022-2025 Targets – Expecting Strong Topline Growth







2022-2025 Targets – Strong Earnings and Cash Flow Growth







2022-2025 Growth Targets by Segment

	CAGR Low	CAGR High	CAGR Low	CAGR High			
	excl.	enue Cost sements	Adjusted EBITD				
Vacation Ownership	7%	9%	6%	10%			
Exchange & Third-Party Management	3%	5%	3%	7%			
G&A and Other Expenses ¹			4%	5%			
Total	6%	8%	7%	11%			





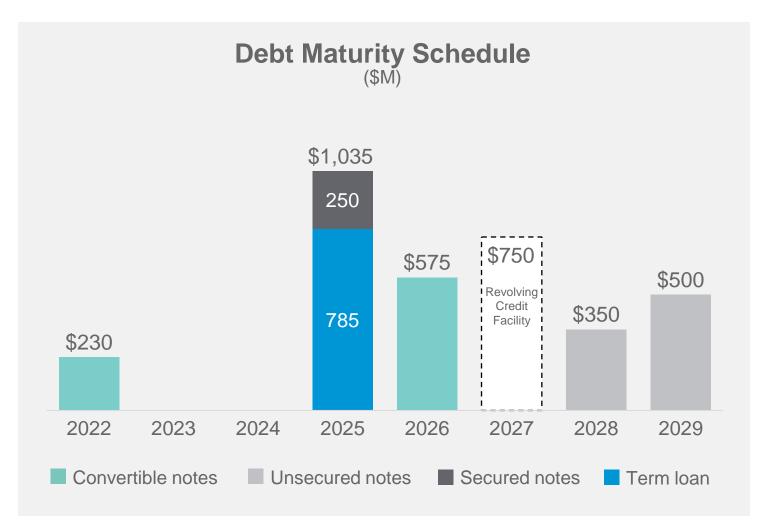


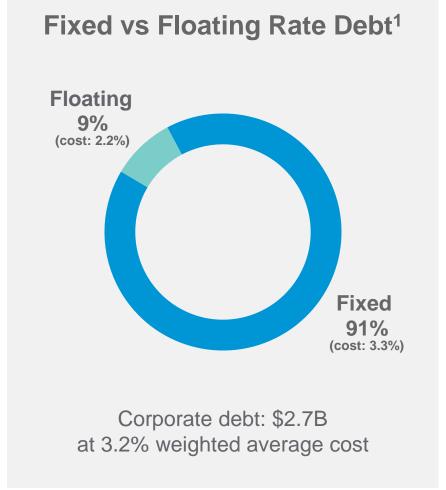
AGENDA

Driving Disciplined and Long-Term Growth While Delivering High Shareholder Value

- Compelling business model
- Strong growth outlook
- Strong cash flow driving value creation

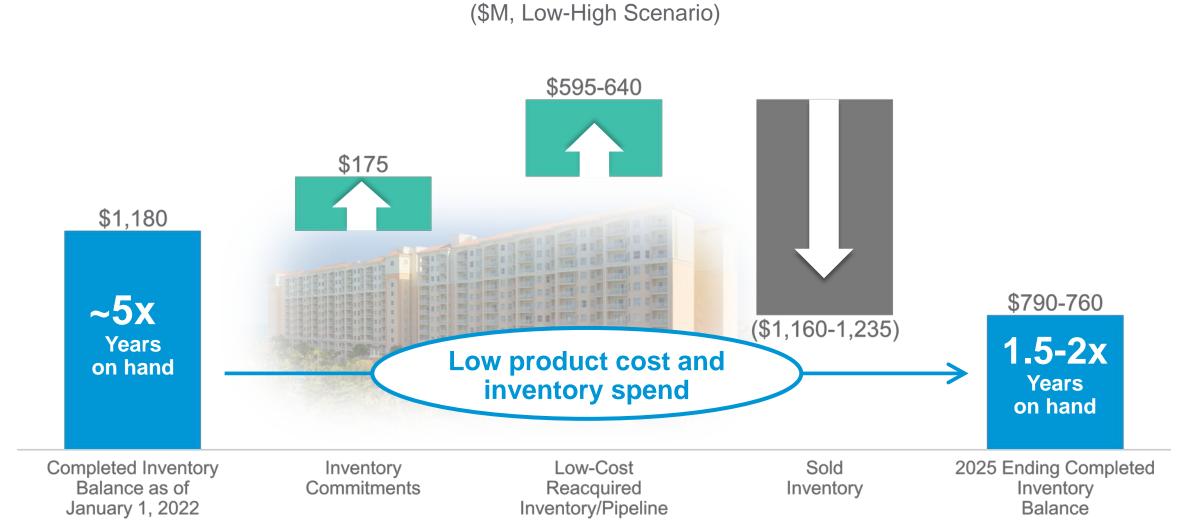
Conservative Balance Sheet with Relatively Fixed Interest Rates



