INVESTOR DAY

OCTOBER 4, 2019

MARRIOTT VACATIONS WORLDWIDE℠

NEAL GOLDNER

Vice President

Investor Relations

Forward-Looking Statements

We refer throughout this presentation to the results from the business associated with the brands that existed prior to our acquisition of ILG, Inc. (“ILG”) as “Legacy-MVW,” and we refer to the results from the business and brands that were acquired from ILG as “Legacy-ILG.”

This presentation contains “forward-looking statements” within the meaning of federal securities laws, including statements about anticipated future events, expectations that are not historical facts, and guidance about our future results. Such statements include, but are not limited to, statements regarding the integration of and synergies expected from the ILG acquisition, business initiatives and earnings trends, estimates and assumptions. We caution you that these statements are not guarantees of future performance and are subject to numerous risks and uncertainties, including volatility in the economy and the credit markets, changes in supply and demand for vacation ownership and residential products, competitive conditions, the availability of capital to finance growth and other matters referred to under the heading “Risk Factors” contained in our most recent annual report on Form 10-K filed with the U.S. Securities and Exchange Commission (the “SEC”) and in subsequent SEC filings, any of which could cause actual results to differ materially from those expressed in or implied in this presentation. These statements are made as of October 4, 2019 and we undertake 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 use 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, earnings per share or any other comparable operating measure prescribed by GAAP. In addition, these non-GAAP financial measures may be calculated and / or presented differently than measures with the same or similar names that are reported by other companies, and as a result, the non-GAAP financial measures we report may not be comparable to those reported by others.

Agenda

8:30 – 8:35	Introduction	Neal Goldner, Vice President Investor Relations
8:35 – 9:00	Strategic Overview	Steve Weisz, President and Chief Executive Officer
9:00 – 9:15	Brand and Digital	Ovi Vitas, Chief Brand & Digital Strategy Officer
9:15 – 9:30	Q&A	
9:30 – 9:45	Break	
9:45 – 10:00	Exchange & Third-Party Mgt.	Jeanette Marbert, President
10:00 – 10:45	Vacation Ownership	Lee Cunningham, Chief Operating Officer – Vacation Ownership Lani Kane-Hanan, Chief Development & Product Officer Brian Miller, Chief Marketing, Sales and Service Officer
10:45 – 11:00	Q&A	
11:00 – 11:15	Break	
11:15 – 11:35	Financial Overview	John Geller, Chief Financial & Administrative Officer
11:40 – 12:00	Q&A	

STEVE WEISZ

President and Chief Executive Officer

Strategic Overview

Key Messages for the Day

MARRIOTT VACATIONS WORLDWIDE[SM]

1
Business Model

Resilient, powerful free cash flow business model

2
Transformative ILG Acquisition

On track to maximize the ILG combination

3
Clear Strategy

Clear go-forward growth strategy


The Team That Will Present and Execute Our Plan

MARRIOTT VACATIONS WORLDWIDE SM

STEPHEN P. WEISZ
President and Chief Executive Officer
47 Years of Service

OVIDIO E. VITAS
Executive Vice President and Chief Brand and Digital Strategy Officer
4 Years of Service

JEANETTE E. MARBERT
President, Exchange and Third-Party Management
35 Years of Service

R. LEE CUNNINGHAM
Executive Vice President and Chief Operating Officer – Vacation Ownership
37 Years of Service

LIZABETH KANE-HANAN
Executive Vice President and Chief Development and Product Officer
19 Years of Service

BRIAN E. MILLER
Executive Vice President and Chief Marketing, Sales and Service Officer
29 Years of Service

JOHN E. GELLER, JR.
Executive Vice President and Chief Financial and Administrative Officer
14 Years of Service

AGENDA

Powerful Business Model Driving Sustained Growth

- The business today
- Unique and resilient model
- Three-point strategy

Leading Provider of Vacation Experiences

MARRIOTT VACATIONS WORLDWIDE SM

Vacation Ownership

7
Iconic brands

110
Resorts around the world

Over
660,000
Owner families

Exchange and Third-Party Management

Serving nearly
2M
Members

More than
3,200
Exchange Resorts

Over
175
Properties managed

Leading Upper Upscale & Luxury Vacation Ownership Developer

As of December 31, 2018.

We Have a Broad, Diverse Portfolio

MARRIOTT VACATIONS WORLDWIDE℠

Strengthened by the ILG Acquisition

Vacation Ownership
87% of Revenues

- Sales of vacation ownership products & financing
- Management & rentals

Exchange & Third-Party Management
13% of Revenues

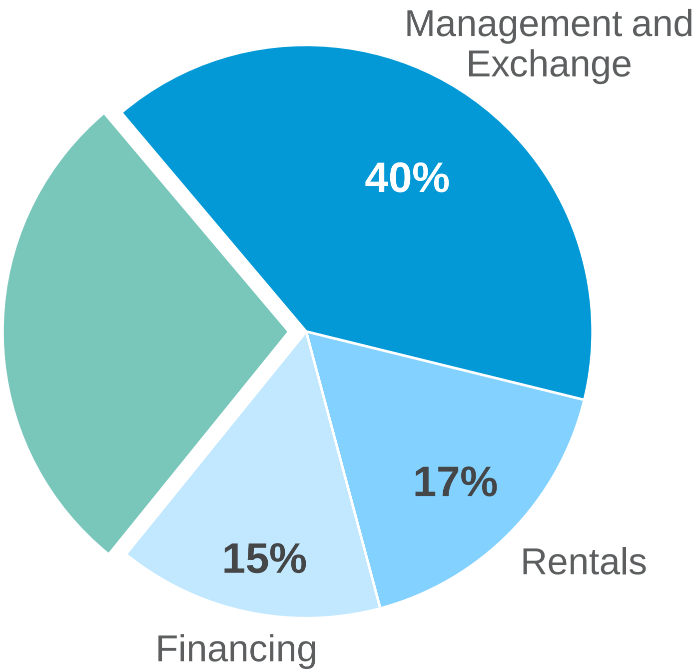
- Exchange
- Third-party management

As of December 31, 2018. Revenues exclude cost reimbursements, a non-GAAP measure, and VRI-Europe (sold December 2018). For definitions and reconciliation, please see appendix.

Resilient Business Model

2018 Adjusted EBITDA Contribution

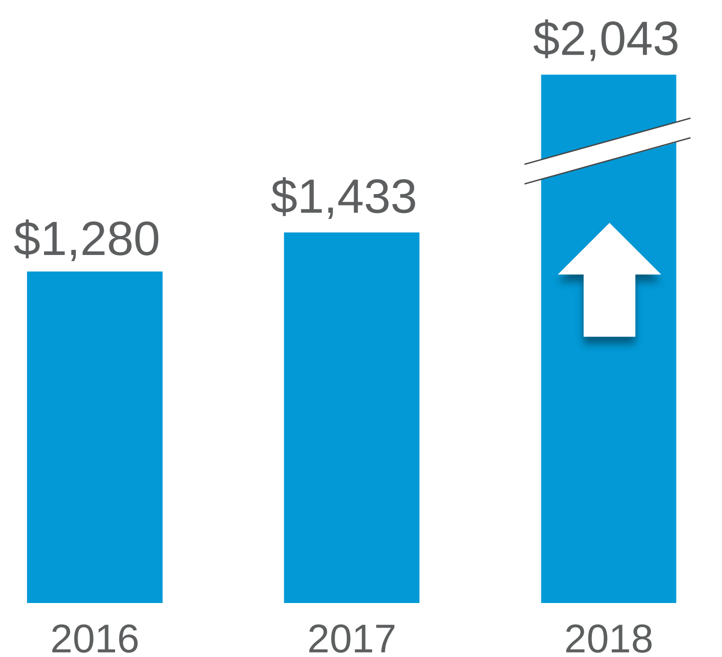
Only
28%
of Adjusted EBITDA from VO-sales



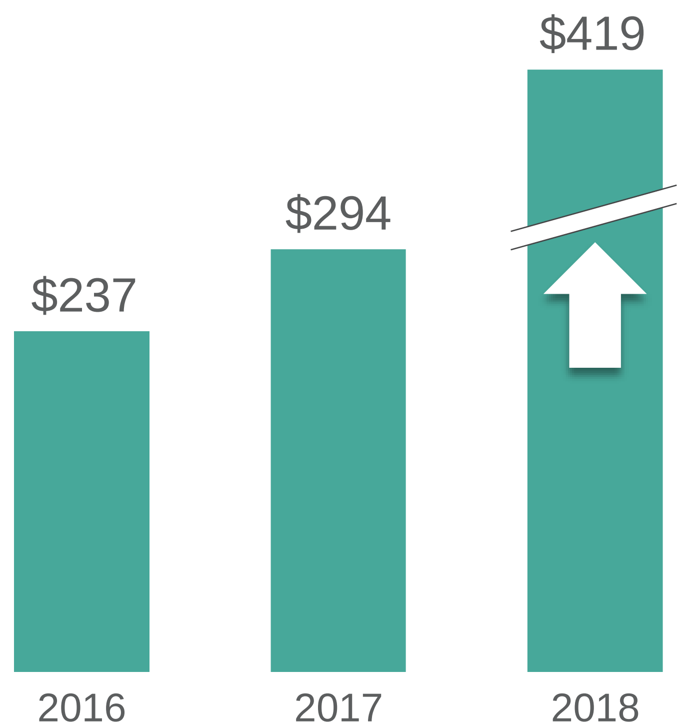
Excludes VRI-Europe (sold December 2018). Adjusted EBITDA Contribution is a non-GAAP measure. For definition and reconciliation, please see appendix.

Solid Performance Record

Revenues
($M)



Adjusted EBITDA
($M)






Revenues exclude cost reimbursements. Revenues excluding cost reimbursements and Adjusted EBITDA are non-GAAP measures. For definitions and reconciliation, please see appendix.

Delivering on Our Goals

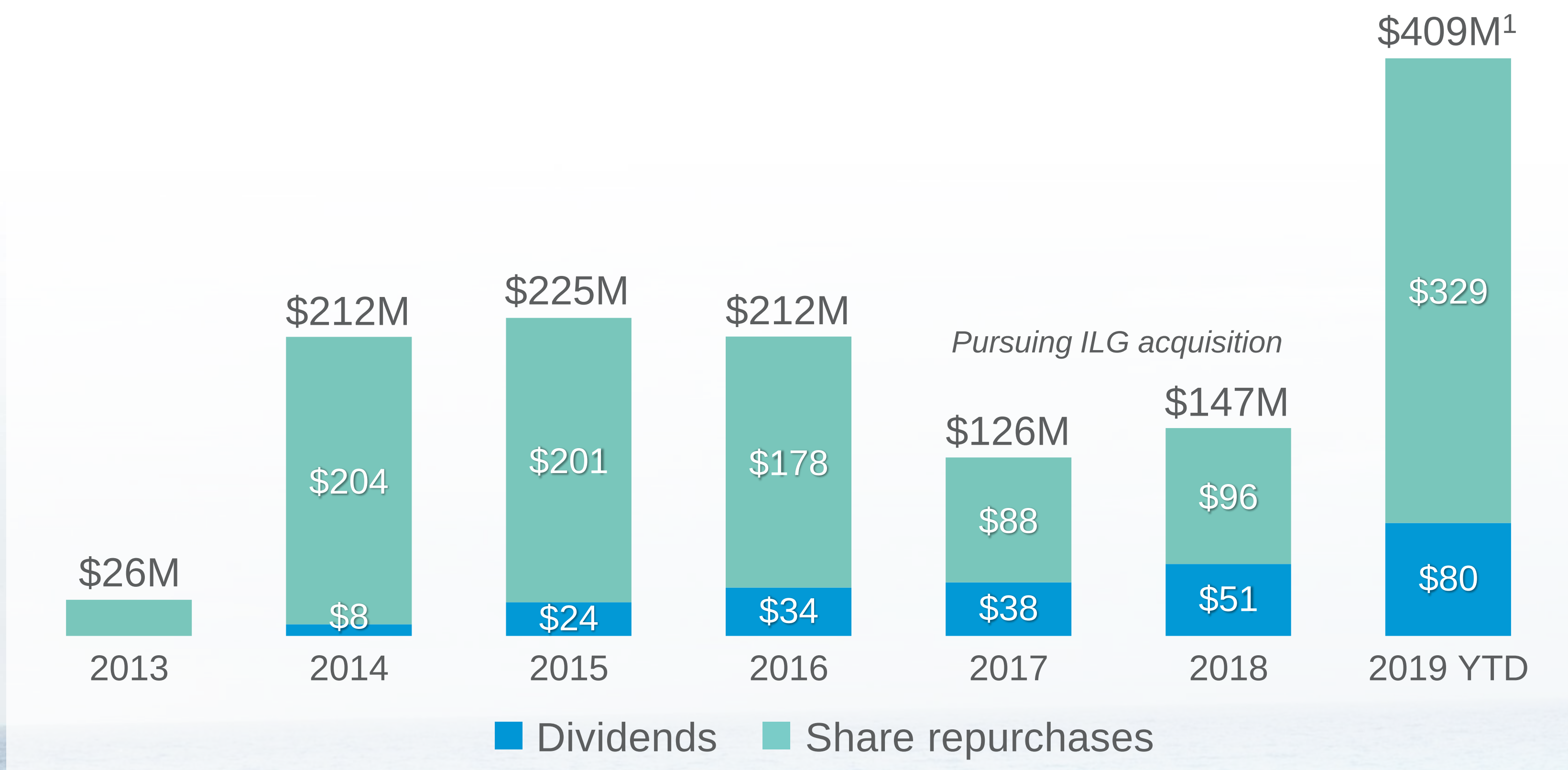
MARRIOTT VACATIONS WORLDWIDE[SM]

Achieved or Exceeded 2015 Investor Day Goals

Metric	2018 Target	2018 Actuals[1]	Target Met
• Contract sales	$870M to $1,025M[2]	**$902M**	✓
• Adjusted EBITDA	$290M to $330M[2]	**$320M**	✓
• Cumulative adjusted free cash flow	$700M to $775M	**$907M**	✓

[1] Excludes Legacy-ILG results post acquisition; see appendix for explanation and reconciliation. [2] 2018 target increased $20M for Contract sales and $20M for Adjusted EBITDA due to the addition of resales to Contract sales and share-based compensation to the Adjusted EBITDA definition. Adjusted EBITDA and Adjusted Free Cash Flow are non-GAAP measures. For definitions and reconciliation, please see appendix.

$1.4B Total Capital Returned to Shareholders



[1] 2019 share repurchases through September 20, 2019; 2019 dividends include amounts paid through October 3, 2019.

Marriott Vacations Worldwide Today: Larger and More Resilient

	2008	Now
Business	Timeshare + Residences + Fractional	Timeshare + Exchange
Development Model	Weeks-based	Points-based
Funding	On balance sheet	Capital-efficient

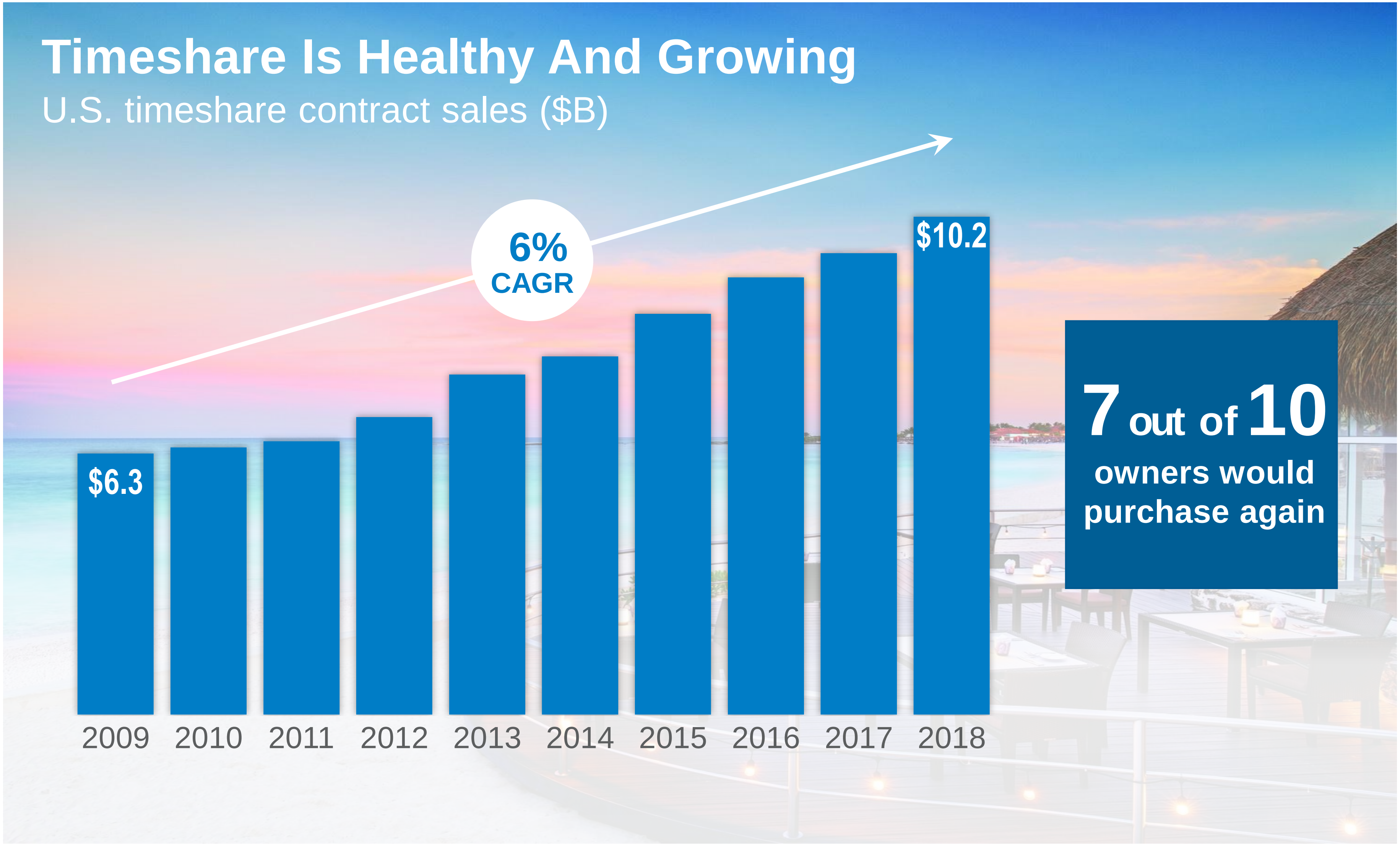
More diverse

Less capital intensive

Solid free cash flow

We Play in a Healthy, Growing Industry

MARRIOTT VACATIONS WORLDWIDE SM



Data from ARDA AIF State of the Timeshare Industry for each year shown as well as the 2018 ARDA AIF United States Owner's Report.

Large And Attractive Addressable Market

MARRIOTT VACATIONS WORLDWIDE SM

>35M households – addressable market in U.S. alone

>$130k median annual income

~740 FICO score

$1.5M median net worth

Amounts represent Marriott Vacation Club owners except addressable market, which is from management's estimates.

High Margin, Stable and Strong Cash Flow

MARRIOTT VACATIONS WORLDWIDE

interval INTERNATIONAL

Established, Respected Brand in Global Vacation Exchange Industry

More than 40 years as the quality vacation exchange network

Variety of products and services

Proprietary clubs are a differentiator

Robust international footprint

vri americas

TRADING PLACES INTERNATIONAL

Cost-effective management, broad industry expertise

What Consumers Want From Their Vacation Has Evolved

Today's Vacationer Wants

Flexible options

Experiences and memories

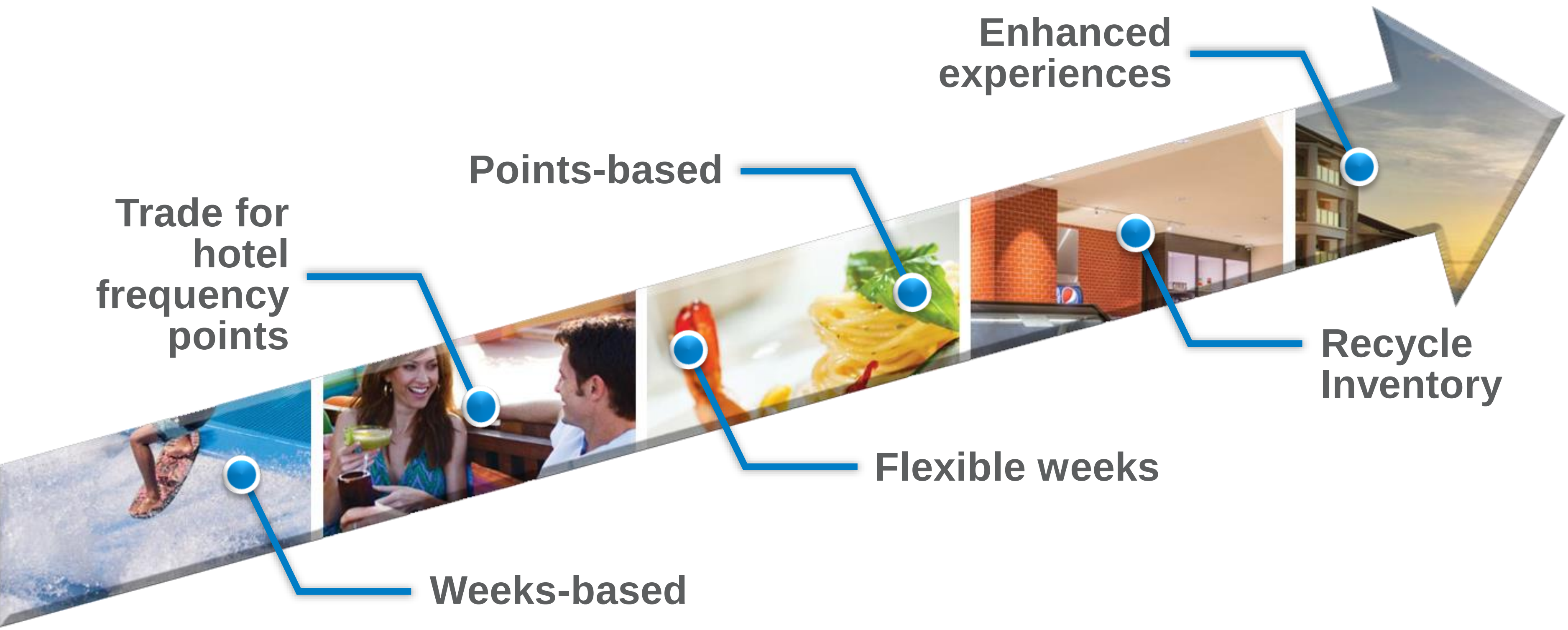
Value

Ease of use

Consistent high-quality product

And So Have We:
At the Leading Edge of the Consumer-Driven Evolution

MARRIOTT VACATIONS WORLDWIDE SM



AGENDA

Powerful Business Model Driving Sustained Growth

- The business today
- Unique and resilient model
- Three-point strategy

THE WESTIN RESORT & SPA
Cancun, Mexico

Unique & Resilient Business Model Drives Value

Diverse and resilient revenue streams

Exclusive access to Marriott Bonvoy™ & World of Hyatt loyalty programs

Capital-efficient inventory acquisition model

Strong free cash flow and balance sheet

Leading exchange platform

$440M to $490M

2019E Adjusted Free Cash Flow

Adjusted Free Cash Flow is a non-GAAP measure. For definition and reconciliation, please see appendix.

Integrated Vacation Ownership Products and Service Create a Foundation for Future and Recurring Revenue

MARRIOTT VACATIONS WORLDWIDE[SM]

1. **Branded Transient Resort Stays**
   On-property
2. **Initial Vacation Ownership Purchase**
   First-time buyer
3. **Consumer Financing**
   Loans to high-quality customers
4. **Club Services & Rental**
   Recurring dues and fees
5. **Exchange Fees**
6. **Management Fees**
7. **Resort Operations**
   On-property
8. **Incremental Vacation Ownership**
   Additional purchases

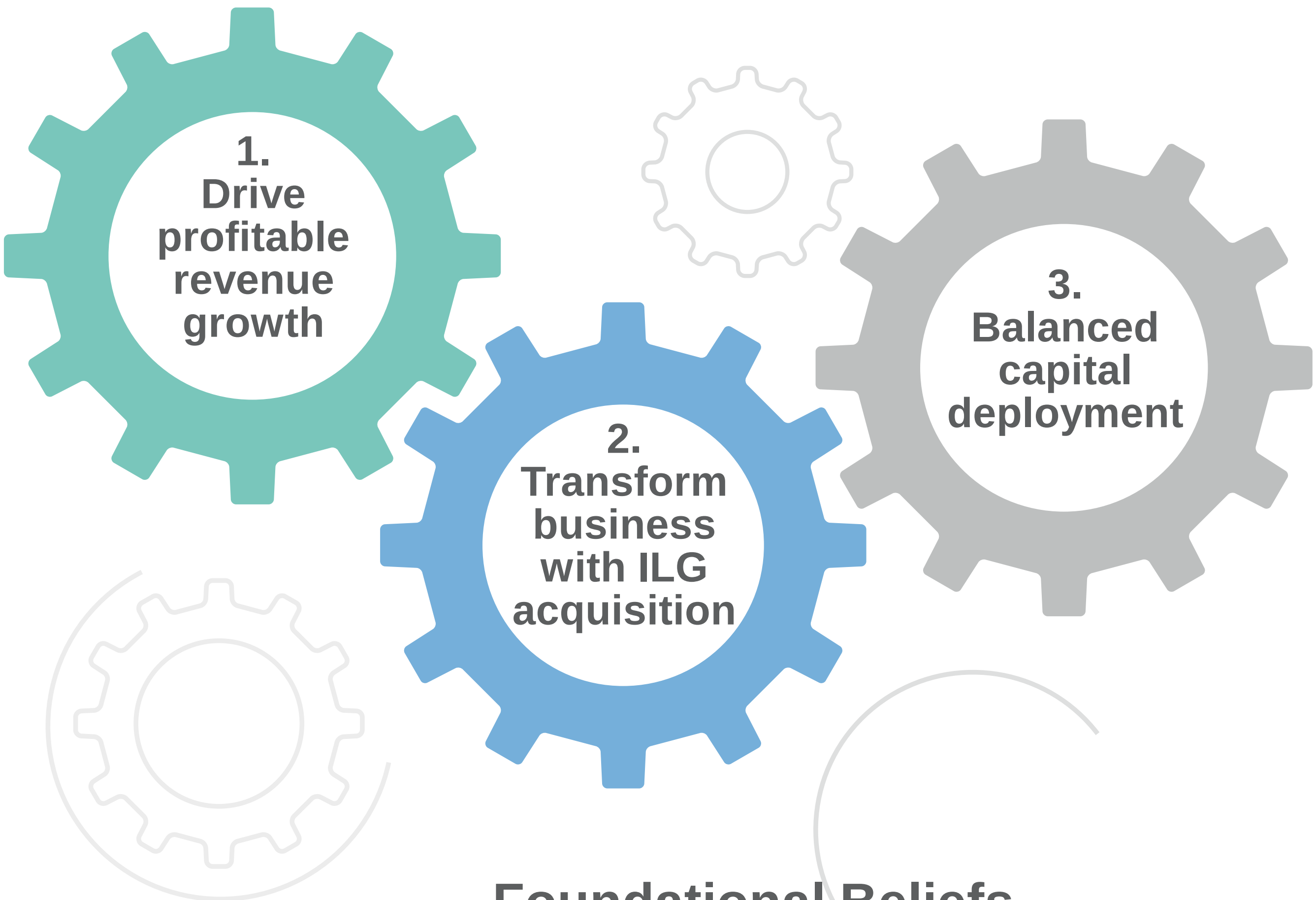
Initial purchase represents average Marriott Vacation Club contract sale as of June 30, 2019.

Powerful Business Model Driving Sustained Growth

- The business today
- Unique and resilient model
- Three-point strategy

THE WESTIN LOS CABOS RESORT VILLAS & SPA
Los Cabos, Mexico

Three-Point Strategy



Foundational Beliefs

Owner/Guest Satisfaction & Associate Engagement

Substantial Growth Opportunities

MARRIOTT VACATIONS WORLDWIDE SM

New resorts:
- Develop exciting new resorts and properties

Leverage brands:
- Leverage exclusive access to Marriott Bonvoy™ and World of Hyatt loyalty programs

Grow tours:
- Grow Vacation Ownership tour flow focusing on first time buyers

Expand digital:
- Capture growth through digital

Diversify Exchange:
- Diversify Exchange & Third-Party Management

Increase $ per member:
- Increase Exchange revenue per member

ILG Acquisition Delivers Transformative Benefits

MARRIOTT VACATIONS WORLDWIDE SM

- Additional well-respected brands
- Offering exciting new customer experiences
- Creates economies of scale
- Provides opportunities for new ways of working
- High margin, strong free cash flow exchange business

HRC HYATT RESIDENCE CLUB

SHERATON VACATION CLUB

WESTIN® VACATION CLUB

interval INTERNATIONAL®

vri americas

TRADING PLACES® INTERNATIONAL

AQUA-ASTON HOSPITALITY

On Track to Deliver Substantial Synergies

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- General & administrative
- Operational redundancies
- Digital transformation

$125+ Million

Savings by the end of 2021

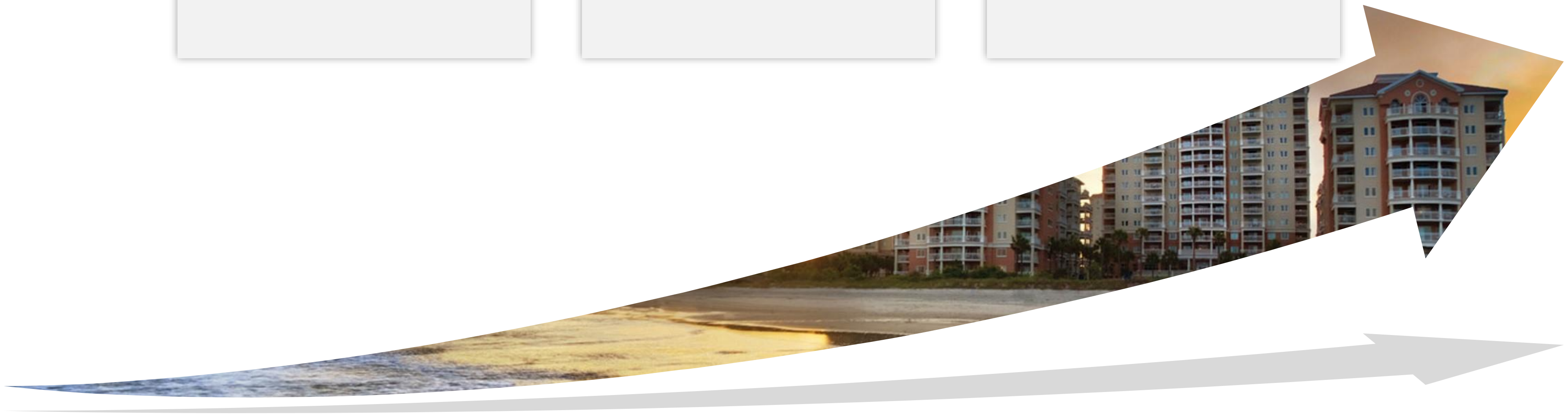
- Marketing / sales synergies

Top-line growth

Projected annualized run rate savings in place by end of 2021.

Three Year Growth Targets

Revenue CAGR	Contract Sales CAGR	Adjusted EBITDA CAGR
5-8%	7-11%	7-11%



All CAGR's are 2019-2022. Revenue excludes cost reimbursements. Revenue excluding cost reimbursements and Adjusted EBITDA are non-GAAP measures. For definitions and reconciliation, please see appendix.

Allocate Adjusted Free Cash Flow to Maximize Shareholder Value

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Strong Adj. FCF

~$1.3B to $1.5B

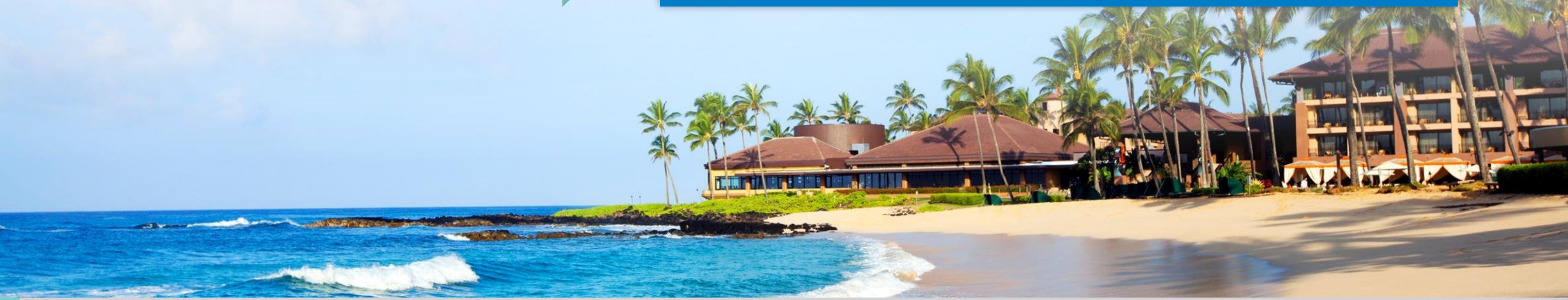
next 3 years[1]

after development & investment spend

Strategic M&A

Share Repurchases

Dividends



[1] Cumulative 2020 to 2022. Adjusted Free Cash Flow is a non-GAAP measure. For definition and reconciliation, please see appendix.