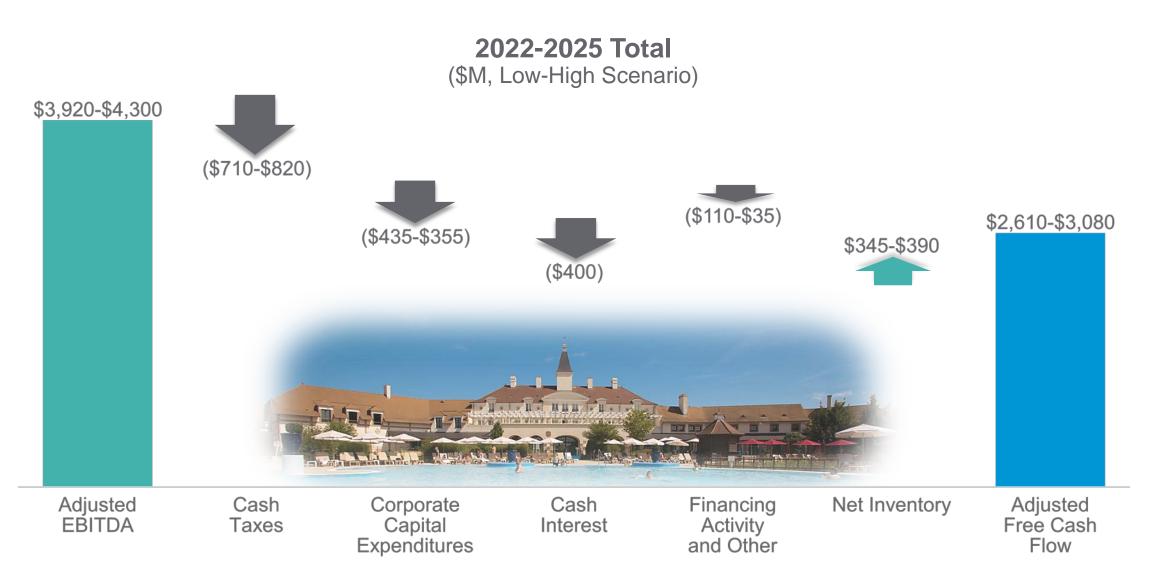


Inventory and Repurchases Expected to Drive Low Product Cost & Spend for 2022-2025

2022-2025 Total



Disciplined Approach Expected to Yield High Adjusted Free Cash Flow Conversion



Expecting to Deliver Strong Cumulative Cash Flow 2022 to 2025

(\$M)	Low	High
Adjusted free cash flow ¹	\$2,610	\$3,080
Disposition proceeds	\$155	\$180
Leverage capacity 2.5x – 3.0x	\$0	\$900
Less: integration and transformation costs	(\$170)	(\$175)
Less: other cash items	(\$160)	(\$160)
Cash available	\$2,435	\$3,825



Disciplined Capital Allocation Model



IN SUMMARY

Iconic Brands and Transformation Initiatives Power Efficient, Sustainable Cash Flow and Robust Shareholder Returns

- Product transformation fueling growth and margin improvement
- High-margin businesses yielding high free cash flow

Disciplined cash flow and capital deployment





Closing Remarks

Steve Weisz, Chief Executive Officer

Thank You for Joining

Marriott Vacations Worldwide's 2022 Investor Day

We hope you found it informative.