IN SUMMARY

Powerful Business Model Driving Sustained Growth

MARRIOTT VACATIONS WORLDWIDE SM

- High adjusted free cash flow generative business model

- Diverse and highly resilient revenue

- On track to deliver substantial synergies

- Transforming the business with digital

- Experienced team with demonstrated track record of delivering results

OVI VITAS

Executive Vice President and Chief Brand and Digital Strategy Officer

Digital Strategy

AGENDA

Driving Growth Through Digital

- Digital landscape today
- Strengths we are leveraging
- Our transformational growth strategy

Global Trends Signal an Era of Unprecedented Innovation

MARRIOTT VACATIONS WORLDWIDE SM

Global Connectivity

7.2 billion+
gadgets in the world by 2020

Shifting Population Dynamics

2 billion+
are digital natives

DIGITAL DISRUPTION

Rapid Urbanization

4 billion+
live in urban areas

Tsunami of Data

9X more
in last 2 years
major enabler of machine learning

With Today's Connected, Self-Directed Consumer…

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Consumer	Self-Directed	Research / Sources

- Share
- Re/Discover
- Inspire & Explore
- Purchase
- Validate

Research / Sources:

- Bloggers
- Reviews
- Loyalty programs
- Recommendation engines
- Social media
- Video
- Personalized campaigns
- Service
- Tips / tricks
- Samples
- Retailer apps
- Dynamic pricing & promotions
- Events
- POS (B&M, online)

Today's Customer is Constantly Connected and Increasingly Demanding

MARRIOTT VACATIONS WORLDWIDE[SM]

Take Travel as an Example…

93% Update flight status

90% Check-in at home

81% Track bags

69% Mobile boarding pass

IATA

AGENDA

Driving Growth Through Digital

- Digital landscape today
- Strengths we are leveraging
- Our transformational growth strategy

Extensive Digital Footprint

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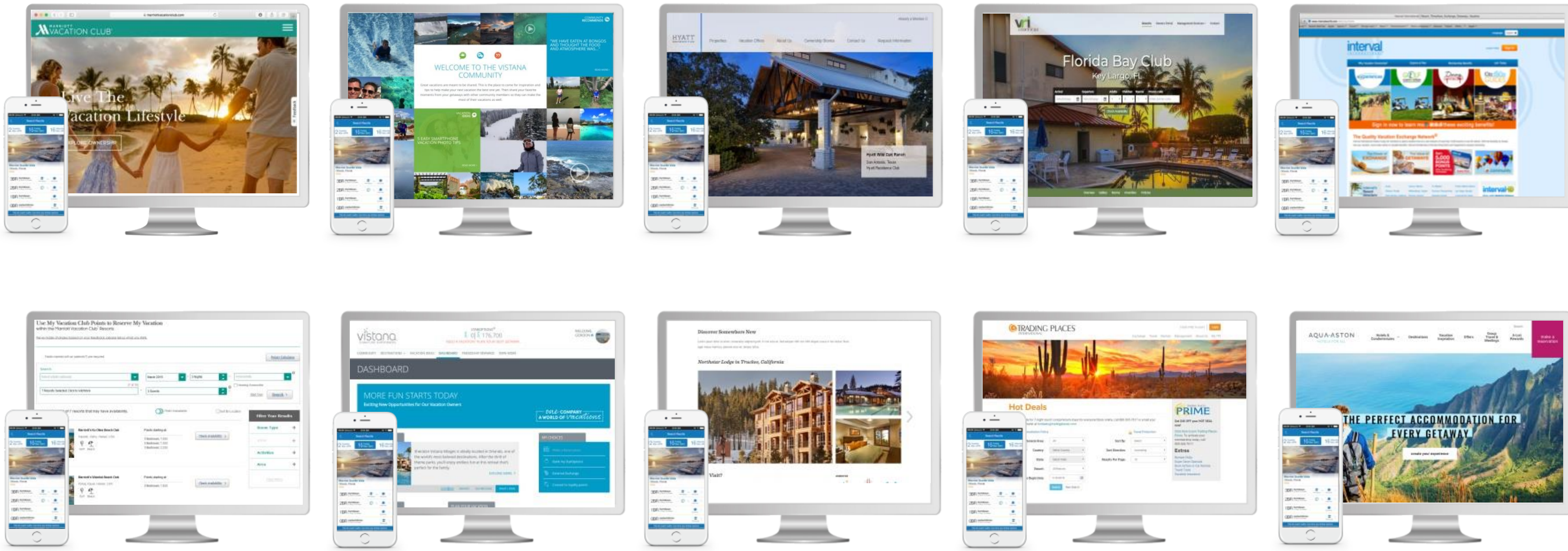
Online & Mobile



Marriott Vacations Worldwide Digital Strategy Guiding Principles

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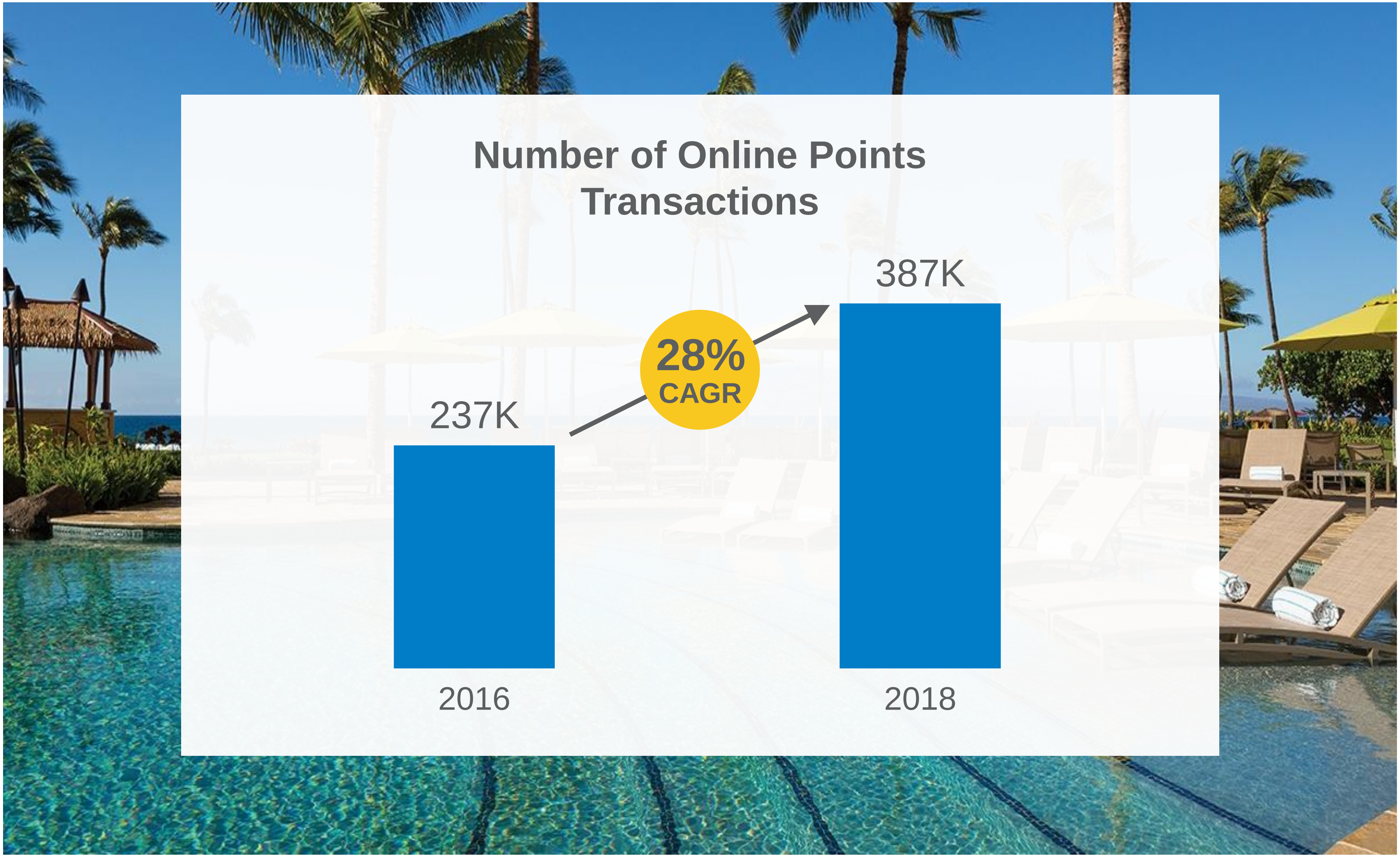
Our Virtuous Circle

Generate demand digitally

Enhance experiences before, during and after vacation

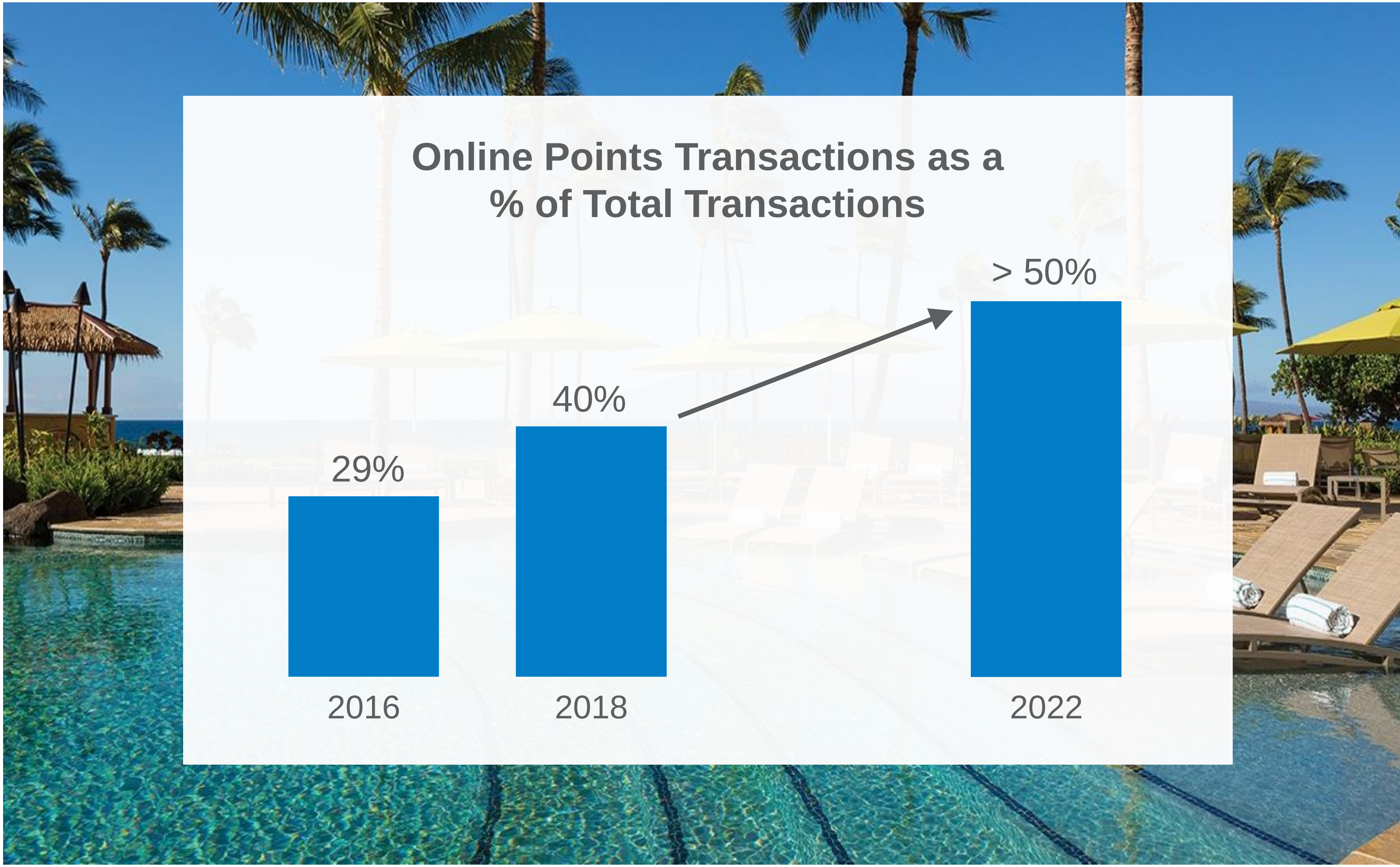
Get people on vacation faster and more frequently

Digital Transaction Growth



Includes Legacy-MVW and Vistana.

Digital Transaction Growth



Includes Legacy-MVW and Vistana.

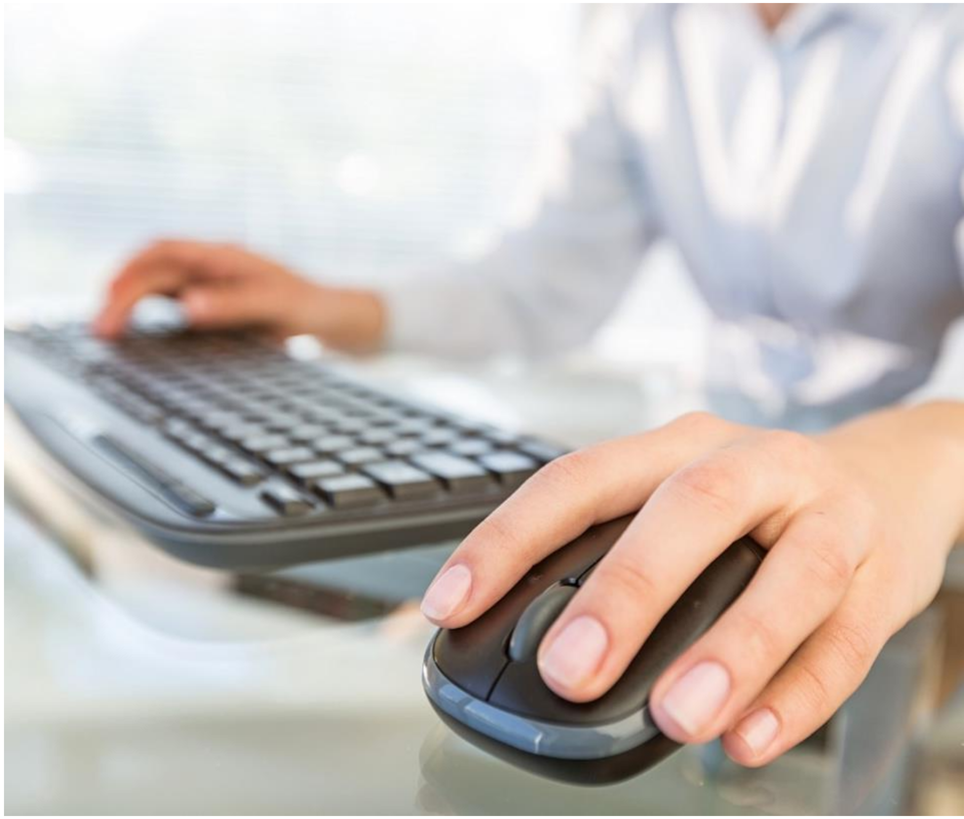
Driving Growth Through Digital

MARRIOTT VACATIONS WORLDWIDE SM

- Digital landscape today
- Strengths we are leveraging
- Our transformational growth strategy

Three Ways We Will Continue to Drive Growth with Digital

1. Strengthen Our Digital Infrastructure
2. Grow Online Packages
3. Enhance Experiences



1. Strengthen Our Digital Infrastructure

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Current Focus On-site

- IN-HOUSE MARKETING
- HOTEL LINKAGE MARKETING
- EVENT MARKETING
- DIRECT DIGITAL SALES

Current Focus Off-site

- DIGITAL PACKAGE GROWTH
- DIGITAL PARTNERSHIPS
- IN APP SALES
- WEBSITE

1. Strengthen Our Digital Infrastructure

Our Future Focus On-site

- IN-HOUSE MARKETING
- HOTEL LINKAGE MARKETING
- EVENT MARKETING
- DIRECT DIGITAL SALES

Our Future Focus Off-site

- DIGITAL PACKAGE GROWTH
- DIGITAL PARTNERSHIPS
- IN APP SALES
- WEBSITE

2. Grow Tour Packages

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Digital Initiatives

Self-service booking tool

Real-time offer engines

Pre-arrival marketing offers

3. Use Digital to Enhance Experiences

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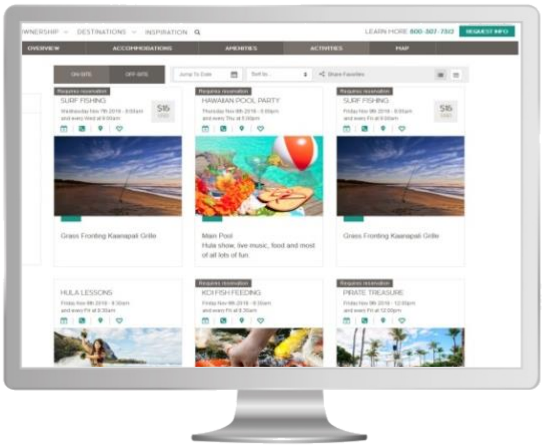
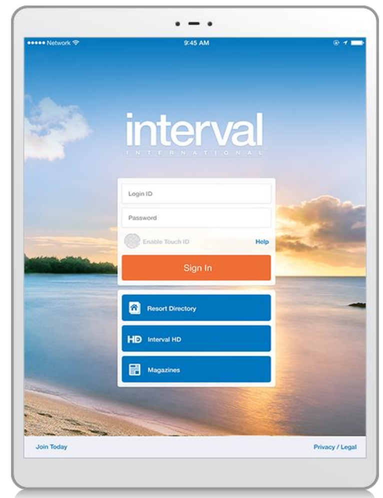
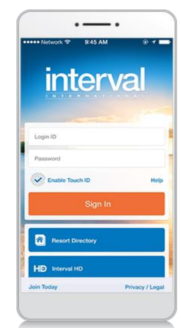
Activity Planning, Self-Service, Community Engagement







Marriott Vacations Worldwide 3 Year Ambitions

> 50%[1]

Online vs. Offline Transactions

Customer Experience

$300M[2]

Digital Transactions

[1] Vacation Ownership on-line transactions.
[2] Vacation Ownership and Exchange & Third-Party Management digital transactions.

Significant Potential to Drive Growth Through Digital

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- Creating meaningful relationships – will yield better targeting for content and offers

- Improved targeting – drives more cost effective channel management and expansion

- Aligning behaviors, needs and technology will drive dramatic growth

MARRIOTT VACATIONS WORLDWIDE

JEANETTE MARBERT

President

Exchange & Third-Party Management Segment

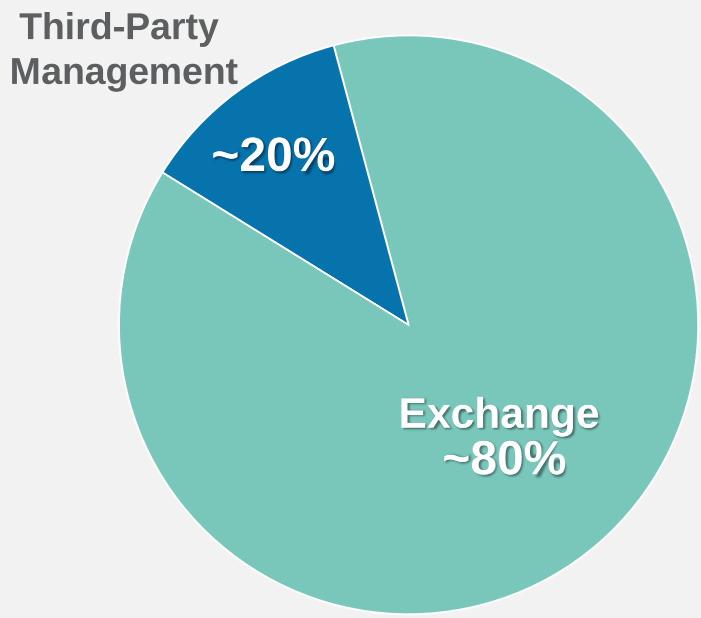
An Attractive and Complementary Business

- Performance highlights
- Two solid businesses
- Key strengths
- Strategic growth priorities

High-Margin Exchange & Third-Party Management Business Provides Strong Free Cash Flow

MARRIOTT VACATIONS WORLDWIDE[SM]

2018 Adjusted EBITDA Contribution



Key Metrics

Revenues
$403M

Adjusted EBITDA Margin
63%

Capital Expenditures
$17M

Combined basis, excluding VRI-Europe (sold December 2018). Revenues exclude cost reimbursements. Revenues excluding cost reimbursements and Adjusted EBITDA Contribution are non-GAAP measures. For definitions and reconciliation, please see appendix.

An Attractive and Complementary Business

- Performance highlights
- Two solid businesses
- Key strengths
- Strategic growth priorities

Two Solid Businesses

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Exchange

- ~80% of Adjusted EBITDA
- Serves: ~2M member families
- Value provided: Ability to vacation in variety of locations

Third-Party Management

- ~20% of Adjusted EBITDA
- Serves: Over 175 properties managed
- Value provided: Professional management of assets

Combined basis excluding VRI-Europe (sold December 2018) and cost reimbursements. Revenues excluding cost reimbursements and Adjusted EBITDA Contribution are non-GAAP measures. For definitions and reconciliation, please see appendix.

Leading Exchange Networks and Membership Programs

Interval International

3,200 affiliated resorts
1.7 million member families

Trading Places International

Open network
290k member families

Who We Serve	
	Member/Owner Families
	Developers
Interval International Events / HOAInsights	HOAs

Value Provided	
	Exchange
	Rental
	Leisure Benefits

More Than 40 Years As the Quality Exchange Network

MARRIOTT VACATIONS WORLDWIDE[SM]

Interval's Member Resorts are Recognized for Their Quality

40%

of resorts are designated elite, premier or select

Strong Member Retention

88%

Member retention rate[1]

Long-standing Developer Relationships

20 years

Average Chairman's Club tenure

the CHAIRMAN'S Club

Highly Efficient Inventory Utilization

93%

Utilization of exchange inventory[1]

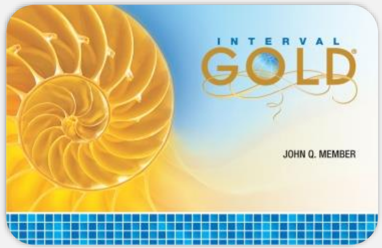
[1] Five year average.

Enhancing the Vacation Ownership Purchase

MARRIOTT VACATIONS WORLDWIDE[SM]

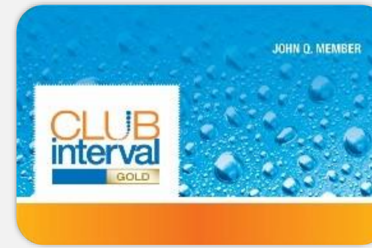
Exchange Membership Options

Basic Membership



Interval Gold

Interval Platinum



Club Interval Gold

Non-Exchange, Leisure & Lifestyle Products

Leisure
Time
Passport

LEISURE TIME PASSPORT

Dream
Vacation Week

dreamvacationweek.com

Two Solid Businesses

MARRIOTT VACATIONS WORLDWIDE SM

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Leading Resort Operator

MARRIOTT VACATIONS WORLDWIDE[SM]

AQUA ASTON HOSPITALITY

AAH Lifestyle Brands and Independent Hotels	Leading Hospitality Brands[1]
AQUA HOTELS AND RESORTS® · Aston HOTELS & RESORTS · MAUI condo & home · INSTINCT HOTEL COLLECTION · lite HOTELS[SM]	AUTOGRAPH COLLECTION® HOTELS

Aston at The Whaler

Aston Waikiki Beach Tower

Copperwynd Resort

[1] Aqua Aston is also an approved operator of 4 Hilton brands and 1 IHG brand resulting from re-branding of former managed properties

Highly Predictable Property Management Business

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vri americas

~140
Resort & Club Locations

335k
VO Intervals

270k
Owner Families

Maui Schooner Resort

Club Cascadas de Baja

The Resort on Cocoa Beach

Includes Trading Places International.

An Attractive and Complementary Business

- Performance highlights
- Two solid businesses
- Key strengths
- Strategic growth priorities

Key Attributes of Interval Exchange Business

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1
Recurring and predictable fee-based revenue

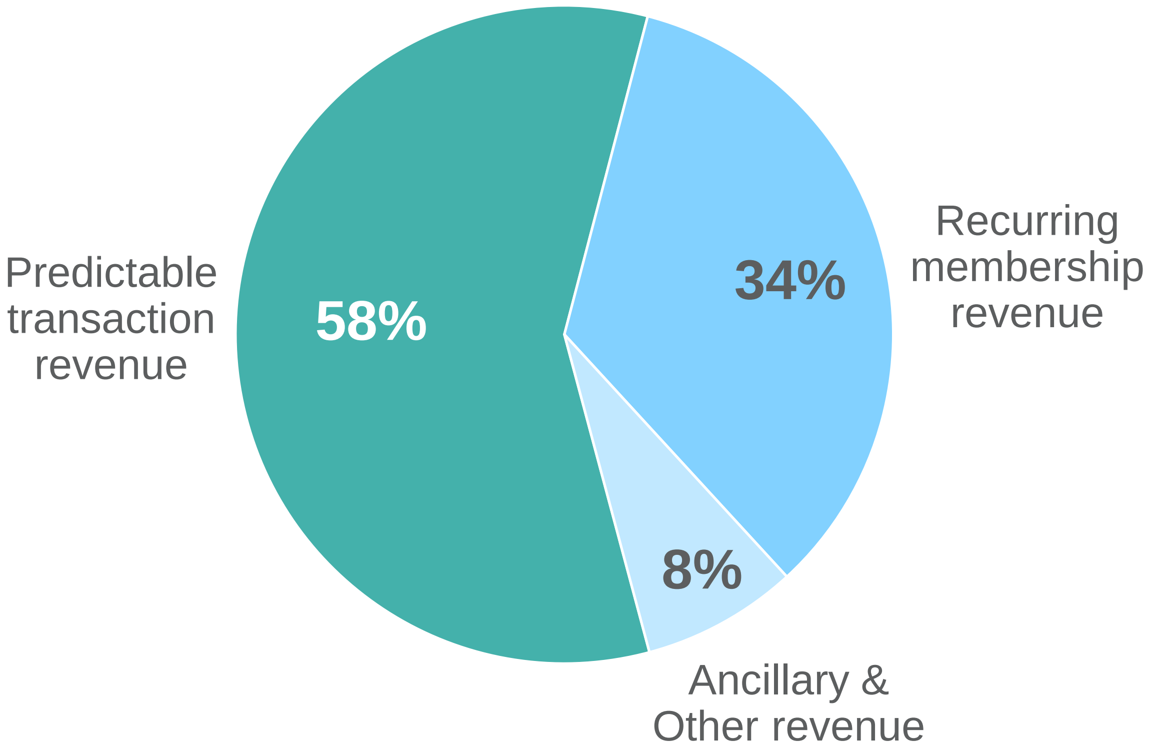
2
Loyal customer base with high level of engagement

3
Highly complementary to vacation ownership segment

4
Track record of stability during economic downturns

1. Recurring and Predictable Fee Based Revenue

2018 Interval International Total Revenue $315M



2. Loyal Customer Base With High Level of Engagement

Exchange is Essential

95%

State that the ability to exchange is important[1]

Upgraded Membership

45%

of members have an upgraded membership product (Gold or Platinum)

Household Income

52%

Have household income >$100k[1]

Intent to Exchange

52%

Intend to exchange their week or points[1]

[1] 2017 Interval International Member Profile.

3. Highly Complementary to Vacation Ownership

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MARRIOTT VACATION CLUB®

WESTIN® VACATION CLUB

Sheraton® VACATION CLUB

HRC HYATT RESIDENCE CLUB

Efficient distribution channel

4. Stable Exchange Revenue During Last Recession

$'s in millions. Source: Federal Reserve Economic Data.

AGENDA

An Attractive and Complementary Business

- Performance highlights
- Two solid businesses
- Key strengths
- Strategic growth priorities

Strategic Growth Priorities

1

Increase share of wallet with enhanced product offerings

2

Expand distribution channels

3

Grow affiliations & management contracts

1. Increase Share of Wallet with Enhanced Products

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Increased engagement will fortify long-term relationships that drive recurring revenue streams

2. Leverage Product Portfolio to Reach New Customers

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Non-Exchange, Leisure & Lifestyle Products

Leveraging the sales force to market products to third-party organizations outside of vacation ownership

planet fitness

SkyMed

Orlando Tree Trek Adventure Park

Thermas Hot World

Caribbean Airlines
the warmth of the islands

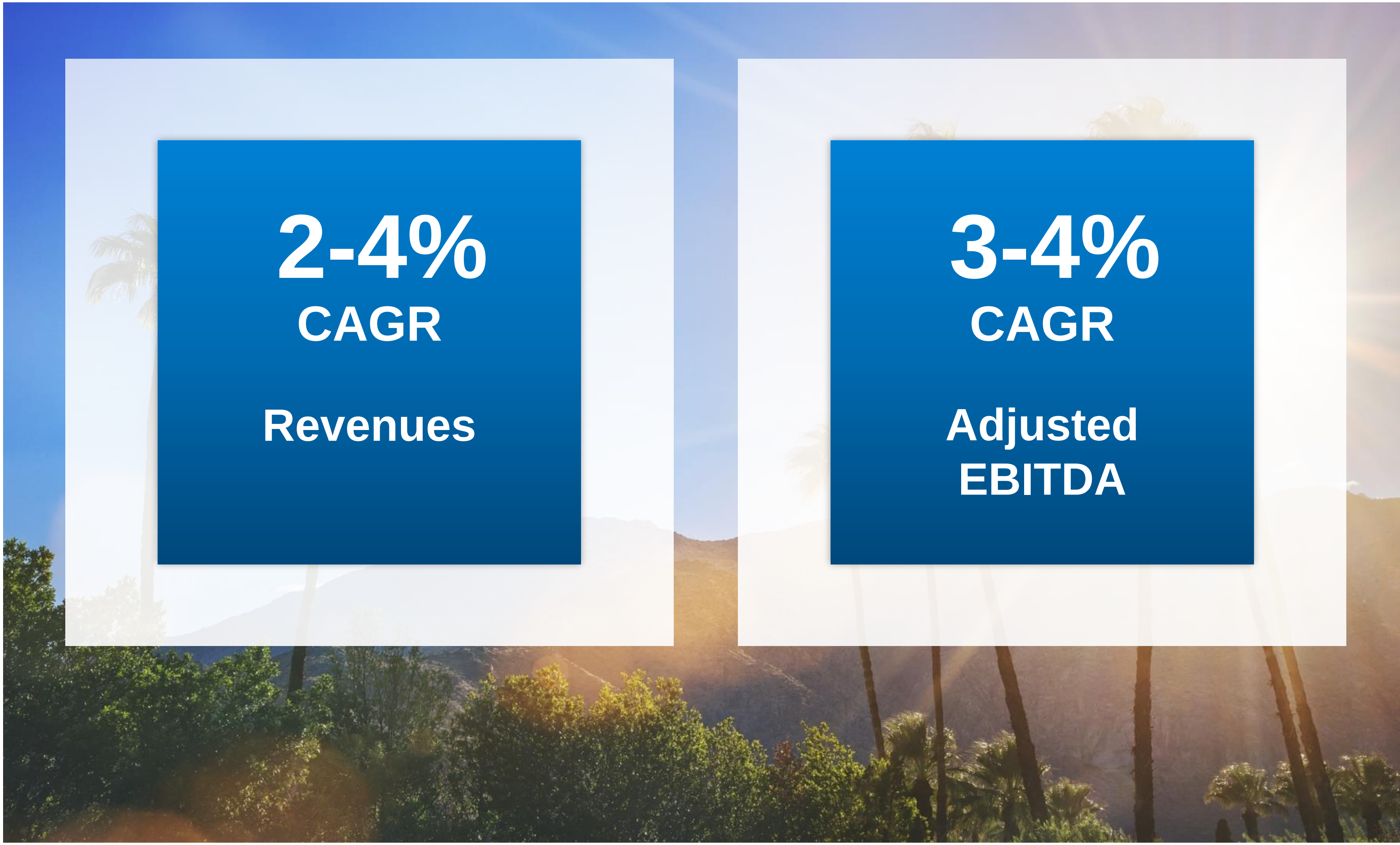
3. Drive Recurring Revenue and Profit by Growing New Affiliations and Management Contracts

MARRIOTT VACATIONS WORLDWIDE SM

Network	Initiatives
interval INTERNATIONAL	Continue expansion of network
AQUA-ASTON HOSPITALITY	Grow with global brands and independent hotels in targeted markets
vri americas	Convert properties from self-managed and other independent property managers

Three Year Growth Outlook

MARRIOTT VACATIONS WORLDWIDE SM



2-4%
CAGR
Revenues

3-4%
CAGR
Adjusted EBITDA

All CAGR's are 2019-2022. Revenues exclude cost reimbursements. Revenues excluding cost reimbursements and Adjusted EBITDA are non-GAAP measures. For definitions and reconciliation, please see appendix.

Exchange & Third-Party Management – An Attractive and Complementary Business

- High margin, recurring fee-based revenue

- Complementary to vacation ownership

- Low capital intensity business model

- Strong market position with diversified offering

LEE CUNNINGHAM

EVP and Chief Operating Officer

Vacation Ownership Segment

AGENDA

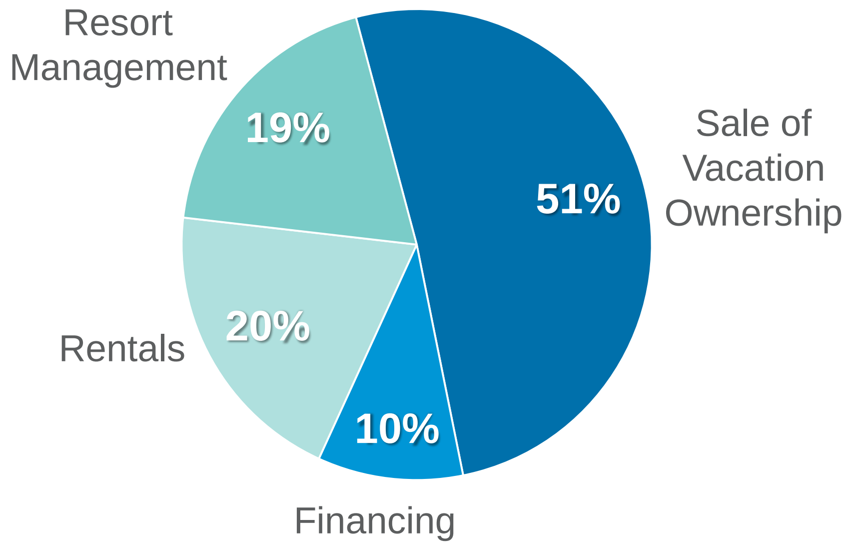
A Resilient Business with Growth Momentum

- The business today – solid platform
- Executing development strategy
- Growing contract sales
- The future - growth well positioned to continue

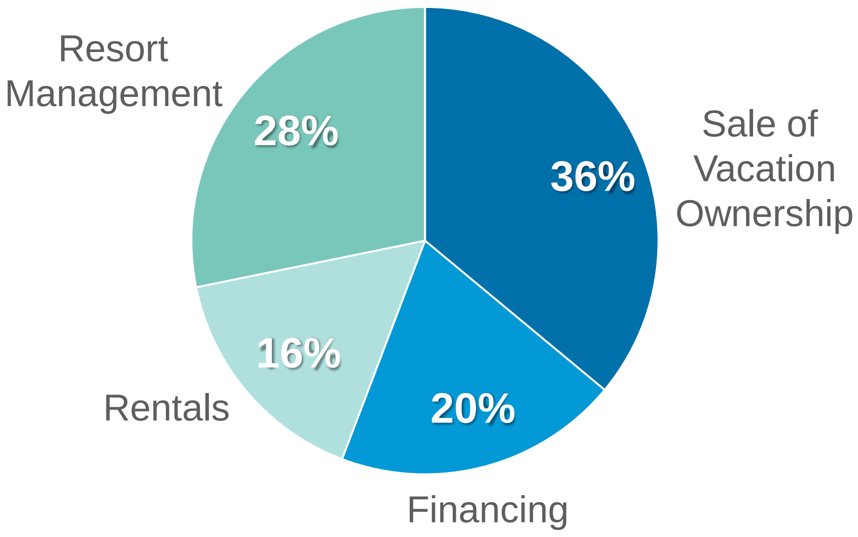
Diverse Earnings Streams = A Resilient Business