Your feedback is important to us. Tell us what you think through a quick (2-3 minutes) anonymous survey. The survey will be open through June 22, 2022.

https://forms.office.com/Pages/ResponsePage.aspx?id=rWvxNGyyQ0iX-dYkZqj0wW_6ZFaq-IBAsfP9FsyV-4RUQ1k3OTRXMTgwRFNDUVhOMEIMV1E0MjVGRS4u









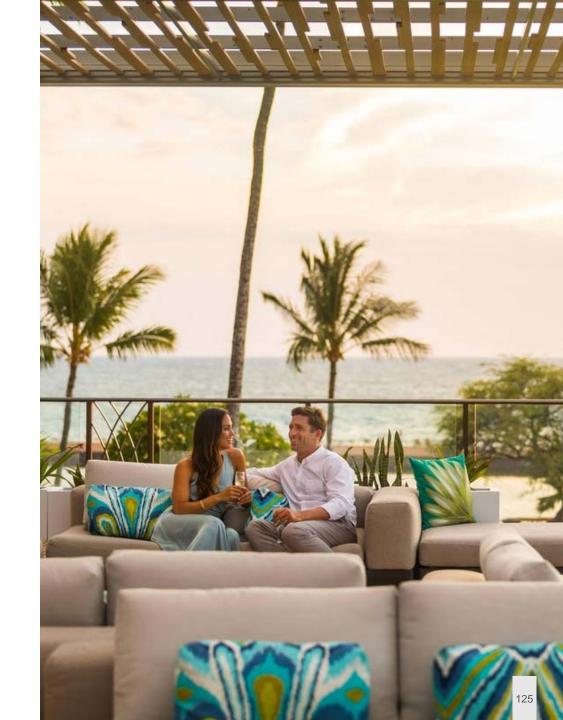






Resilient, Well-Positioned Business Executing on Proven Strategy

- Proven resilience and strong recovery from COVID-19
- Well-positioned products with iconic brands
- Rapid expansion through organic growth, acquisitions, and new product lines
- Enhancing value and efficiency with technology
- Clear growth strategies



Appendix



In our presentation we report certain financial measures that are not prescribed by GAAP. We discuss our reasons for reporting these non-GAAP financial measures below and we've made footnote references to them on the preceding pages. The financial schedules included herein reconcile the most directly comparable GAAP financial measure to each non-GAAP financial measure that we report. Although we evaluate and present these non-GAAP financial measures for the reasons described below, please be aware that these non-GAAP financial measures have limitations and should not be considered in isolation or as a substitute for revenues, net income or loss attributable to common shareholders, earnings or loss per share or any other comparable operating measure prescribed by GAAP. In addition, other companies in our industry may calculate these non-GAAP financial measures differently than we do or may not calculate them at all, limiting their usefulness as comparative measures.

We evaluate non-GAAP financial measures, including those described below, that exclude certain items in the periods indicated, and believe these measures provide useful information to investors because these non-GAAP financial measures allow for period-over-period comparisons of our on-going core operations before the impact of these items. These non-GAAP financial measures also facilitate the comparison of results from our on-going core operations before these items with results from other vacation ownership companies.

Earnings Before Interest Expense, Taxes, Depreciation and Amortization ("EBITDA"), Adjusted EBITDA, and Adjusted EBITDA Margin. EBITDA, a financial measure that is not prescribed by GAAP, is defined as earnings, or net income or loss attributable to common shareholders, before interest expense (excluding consumer financing interest expense associated with term loan securitization transactions), income taxes, depreciation and amortization. Adjusted EBITDA reflects additional adjustments for certain items, as itemized in the discussion of Adjusted EBITDA in the following pages and excludes share-based compensation expense to address considerable variability among companies in recording compensation expense because companies use share-based payment awards differently, both in the type and quantity of awards granted. For purposes of our EBITDA and Adjusted EBITDA calculations, we do not adjust for consumer financing interest expense associated with term loan securitization transactions because we consider it to be an operating expense of our business. We consider Adjusted EBITDA to be an indicator of operating performance, which we use to measure our ability to service debt, fund capital expenditures and expand our business. We also use Adjusted EBITDA, as do analysts, lenders, investors and others, because this measure excludes certain items that can vary widely across different industries or among companies within the same industry. For example, interest expense can be dependent on a company's capital structure, debt levels and credit ratings. Accordingly, the impact of interest expense on earnings can vary significantly among companies. The tax positions of companies can also vary because of their differing abilities to take advantage of tax benefits and because of the tax policies of the jurisdictions in which they operate. As a result, effective tax rates and provision for income taxes can vary considerably among companies. EBITDA and Adjusted EBITDA also exclude depreciation and amortization because companies utilize productive assets of different ages and use different methods of both acquiring and depreciating productive assets. These differences can result in considerable variability in the relative costs of productive assets and the depreciation and amortization expense among companies. We believe Adjusted EBITDA is useful as an indicator of operating performance because it allows for period-over-period comparisons of our ongoing core operations before the impact of the excluded items. Adjusted EBITDA also facilitates comparison by us, analysts, investors, and others, of results from our on-going core operations before the impact of these items with results from other vacation companies.

Adjusted EBITDA Margin and Segment Adjusted EBITDA Margin. We evaluate Adjusted EBITDA margin and Segment adjusted EBITDA margin as indicators of operating performance. Adjusted EBITDA margin represents Adjusted EBITDA divided by the Company's total revenues less cost reimbursement revenues. Segment adjusted EBITDA margin represents Segment adjusted EBITDA divided by the applicable segment's total revenues less cost reimbursement revenues. We evaluate Adjusted EBITDA margin and Segment adjusted EBITDA margin and believe it provides useful information to investors because it allows for period-over-period comparisons of our on-going core operations.

(In millions)

Consolidated Adjusted EBITDA Margin	2012 (1) (2)	2	2019	 2021
Net income attributable to common shareholders	\$	7	\$	138	\$ 49
Interest expense		17		132	164
Provision for income taxes		24		83	74
Depreciation and amortization		30		141	146
EBITDA		78		494	433
Share-based compensation (3)		12		37	51
Certain items:					
Litigation charges		41		7	10
Losses (gains) and other expense (income), net:					
Dispositions		(8)		(19)	-
Debt related matters		-		6	55
Other (4)		-		(3)	(4)
Restructuring		22		-	-
Transaction and integration costs		-		118	110
Impairment charges		-		99	3
Purchase accounting adjustments		-		17	10
Other (4)		5		2	(11)
Adjusted EBITDA	\$	150	\$	758	\$ 657
Total revenues excluding cost reimbursements			\$	3,151	\$ 2,762
Adjusted EBITDA margin			4	24%	24%

⁽¹⁾ Amounts have not been restated for the retrospective adoption of Accounting Standards Codification Topic 606, "*Revenue from Contracts with Customers*." As such, the selected financial data for 2012 is not comparable to the 2019 and 2021 information presented herein.

⁽²⁾ In 2017, we changed our financial reporting cycle to a calendar year-end reporting cycle. All fiscal years presented before 2017 included 52 weeks.

^{(3) 2012} Adjusted EBITDA presented herein includes Share-based compensation to conform with current presentation.

⁽⁴⁾Other losses (gains) and other expense (income), net consisted primarily of hurricane business interruption insurance claims partially offset by integration related tax related matters for 2019 and a true-up to a Marriott International indemnification receivable upon settlement partially offset by miscellaneous other losses and other expenses for 2021. Other certain items for 2012 consisted primarily of Europe rescission adjustments and 2021 consisted of charges to eliminate the impact of certain Consolidated Property Owners' Associations and COVID-19 related adjustments.