MARRIOTT VACATIONS WORLDWIDE[SM]

2018 Revenue Mix



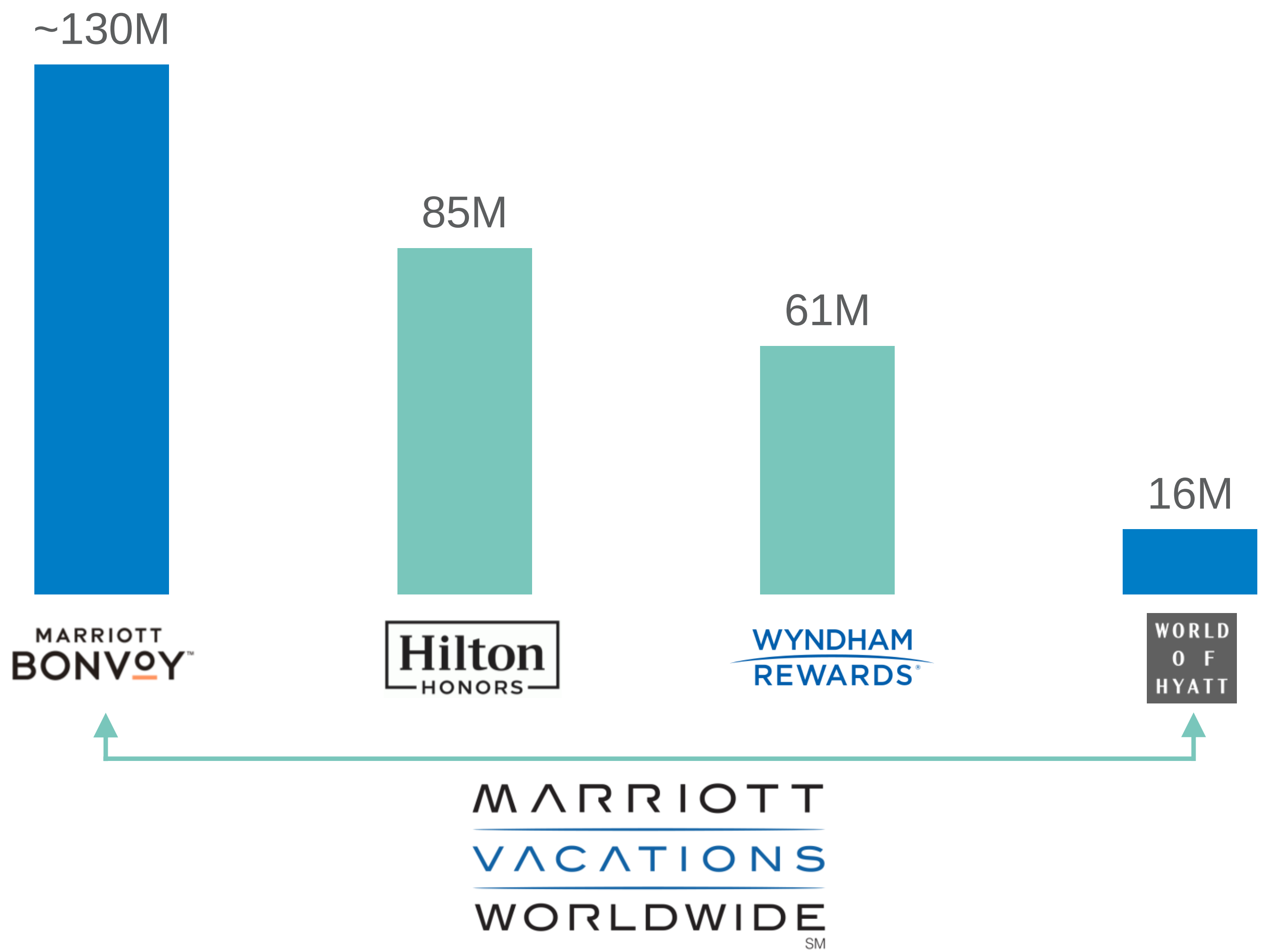
2018 Adjusted EBITDA Contribution



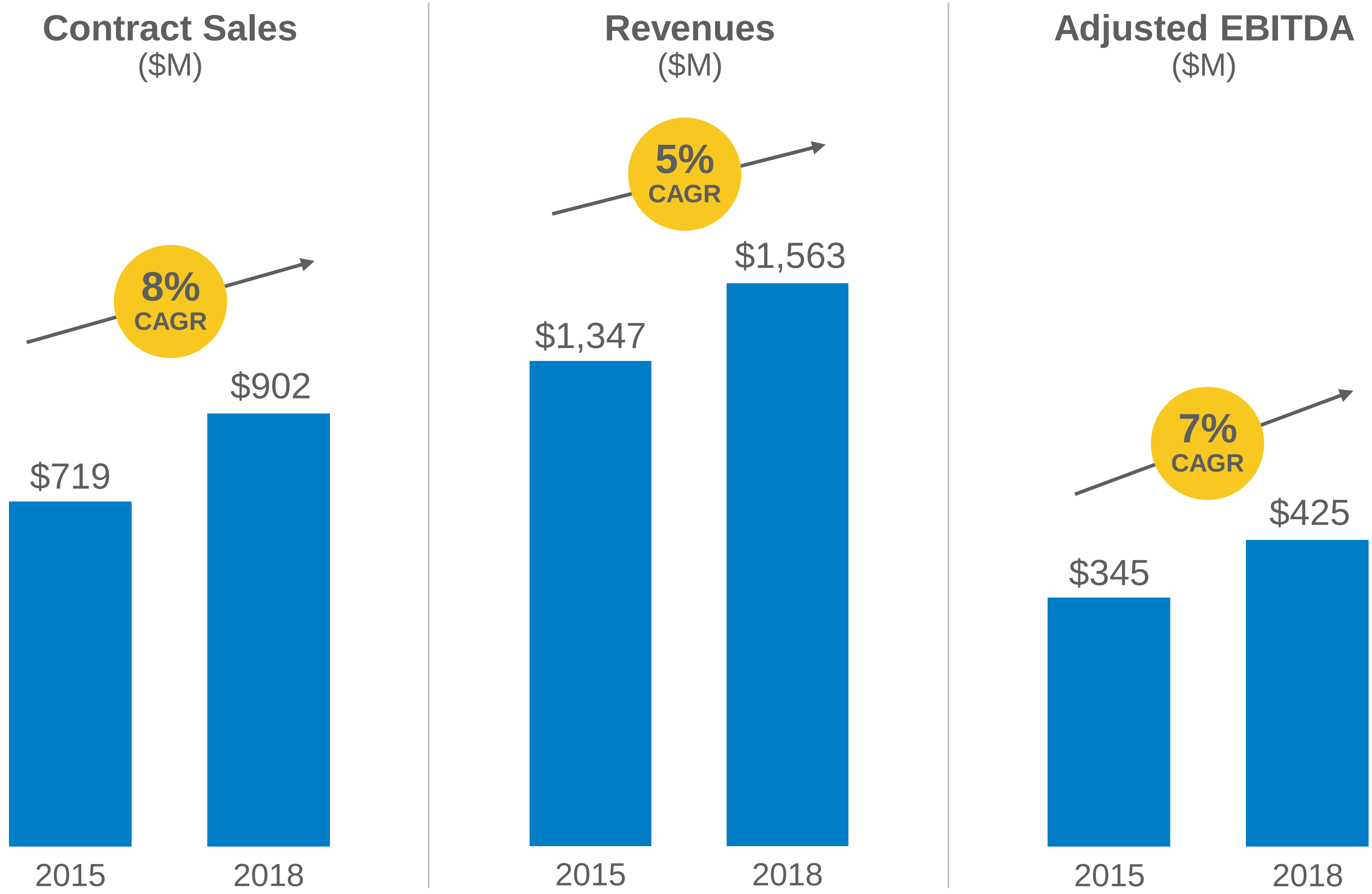
On a combined basis. Revenue excludes cost reimbursements. Revenue excluding cost reimbursements and Adjusted EBITDA Contribution are non-GAAP measures. For definitions and reconciliation, please see appendix.

Leveraging Strong License Relationships

Number of Loyalty Members

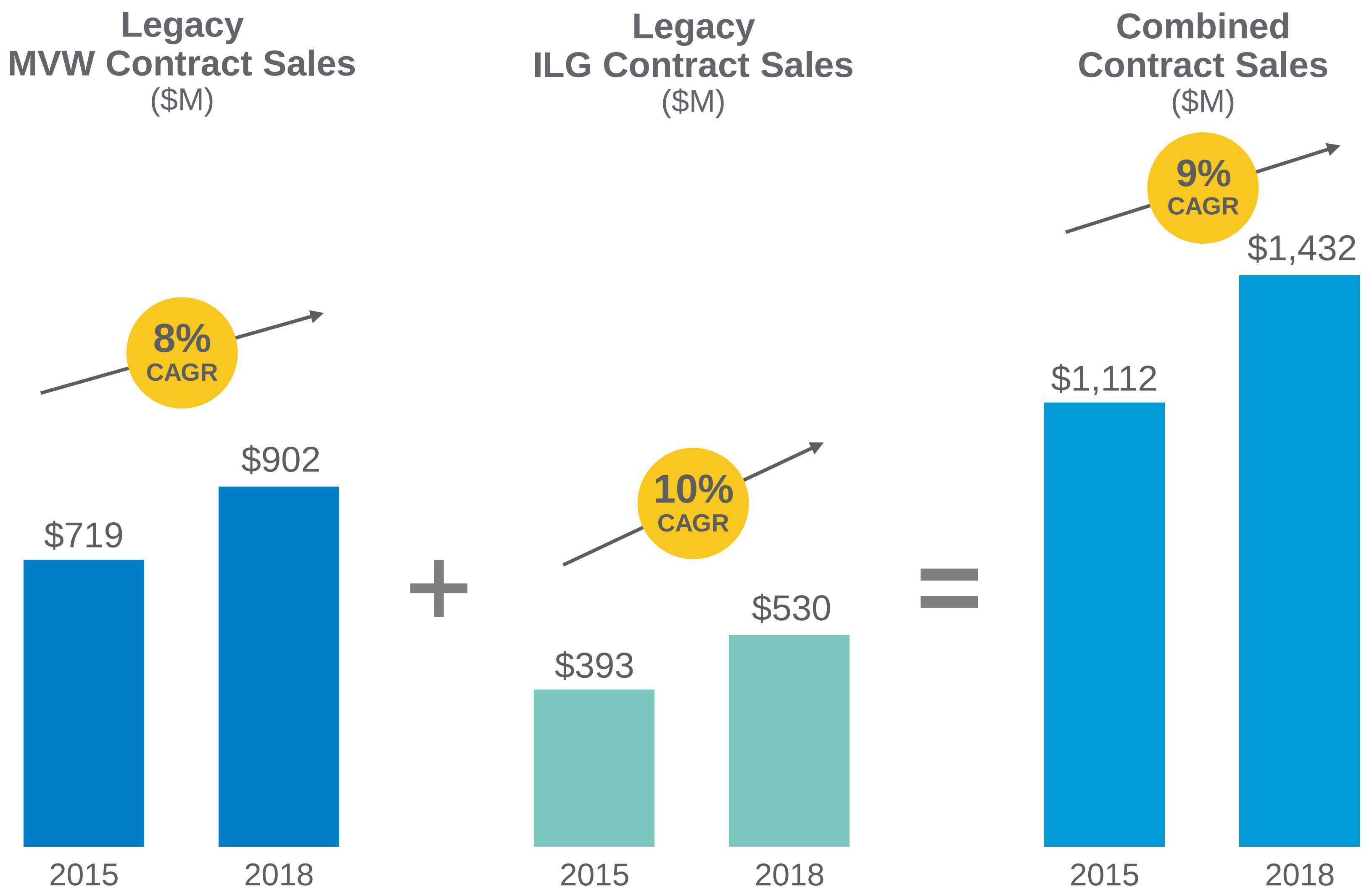


Record of Steady Growth Across Key Performance Metrics



Legacy-MVW contract sales, revenues and Adjusted EBITDA. Revenues exclude cost reimbursements. Revenues excluding cost reimbursements and Adjusted EBITDA are non-GAAP measures. For definitions and reconciliation, please see appendix.

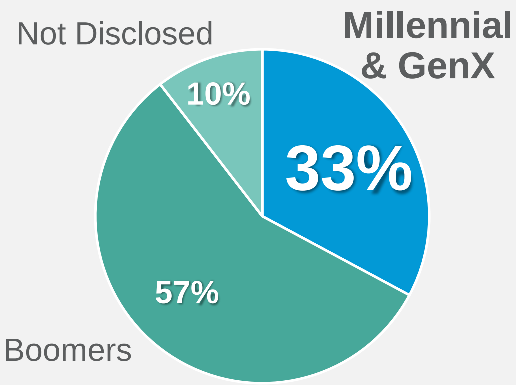
Similar Growth in Acquired Vacation Ownership Business



Vacation Ownership Has Momentum!

MARRIOTT VACATIONS WORLDWIDE[SM]

Increasing Sales to Younger Generations



Customer Focused Service Culture

Consistent Satisfaction

Growing New Owners

New Owner Growth

13%

CAGR

2016-2018

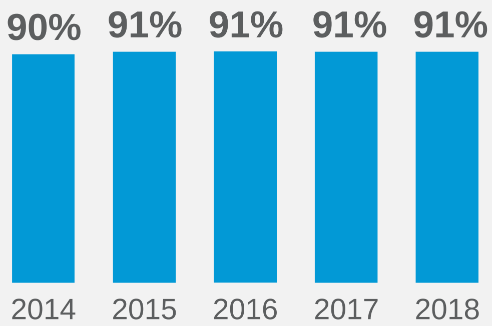
Vacation Ownership Has Momentum!

MARRIOTT VACATIONS WORLDWIDE[SM]

Increasing Sales to Younger Generations

Customer Focused Service Culture

Consistent Satisfaction



Growing New Owners

New Owner Growth

13%

CAGR 2016-2018

Vacation Ownership Has Momentum!

MARRIOTT VACATIONS WORLDWIDE SM

Increasing Sales to Younger Generations

Customer Focused Service Culture

Consistent Satisfaction

Growing New Owners

New Owner Growth

13%

CAGR 2016-2018

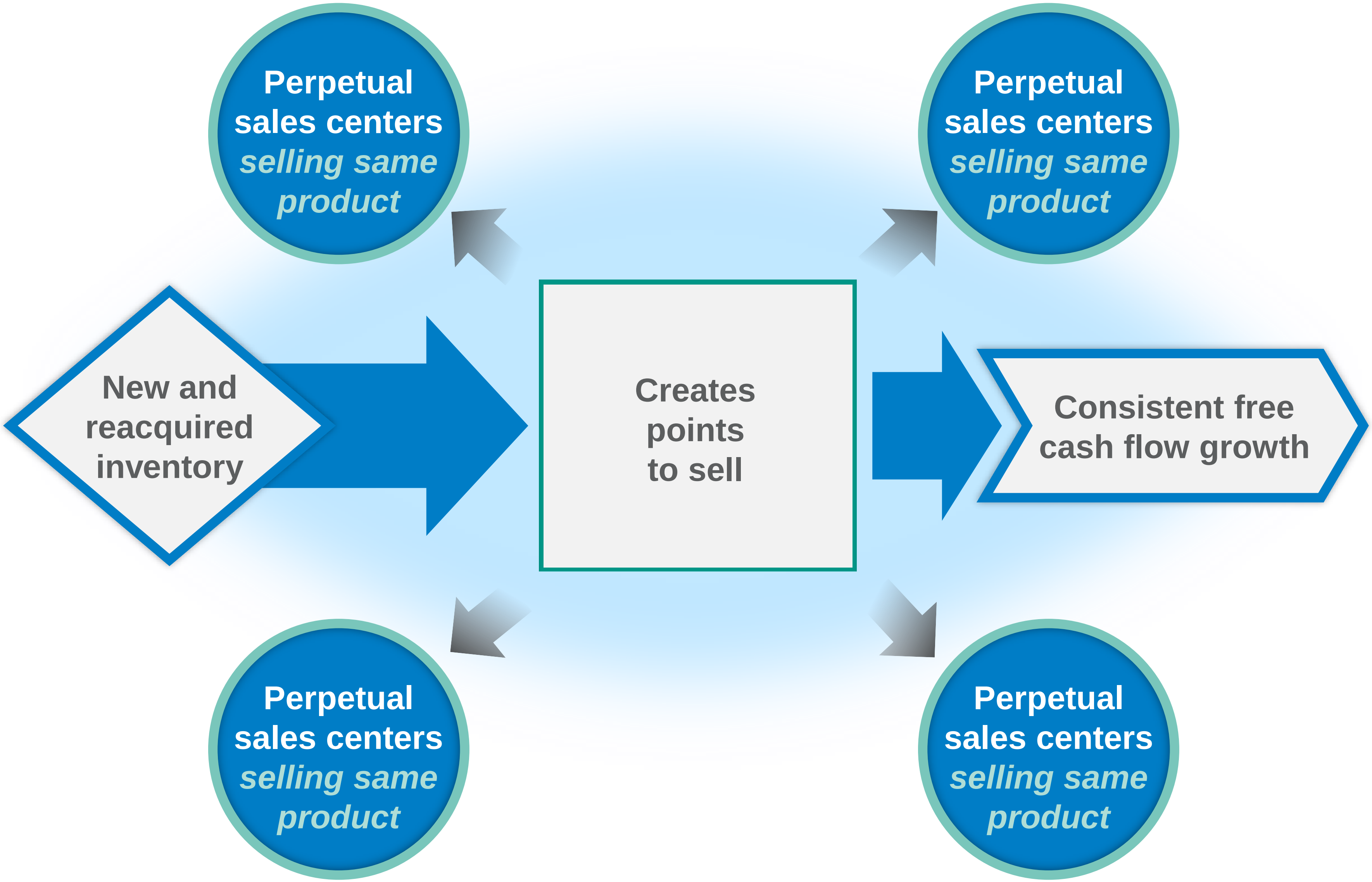
Importance of Adding New Owners to the System