(In millions)		20	22			20	25		Cumulative 2022-2025					
Consolidated Adjusted EBITDA Margin		Low		High		Low		High		Low		High		
Net income attributable to common shareholders	\$	330	\$	352	\$	579	\$	670	\$	1,839	\$	2,094		
Interest expense		107		107		110		110		436		436		
Provision for income taxes		139		147		236		275		778		883		
Depreciation and amortization		129		129		127		127		509		509		
EBITDA		705		735		1,052		1,182		3,562		3,922		
Share-based compensation	40			40		43		43		166		166		
Certain items														
Litigation charges		3		3		5		5		19		19		
Transaction and integration costs		120		140		-		-		138		158		
Miscellaneous other charges		(7)		(7)		-		-		(7)		(7)		
Purchase accounting adjustments		19		19		-		-		42		42		
Adjusted EBITDA	\$	880	\$	930	\$	1,100	\$	1,230	\$	3,920	\$	4,300		
Total revenues excluding cost reimbursements	\$	3,205	\$	3,335	\$	3,950	\$	4,150	\$	14,350	\$	15,010		
Adjusted EBITDA margin		27%		28%		28%		30%		27%	29%			

		Reportab	le Segn	nents					_									
			Excl	hange &					VO a	and Exchange	% Vacation	% Exchange &						
	V	acation	Thir	d-Party	Co	Corporate		Corporate		Corporate		Corporate		2021	& 7	Гhird-Party	Ownership	Third-Party Management
(In millions)	Ov	vnership	Man	agement	and	d Other		Total	M	anagement	Adj. EBITDA	Adj. EBITDA						
Net income attributable to common shareholders	\$	585	\$	93	\$	(629)	\$	49	\$	678								
Interest expense		-		-		164		164		-								
Provision for income taxes		-		-		74		74		-								
Depreciation and amortization		89		48		9		146		137								
EBITDA		674		141		(382)	433		433			815						
Share-based compensation		6		2		43		51		8								
Certain items (1)		19		1		153		173		20								
Adjusted EBITDA	\$	699	\$	144	\$	(186)	\$	657	\$	843								
Total revenues	\$	3,539	\$	320	\$	31	\$	3,890	\$	3,859								
Less: cost reimbursements	Ψ	(1,202)	Ψ	(47)	Ψ	121	ψ	(1,128)	Ψ	(1,249)								
Total revenues excluding cost reimbursements	\$	2,337	\$	273	-\$	152	\$	2,762	-\$	2,610	90%	10%						
10th 10 (chack chemans cost feminalsements	Ψ	2,331	Ψ	213	Ψ	132	Ψ	2,702	Ψ	2,010	2070	10/0						

⁽¹⁾ See further details on A-3.

(In millions))22		2025						
2	.019	2	2020		2021		Low		High	Low		Н	ligh			
\$	129	\$	(14)	\$	93	\$	106	\$	116	\$	127	\$	142			
	47		32		48		32		32		31		31			
	177		18		142		138		148		158		173			
	3		2		2		2		2		2		2			
	3		98		1		-		-		-		-			
	1		1		-		-		-		-		-			
\$	183	\$	119	\$	144	\$	140	\$	150	\$	160	\$	175			
\$	363	\$	250	\$	273	\$	255	\$	270	\$	290	\$	300			
5	51%	4	-7%		53%		55%		55%	5.	5%	5	8%			
	\$	3 177 3 1 1 \$ 183	\$ 129 \$ 47 177 3 \$ 183 \$ \$ 363 \$	\$ 129 \$ (14) 47 32 177 18 3 2 3 98 1 1 \$ 183 \$ 119 \$ 363 \$ 250	\$ 129 \$ (14) \$ 47 32 177 18 3 2 3 98 1 1 1 \$ 183 \$ 119 \$ \$ 363 \$ 250 \$	\$ 129 \$ (14) \$ 93 47 32 48 177 18 142 3 2 2 3 98 1 1 1 - \$ 183 \$ 119 \$ 144 \$ 363 \$ 250 \$ 273	\$ 129 \$ (14) \$ 93 \$ \$ 177	2019 2020 2021 Low \$ 129 \$ (14) \$ 93 \$ 106 47 32 48 32 177 18 142 138 3 2 2 2 3 98 1 - 1 1 - - \$ 183 \$ 119 \$ 144 \$ 140 \$ 363 \$ 250 \$ 273 \$ 255	\$ 129 \$ (14) \$ 93 \$ 106 \$ 32	2019 2020 2021 Low High \$ 129 \$ (14) \$ 93 \$ 106 \$ 116 47 32 48 32 32 177 18 142 138 148 3 2 2 2 2 3 98 1 - - 1 1 - - - \$ 183 \$ 119 \$ 144 \$ 140 \$ 150 \$ 363 \$ 250 \$ 273 \$ 255 \$ 270	2019 2020 2021 Low High L \$ 129 \$ (14) \$ 93 \$ 106 \$ 116 \$ 47 32 48 32 32 32 177 18 142 138 148 48 32 2	2019 2020 2021 Low High Low \$ 129 \$ (14) \$ 93 \$ 106 \$ 116 \$ 127 47 32 48 32 32 31 177 18 142 138 148 158 3 2 2 2 2 2 4 1 - - - - 1 1 - - - - 183 119 144 140 150 \$ 160 \$ 363 \$ 250 \$ 273 \$ 255 \$ 270 \$ 290	2019 2020 2021 Low High Low H \$ 129 \$ (14) \$ 93 \$ 106 \$ 116 \$ 127 \$ 47 47 32 48 32 32 31 31 177 18 142 138 148 158 158 3 2 2 2 2 2 2 2 2 1 1 - </td			