MARRIOTT VACATIONS WORLDWIDE[SM]

Average Revenue Contribution of Initial Purchases Through First Five Years

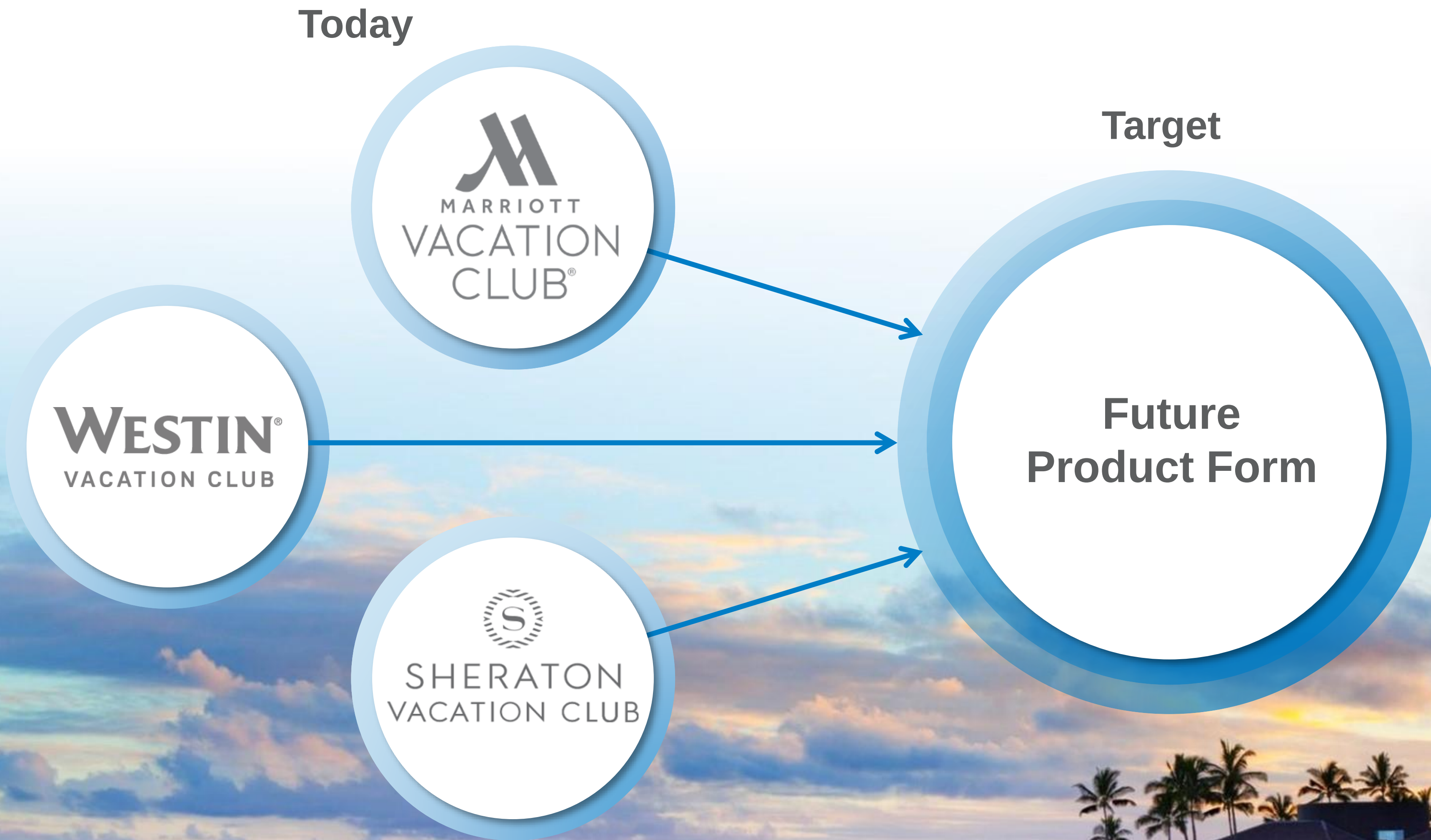
Representative of North America Marriott Vacations Worldwide Legacy owners.

Leveraging Capital Efficient Points Model



Linking All Marriott-Branded Vacation Ownership Resorts

MARRIOTT VACATIONS WORLDWIDE



LANI KANE-HANAN

EVP and Chief Development and Product Officer

Vacation Ownership Segment

AGENDA

A Resilient Business with Growth Momentum

- The business today – solid platform
- Executing development strategy
- Growing contract sales
- The future - growth well positioned to continue

Execute Consistent Development Strategy

MARRIOTT VACATIONS WORLDWIDE SM

1. Grow Footprint

Grow footprint with new flags and sales centers at desirable locations

2. Balanced Approach

Balanced, capital efficient, inventory spend to optimize product cost

Leverage upper scale brands and customer insights

What We Said in 2015…

MARRIOTT VACATIONS WORLDWIDE SM

1

Add new resorts and sales centers

2

Grow efficiently

3

Match inventory spending with sales pace

… What We Have Accomplished

MARRIOTT VACATIONS WORLDWIDE℠

~$300M
Annual Contract Sales[1]

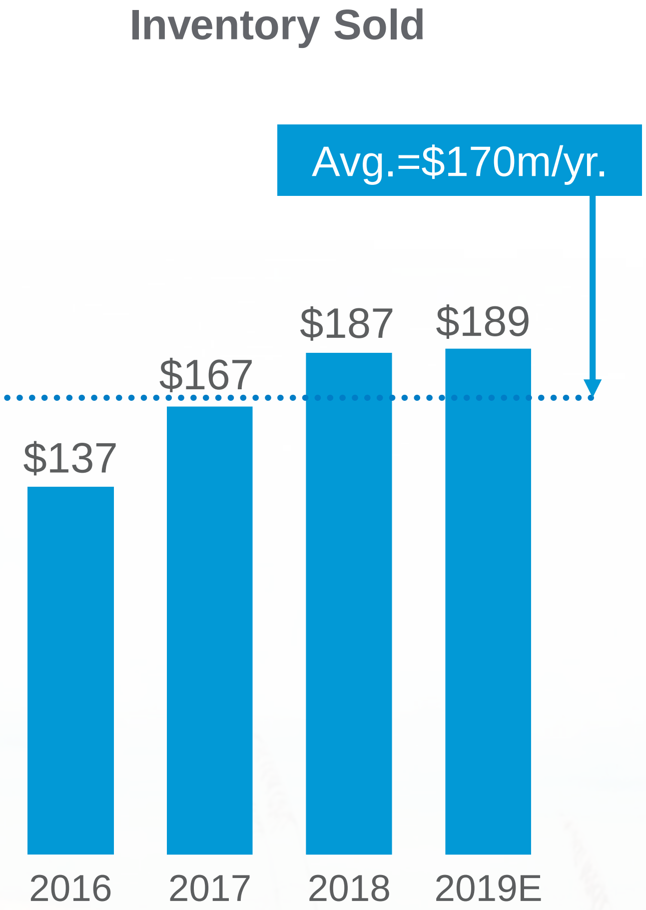
~$785M
Inventory Investment[2]

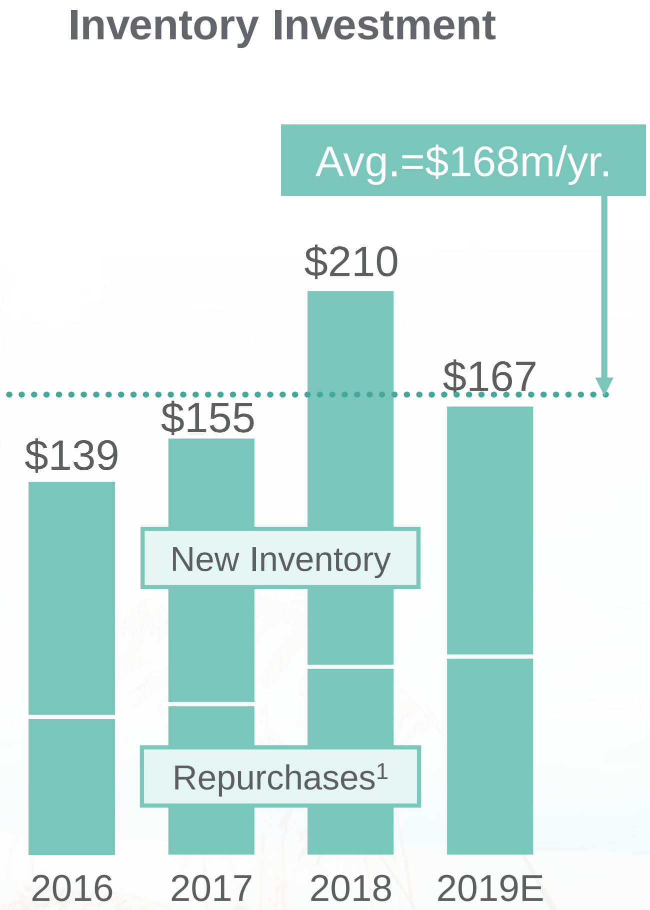
- **San Diego** – 264 units
- **Waikoloa** – 112 units
- **Surfers Paradise** – 88 units
- **Marco Island** – 152 units
- **Washington, DC** – 71 units
- **New York City** – 177 units
- **South Beach** – 49 units
- **Bali Nusa Dua Gardens** – 51 units
- **San Francisco** – 233 units
- **Bali Nusa Dua Terraces** – Opening 2020
- **Costa Rica** – Opening 2021

Projects are Legacy MVW only. [1]Estimated annual contract sales generated by these projects when stabilized.
[2]Inventory investment through 2019 plus 2020-2022 commitments.

Matching Inventory Spending With Sales Pace

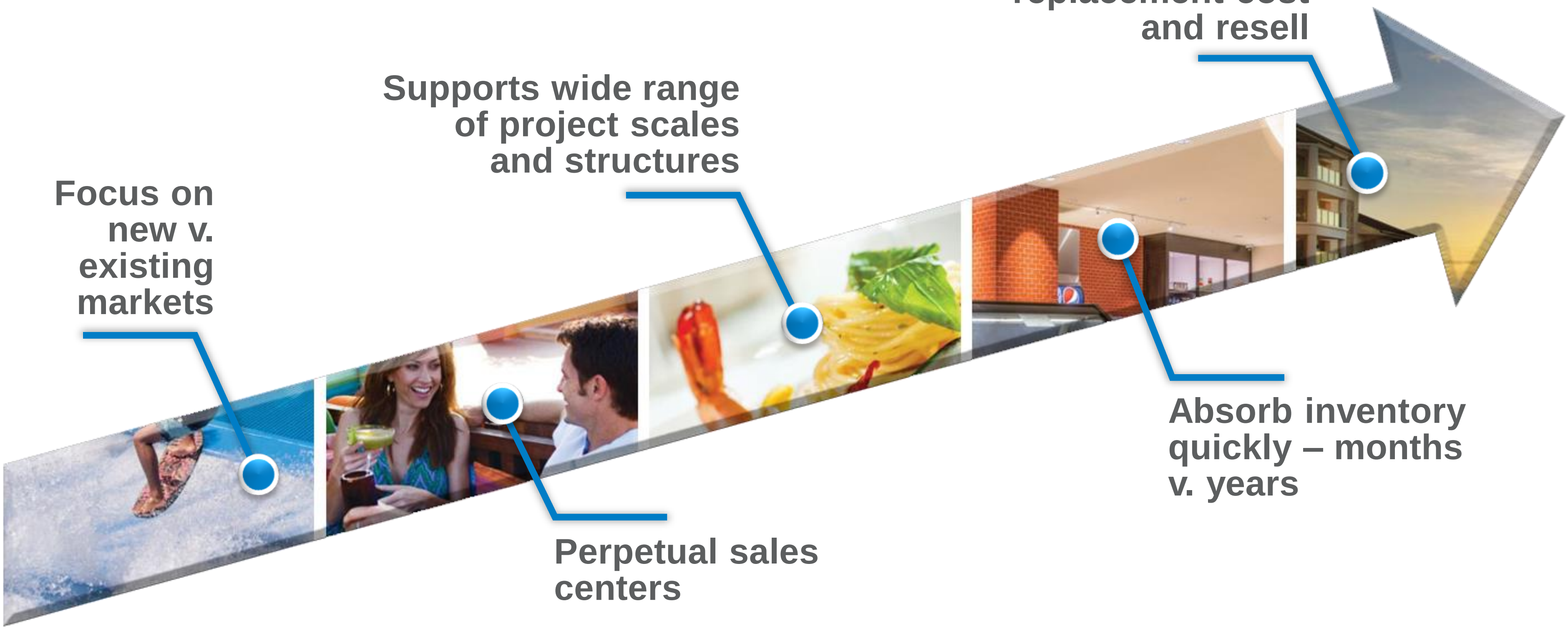
($M)





Legacy-MVW. [1] Repurchases and other inventory spending.

Advantages of Development Model



Focus on new v. existing markets

Perpetual sales centers

Supports wide range of project scales and structures

Absorb inventory quickly – months v. years

Repurchase inventory below replacement cost and resell

Target Markets Come from Customer Insights

MARRIOTT VACATIONS WORLDWIDE

Owner external usage patterns

Owner and prospect surveys

On-site feedback

Social media

MARRIOTT'S KO OLINA BEACH CLUB, KAPOLEI
Oahu, Hawaii

Acquired Brands Underrepresented in Major Markets

MARRIOTT VACATIONS WORLDWIDE℠

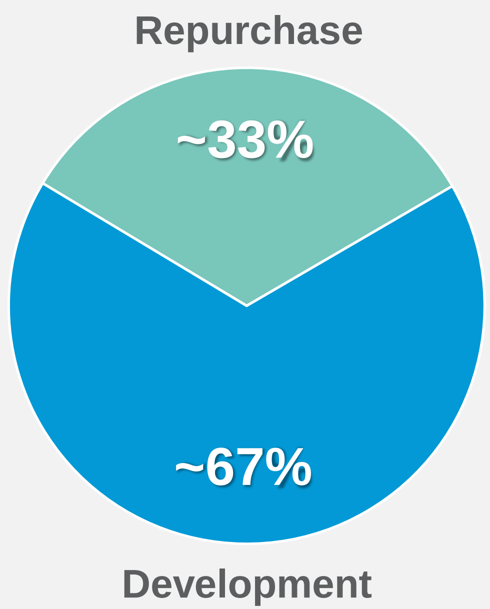
	Marriott Vacation Club	Westin Vacation Club	Sheraton Vacation Club	Hyatt Residence Club
• Las Vegas, NV	✓			
• Orlando, FL	✓		✓	
• Maui, HI	✓	✓		✓
• Waikiki, HI				
• Big Island, HI	✓			
• Urban	✓			
• Key West, FL				✓
• Aruba	✓			
• Cancun, Mexico		✓		
• Los Cabos, Mexico		✓		
• Asia Pacific	✓			

110 Resorts in 12 Countries With Substantial Growth Potential

MARRIOTT VACATIONS WORLDWIDE SM

Balanced Approach to Development

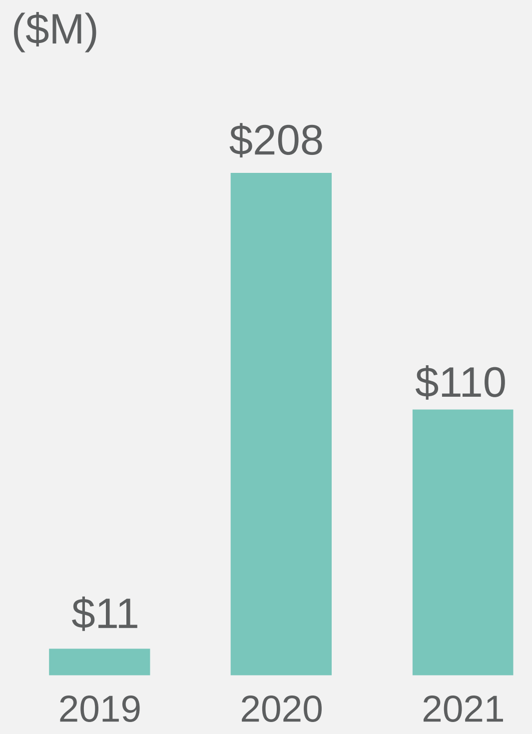
Target Inventory Investment



Key Guidelines

- Capital efficient development whenever possible
- Low-cost inventory repurchases reduce overall product cost
- Target ~25% overall product cost
- Target ~1.5 to 2.0 years of completed inventory to support consistent sales growth

Future Inventory Commitments



BRIAN MILLER

EVP and Chief Marketing, Sales and Service Officer

Vacation Ownership Segment

AGENDA

A Resilient Business with Growth Momentum

- The business today – solid platform
- Executing development strategy
- Growing contract sales
- The future - growth well positioned to continue

Key Drivers of Growth in Contract Sales

1 New market growth

2 Grow tours

3 Expand VPG

4 Capture revenue synergies

Expanded Customer Segmentation Opens New Markets

MARRIOTT VACATIONS WORLDWIDE SM







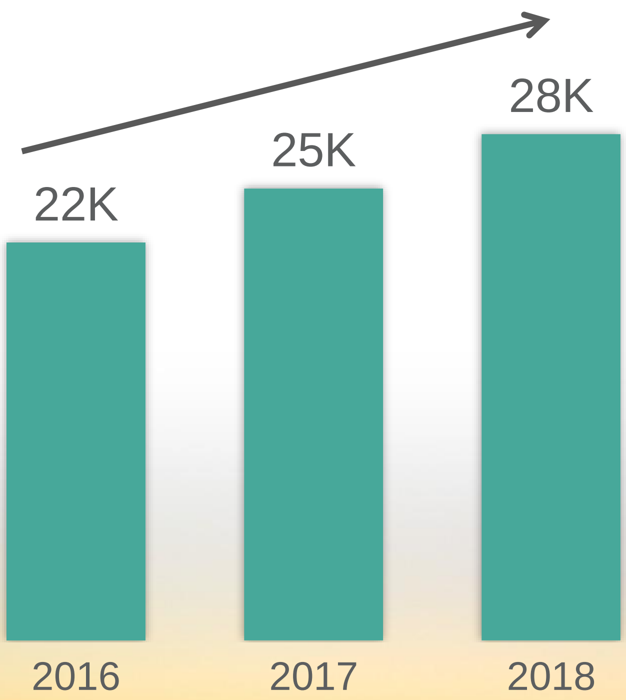




Strong Focus on First-Time Buyer Growth

MARRIOTT VACATIONS WORLDWIDE SM

First-Time Buyers



75k

first-time buyers added since 2016!!

Continue to Scale Our Marketing Platform

Marriott's Kaua'i Lagoons – Kalanipu'u
Kaua'i, Hawai'i

Orlando World Center Marriott
Orlando, Florida

~80% of

annual contract sales generated from on-site programs

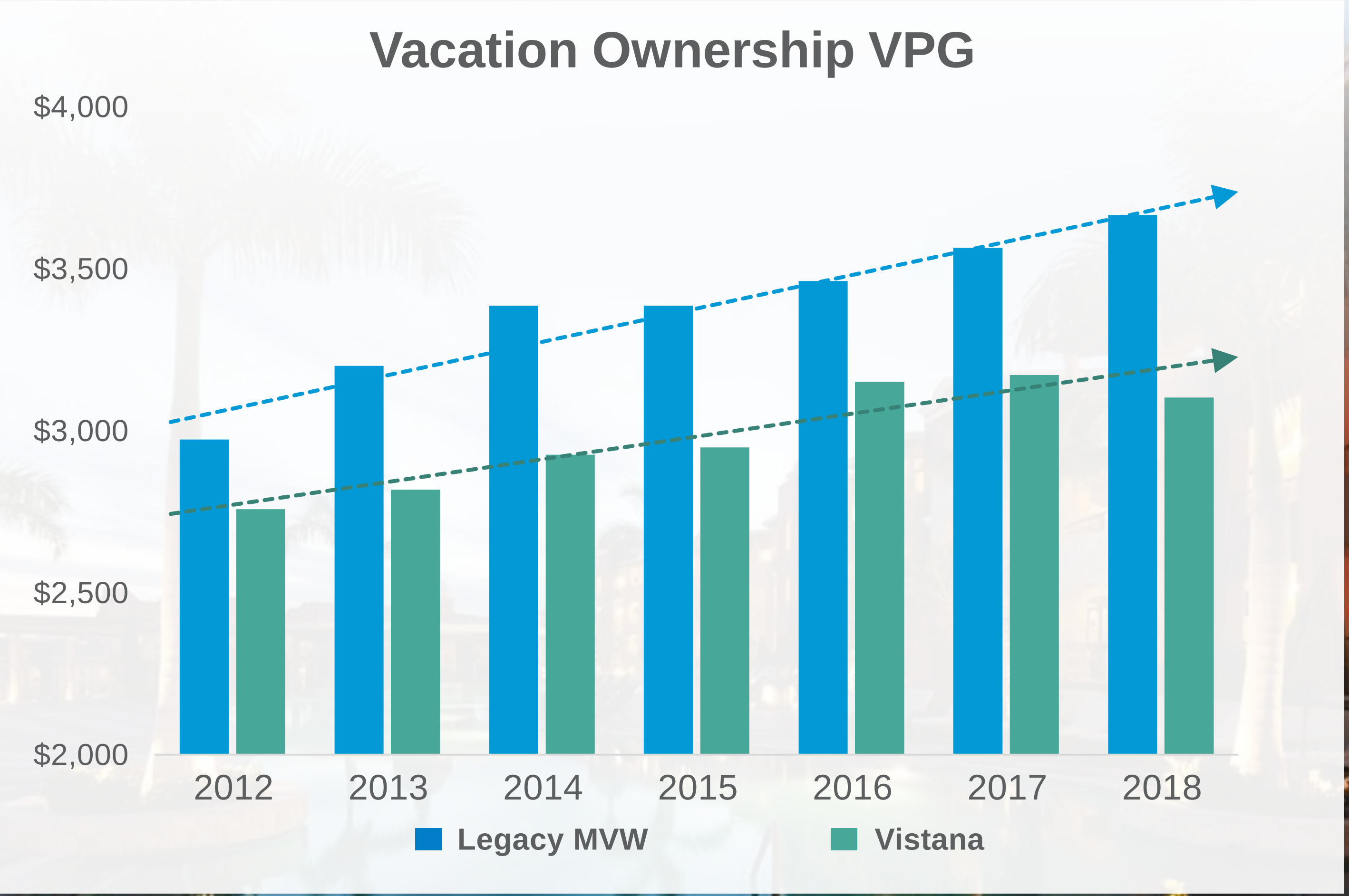
Global Opportunities for Targeted Channel Expansion

MARRIOTT VACATIONS WORLDWIDE℠

Branded Hotel Channels	Global Partners	Digital and Social Media
Marriott Bonvoy	United	Instagram
World of Hyatt	American Airlines	Facebook
	American Express	Twitter
	Avis	
	Hertz	

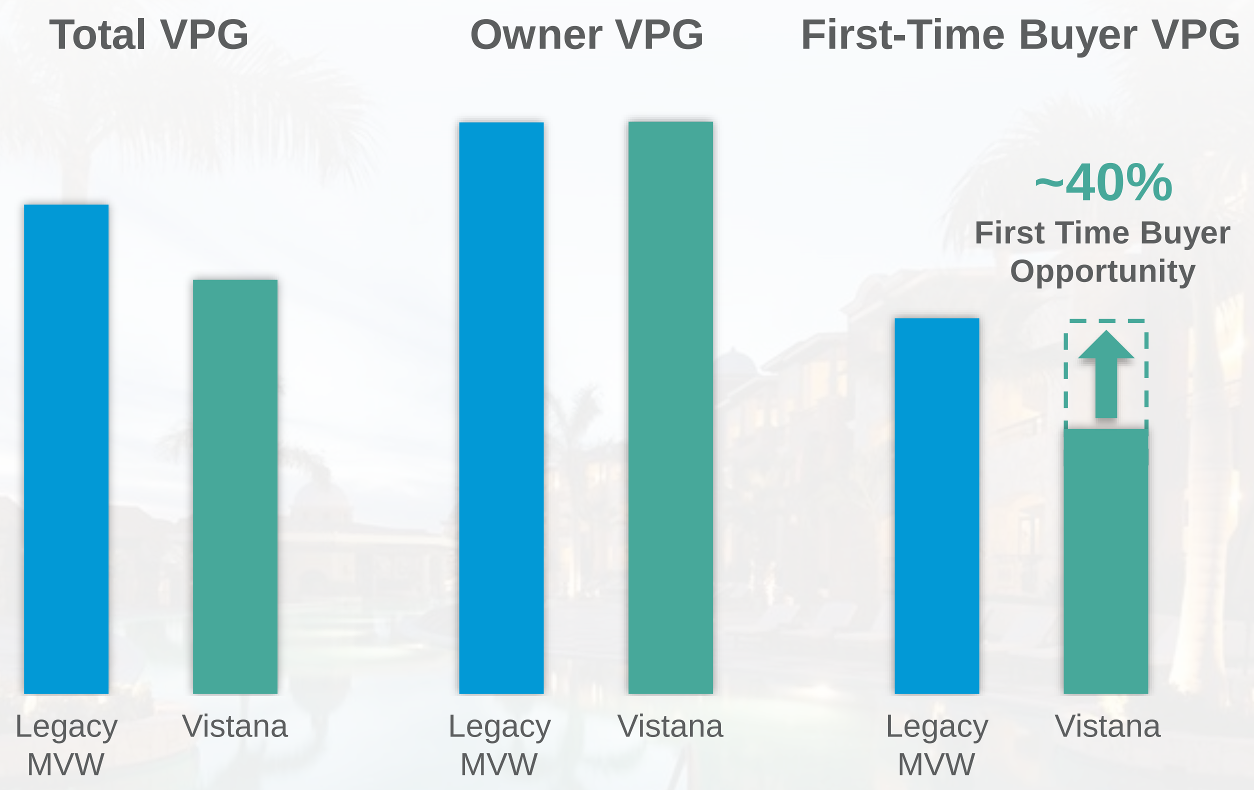
Drive Direct Sales Excellence

Solid Volume per Guest (VPG) Growth…



…With Substantial Opportunity to Close Gap

Vacation Ownership VPG



Investing in Digital Sales Infrastructure to Drive Sales

MARRIOTT VACATIONS WORLDWIDE[SM]

Delivering the right information to the customer or associate at the right time

Continued Investment in Interactive Customer Technology

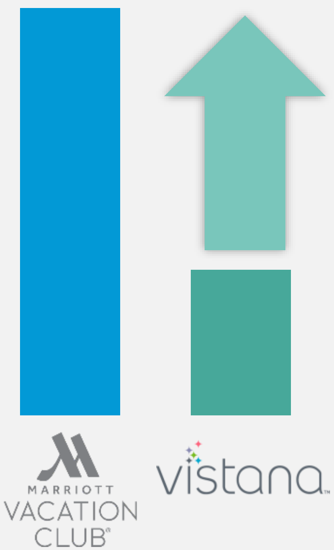
MARRIOTT VACATIONS WORLDWIDE[SM]

Capturing Revenue Synergies From ILG Acquisition

MARRIOTT VACATIONS WORLDWIDE SM

A few examples…

Hotel Marketing Locations



Call Transfer

In-House Owner Tour Penetration

Trial Program and Site Packages Sold

Best Practices

Increased Market Penetration

Sales Excellence

LEE CUNNINGHAM

EVP and Chief Operating Officer

Vacation Ownership Segment

A Resilient Business with Growth Momentum

- The business today – solid platform
- Executing development strategy
- Growing contract sales
- The future - growth well positioned to continue

Three Year Growth Targets

MARRIOTT VACATIONS WORLDWIDE[SM]

7-11%
CAGR

Contract Sales Growth

6-9%
CAGR

Adjusted EBITDA

All CAGR's are 2019-2022. Adjusted EBITDA is a non-GAAP measure. For definition and reconciliation, please see appendix.

IN SUMMARY

A Resilient Business with Growth Momentum

- A record of strong sales growth

- Adding new owners to the system

- Substantial development opportunities

- Growing contract sales

- Capturing revenue synergies

JOHN GELLER

EVP and Chief Financial and Administrative Officer

Financial Overview

Powerful Cash Flow Engine. Delivering Sustainable Growth and Strong Shareholder Returns

- Performance highlights
- Delivering on synergy targets
- Disciplined capital allocation
- Long-term outlook

Delivering On Our Goals

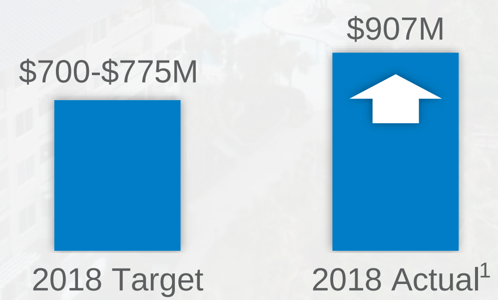
MARRIOTT VACATIONS WORLDWIDE℠

Achieved Prior Investor Day Goals

Contract Sales

Adjusted EBITDA

Cumulative Adjusted Free Cash Flow



[1]Excludes Legacy-ILG results post acquisition; see appendix for explanation and reconciliation. [2] 2018 target increased $20M for Contract sales and $20M for Adjusted EBITDA due to the addition of resales to Contract sales and share-based compensation to the Adjusted EBITDA definition. Adjusted EBITDA and Adjusted Free Cash Flow are non-GAAP measures. For definitions and reconciliation, please see appendix.

Significant Increase in Scale and Greater Diversification

	2018 Legacy MVW	2018 Combined	Increase
Revenue	$1,563M	$3,134M	101%
Mix of revenue from non-vacation ownership sales	47%	58%	1,100 bps
Contract sales	$902M	$1,432M	59%
Adjusted EBITDA	$320M	$667M	108%
Adjusted EBITDA margin	20.5%	21.3%	80 bps

Revenue excludes cost reimbursements. Revenue excluding cost reimbursements, Adjusted EBITDA and Adjusted EBITDA margin are non-GAAP measures. For definitions and reconciliation, please see appendix.

Larger and More Resilient

2008	Today	Advantages
	Business	
Timeshare + Residences + Fractional	Timeshare + exchange	More diverse
	Development Model	
Weeks-based	Points-based	Less capital intensive
	Funding	
On balance sheet	Capital-efficient	Solid free cash flow

Added High-Margin & Stable Exchange Business

$'s in millions.

Powerful Cash Flow Engine. Delivering Sustainable Growth and Strong Shareholder Returns

- Performance highlights
- Delivering on synergy targets
- Disciplined capital allocation
- Long-term outlook

On Track to Deliver $125M+ in Cost Synergy Savings

MARRIOTT VACATIONS WORLDWIDE[SM]

2021
~$125M+
Total synergies

~$65M+
Remaining Synergies

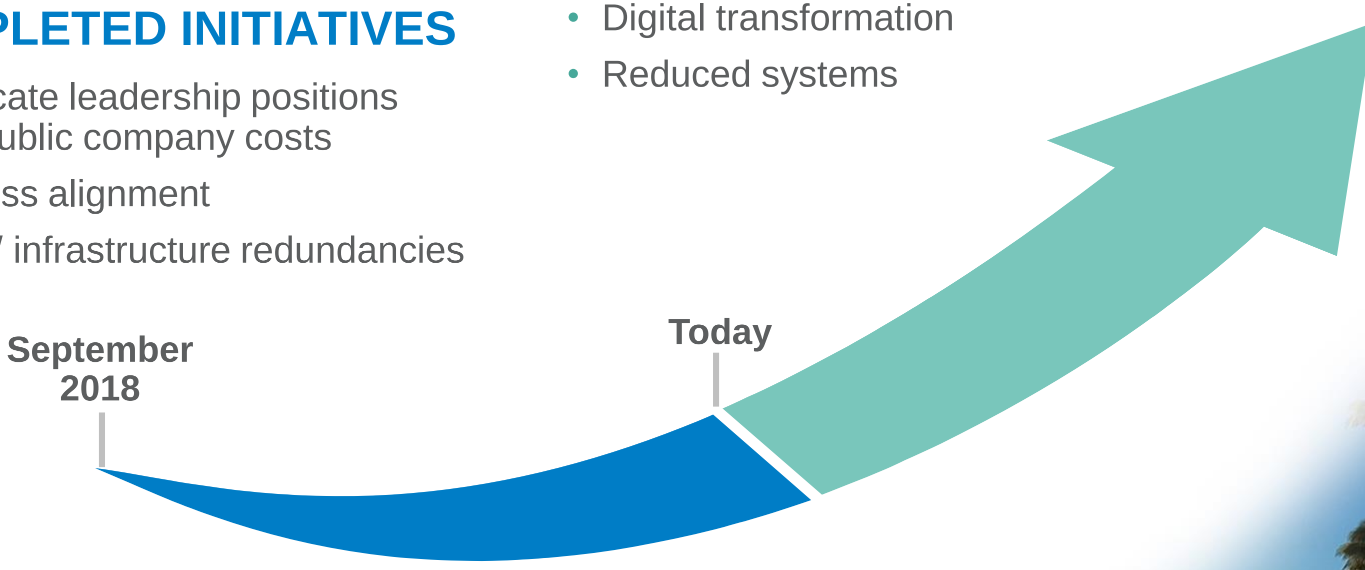
PLANNED INITIATIVES

- Back of house technology and process consolidation
- Digital transformation
- Reduced systems

~$60M
2019 Synergies

COMPLETED INITIATIVES

- Duplicate leadership positions and public company costs
- Process alignment
- G&A / infrastructure redundancies



Powerful Cash Flow Engine. Delivering Sustainable Growth and Strong Shareholder Returns

MARRIOTT VACATIONS WORLDWIDE[SM]