⁽¹⁾ See further details on A-3.

(In millions)		20	22		20	025			
Vacation Ownership Adjusted EBITDA Margin		Low		High	Low		High		
Net income attributable to common shareholders	\$	840	\$	900	\$ 1,078	\$	1,208		
Depreciation and amortization		84		84	90		90		
EBITDA	•	924		984	 1,168		1,298		
Share-based compensation		7		7	7		7		
Certain items (1)									
Other charges		-		-	5		5		
Purchase accounting adjustments		19		19	-		-		
Adjusted EBITDA	\$	950	\$	1,010	\$ 1,180	\$	1,310		
Total Revenues Excluding Cost Reimbursements	\$	2,820	\$	2,935	\$ 3,535	\$	3,715		
Adjusted EBITDA Margin		34%		34%	33%	35%			

⁽¹⁾ See further details on A-3.

Adjusted EBITDA Contribution. We calculate Adjusted EBITDA Contribution by calculating profit by revenue source (development, management and exchange, rental and financing) and then calculating profit by revenue source as a percentage of total profit, as reconciled herein. We consider Adjusted EBITDA Contribution to be an indicator of operating performance and believe it provides useful information to investors, because it demonstrates the diversity of our business model and provides perspective regarding how much of our total Adjusted EBITDA comes from each revenue source.

		021 d EBITDA	2021 Adjusted
(In millions)	Cont	ribution	Contribution % (1)
Development profit	\$	286	30%
Management and exchange profit		334	36%
Rental profit		142	15%
Financing profit		180	19%
Total	\$	942	100%

⁽¹⁾ Represents the contribution toward Adjusted EBITDA for the listed profit lines.

Adjusted Development Profit (Adjusted Sale of Vacation Ownership Products Net of Expenses) and Adjusted Development Profit Margin. We evaluate Adjusted development profit (Adjusted sale of vacation ownership products, net of expenses) and Adjusted development profit margin as indicators of operating performance. Adjusted development profit margin is calculated by dividing Adjusted development profit by revenues from the Sale of vacation ownership products. Adjusted development profit and Adjusted development profit margin adjust Sale of vacation ownership products revenues for the impact of revenue reportability, include corresponding adjustments to Cost of vacation ownership products associated with the change in revenues from the Sale of vacation ownership products, and may include adjustments for certain items as necessary. We evaluate Adjusted development profit and Adjusted development profit margin and believe they provide useful information to investors because they allow for period-over-period comparisons of our on-going core operations before the impact of revenue reportability and certain items to our Development profit and Development profit margin.

		2025	
(In millions)	2019	Low	High
Consolidated contract sales	\$ 1,524	\$ 2,230	\$ 2,420
Less: resales contract sales	(30)	(35)	(35)
Consolidated contract sales, net of resales	1,494	2,195	2,385
Plus:			
Settlement revenue	24	41	45
Resales revenue	14	17	17
Revenue recognition adjustments:			
Reportability	(8)	(7)	(12)
Sales reserve	(112)	(182)	(195)
Other (1)	(58)	(134)	(155)
Sale of vacation ownership products	1,354	1,930	2,085
Less:			
Cost of vacation ownership products	(349)	(360) (19%)	(389) (19%)
Marketing and sales	(695)	(1,020) (53%)	(1,063) (51%)
Development Profit	310	550	633
Revenue recognition reportability adjustment	6	5	9
Purchase accounting adjustments	11	-	-
Adjusted development profit	\$ 327	\$ 555	\$ 642
Development profit margin	23%	28%	30%
Adjusted development profit margin	24%	29%	31%

⁽¹⁾ Adjustment for sales incentives that will not be recognized as Sale of vacation ownership products revenue and other adjustments to Sale of vacation ownership products revenue.

Free Cash Flow, Adjusted Free Cash Flow and Total Cash Flow. We evaluate Free cash flow and Adjusted free cash flow as liquidity measures that provide useful information to management and investors about the amount of cash provided by operating activities after capital expenditures for property and equipment and the borrowing and repayment activity related to our term loan securitizations, which cash can be used for, among other purposes, strategic opportunities, including acquisitions and strengthening the balance sheet. Adjusted free cash flow, which reflects additional adjustments to Free cash flow for the impact of transaction and integration charges, impact of borrowings available from the securitization of eligible vacation ownership notes receivable, acquisition and restructuring charges, and changes in restricted cash, allows for period-over-period comparisons of the cash generated by our business before the impact of these items. Analysis of Free cash flow and Adjusted free cash flow also facilitates management's comparison of our results with our competitors' results.

Adjusted Free Cash Flow Conversion Rate. We evaluate Conversion rate as Adjusted free cash flow divided by Adjusted EBITDA. We believe it allows for period-over-period comparisons of how efficiently our core business operations produce cash flow.

Adjusted Free Cash Flow Before Inventory Spend and Other Capex. Adjusted free cash flow before inventory spend and other capex is calculated as Adjusted free cash flow plus cash disposition proceeds and available leverage capacity, less certain non-recurring items such as business transformation costs. We evaluate Adjusted free cash flow before inventory spend and other capex as a liquidity measure that provides useful information to management and investors as it reflects cash available for organic business expansion, mergers and acquisition, and return of capital to shareholders.

(In millions)				20	22			20	25		C	-2025		
Adjusted free cash flow	2	021	I	Low	I	łigh		Low	F	High		Low]	High
Net cash, cash equivalents, and restricted cash provided by operating activities	\$	343	\$	405	\$	431	\$	762	\$	803	\$	2,291	\$	2,385
Capital expenditures for property and equipment (excluding inventory)		(47)		(75)		(85)		(120)		(90)	·	(435)		(355)
Borrowings from securitization transactions		957		788		838		975		1,093		3,607		3,950
Repayment of debt related to securitization transactions		(868)		(679)		(694)		(844)		(883)		(2,953)		(3,029)
Securitized debt issuance costs		(13)		(12)		(12)		(14)		(14)		(53)		(53)
Free cash flow		372		427		478		759		909		2,457		2,898
Adjustments:														
Net change in borrowings available from the securitization of eligible														
vacation ownership notes receivable		(32)		85		100		-		-		85		100
Certain items:												-		-
Litigation charges		1		3		3		5		5		21		21
Transaction and integration costs		71		89		104		-		-		102		117
Redemption premium from debt repayment		35		-		-		-		-		-		- '
Various tax related matters		(37)		-		-		-		-		-		-
Change in restricted cash		7		(14)		(15)		(14)		(14)		(55)		(56)
Adjusted free cash flow	\$	417	\$	590	\$	670	\$	750	\$	900	\$	2,610	\$	3,080
Adjusted EBITDA	\$	657	\$	880	\$	930	\$	1,100	\$	1,230	\$	3,920	\$	4,300
Adjusted Free Cash Flow Conversion rate	- 6	3%	- 6	57%		72%		58%	- 7	73%		67%		72%
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