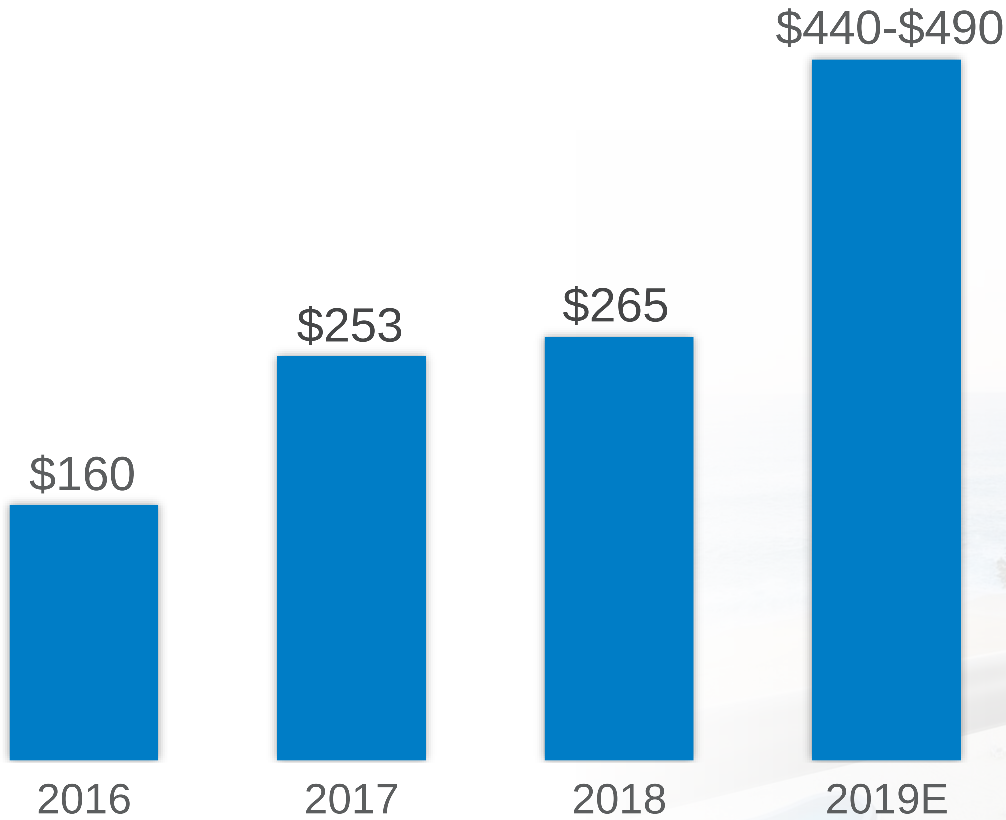
- Performance highlights
- Delivering on synergy targets
- Disciplined capital allocation
- Long-term outlook

Capital Allocation Framework

1	**Strategic M&A**	• Strategic and financially attractive
2	**Return capital to shareholders**	• Share repurchases • Dividends
3	**Reduce leverage**	• Target range of 2.0x to 2.5x

Capital Efficient Inventory Acquisition Model Drives Strong Free Cash Flow

Adjusted Free Cash Flow ($M)



Adjusted free cash flow is a non-GAAP measure. For definition and reconciliation, please see appendix.

A Powerful Free Cash Flow Engine 2015 to 2018

MARRIOTT VACATIONS WORLDWIDE SM

Adjusted Free Cash Flow <u>before</u> Inventory and Capex
$1,763M

Inventory Investment
$719M

Adjusted Free Cash Flow
$907M

Capital Expenditure
$137M

Shares Repurchased
$563M

~80% Returned to Shareholders

Dividends
$147M

Cumulative 2015 to 2018. Free Cash Flow and Adjusted Free Cash Flow are non-GAAP measures. For definitions and reconciliation, please see appendix.

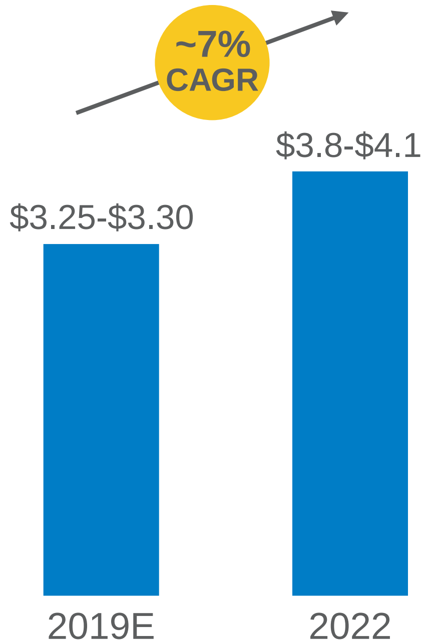
Powerful Cash Flow Engine. Delivering Sustainable Growth and Strong Shareholder Returns

- Performance highlights
- Delivering on synergy targets
- Disciplined capital allocation
- Long-term outlook

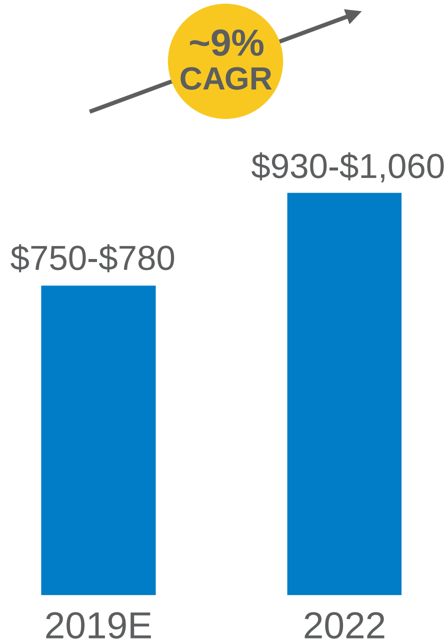
Three Year Outlook – Delivering Strong Earnings Growth and Investments

MARRIOTT VACATIONS WORLDWIDE SM

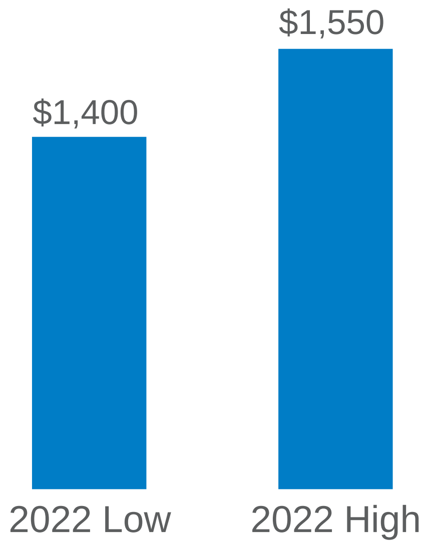
Revenues
($B)



Adjusted EBITDA
($M)



Cumulative Inventory & Capital Expenditures
(2020-2022)
($M)



CAGR calculated at the midpoint. Revenues exclude cost reimbursements. Revenues excluding cost reimbursements and Adjusted EBITDA are non-GAAP measures. For definitions and reconciliation, please see appendix.

Adjusted EBITDA Growth Drivers 2020 to 2022

MARRIOTT VACATIONS WORLDWIDE SM

	CAGR Low	CAGR High	Growth Drivers
Vacation Ownership			
Development margin	8%	15%	• Contract sales, improved efficiencies
Resort management *net of expenses*	5%	7%	• New managed properties, operating costs
Financing *net of expenses*	4%	6%	• Contract sales, propensity, interest rates
Rental revenue *net of expenses*	3%	6%	• Rental inventory, occupancy, RevPAR
Royalty fee	4%	4%	• Predominantly fixed with small variable component
Exchange & Third-Party Management	3%	4%	• Share of wallet, new contracts and customers
G&A and other expense	0%	(2)%	• Synergies, inflation

All CAGR's are 2019-2022. Adjusted EBITDA is a non-GAAP measure. For definition and reconciliation, please see appendix.

Three Year Outlook – Delivering Strong Cumulative Adjusted Free Cash Flow 2020 to 2022

($M)	2022 Low	2022 High
Adjusted free cash flow[1]	$1,300	$1,500
Disposition proceeds	$160	$220
Leverage capacity	$110	$450
Inventory optimization	$0	$200
Non-traditional securitizations	$30	$60
Less: Transformation costs	($100)	($130)
Cash available	**$1,500**	**$2,300**

[1] Cumulative 2020 to 2022. Adjusted Free Cash Flow is a non-GAAP measure. For definition and reconciliation, please see appendix.

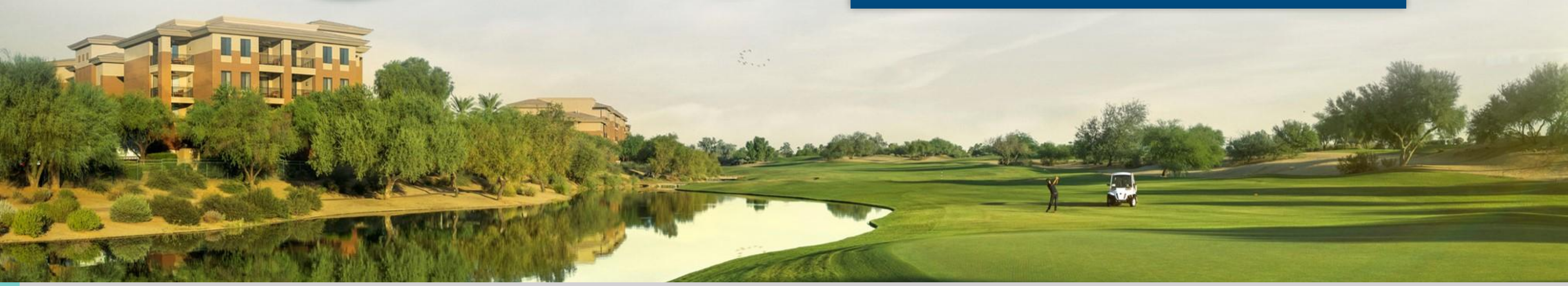
Committed and Disciplined Capital Deployment

Cash Available

$1.5B to $2.3B

2020-2022

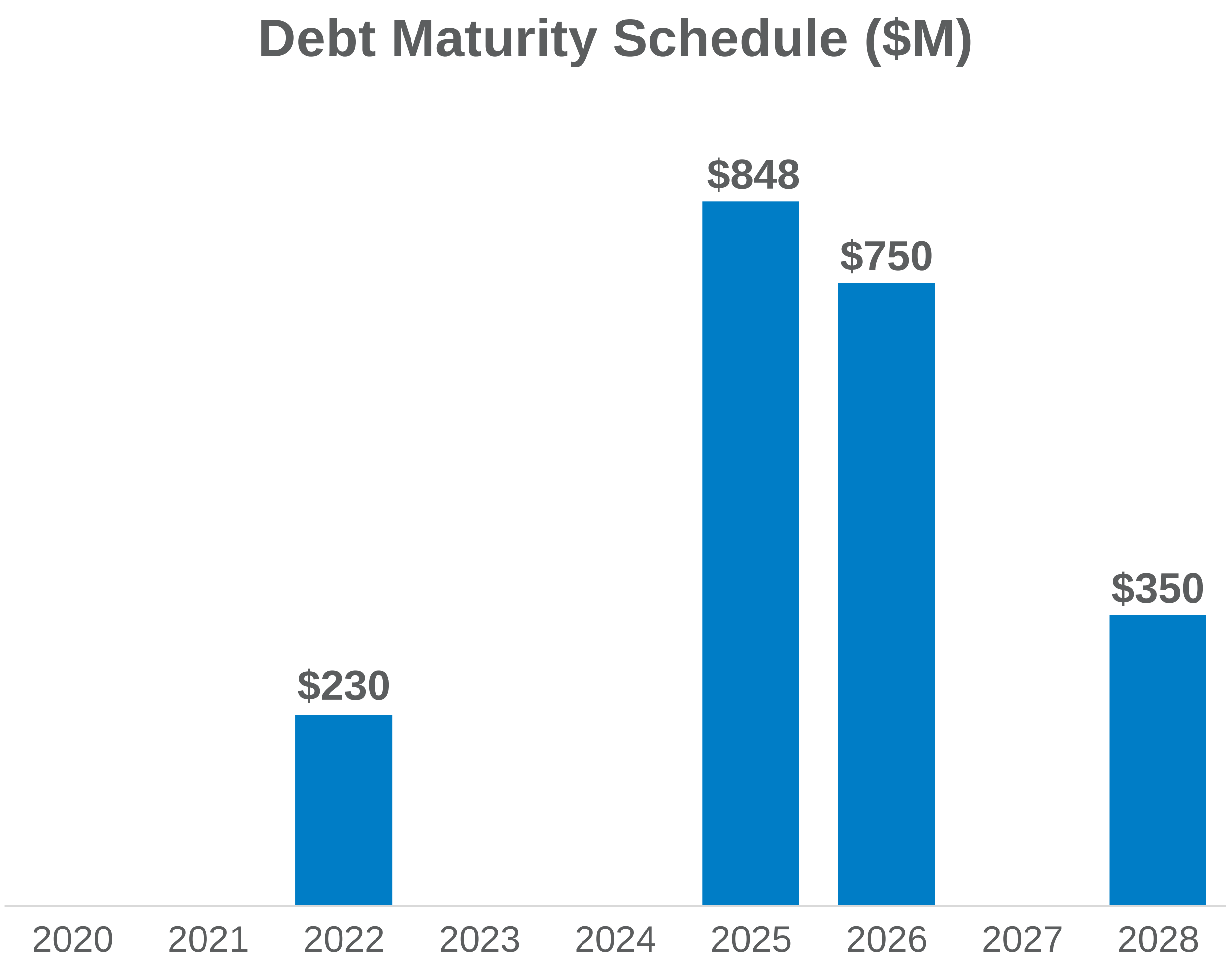
- **Strategic M&A**
- **Share Repurchases**
- **Dividends**



Strong Balance Sheet with No Long-Term Debt Maturities Before 2022

Net Leverage Target:

2.0x to 2.5x



Pro-forma for September 2019 Senior Notes issuance. Excludes the 1% annual term loan amortization, capital lease payments and non-recourse securitized debt.

Powerful Cash Flow Engine. Delivering Sustainable Growth and Strong Shareholder Returns

- Proven track record

- Diversified and resilient business model

- Strong balance sheet

- Targeting meaningful growth

- Strong cash flow and disciplined capital deployment

APPENDIX

Non-GAAP Financial Measures

MARRIOTT VACATIONS WORLDWIDE

In our presentation we report certain financial measures that are not prescribed by United States generally accepted accounting principles ("GAAP"). We discuss below our reasons for reporting these non-GAAP financial measures, and we've made footnote references to them on the preceding pages. 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 any other comparable operating measure prescribed by GAAP. In addition, these non-GAAP financial measures may be calculated and / or presented differently than measures with the same or similar names that are reported by other companies, and as a result, the non-GAAP financial measures we report may not be comparable to those reported by others.

We evaluate non-GAAP financial measures, including Adjusted EBITDA and Adjusted Free Cash Flow, that exclude certain items such as cost reimbursements, acquisition related, organizational and separation related, litigation, and other charges in the quarters and six-month periods ended June 30, 2019 and 2018, as well as the 2018, 2017, 2016 and 2015 fiscal years, 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 our comparison of results from our on-going core operations before these items with results from other vacation ownership companies. In addition, throughout this presentation, we refer to the business associated with the brands that existed prior to MVW's acquisition of ILG, LLC (formerly known as ILG, Inc. ("ILG")) on September 1, 2018 as "Legacy-MVW" and to ILG's business and brands that were acquired as "Legacy-ILG."

Combined Financial Information. The Combined Financial Information presented herein combines Legacy-MVW and Legacy-ILG results of operation for 2018, and is presented to facilitate comparisons with our results following the acquisition of ILG. We evaluate the Combined Financial Information, and believe it provides useful information to investors, because it provides for a more meaningful comparison of our results following the acquisition of ILG with the results of the combined businesses for the prior year comparable period. The Combined Financial Information for the quarter ended March 31, 2018 was derived by combining the Legacy-MVW and Legacy-ILG financial results for such quarter included in the Quarterly Reports on Form 10-Q filed by MVW and ILG, respectively, with the Securities and Exchange Commission (the "SEC") on May 4, 2018. The Combined Financial Information for the quarter ended June 30, 2018 was derived by combining the Legacy-MVW and Legacy-ILG financial information for such quarter included in the Quarterly Reports on Form 10-Q filed by MVW and ILG, respectively, with the SEC on August 2, 2018 and August 3, 2018, respectively. The Combined Financial Information for the quarter ended September 30, 2018 was derived by combining the MVW financial information for the quarter ended September 30, 2018 included in the Quarterly Report on Form 10-Q filed by MVW with the SEC on November 7, 2018, revised as described in the following sentence, which included results of operations for Legacy-ILG for September 2018, and the Legacy-ILG financial information for July and August 2018 included in ILG internal management records. MVW's financial information for the quarter ended September 30, 2018 was revised as set forth in the "Quarterly Results" note to MVW's consolidated financial statements included in MVW's Annual Report on Form 10-K for the fiscal year ended December 31, 2018 filed with the SEC on March 1, 2019. The Combined Financial Information for the full year 2018 was derived by combining MVW's financial information for the year ended December 31, 2018 included in MVW's Annual Report on Form 10-K filed with the SEC on March 1, 2019, which included results of operations for Legacy-ILG for September through December 2018, with the Legacy-ILG financial information for the quarters ended March 31 and June 30 and July and August 2018, as described above. Prior to combining the Legacy-ILG financial information, Legacy-ILG's financial results were reclassified to conform with MVW's current financial statement presentation for each period presented, referred to as "Legacy-ILG Reclassified" in the financial schedules. No other adjustments have been made to the Legacy-MVW or Legacy-ILG results to derive the Combined Financial Information. The Combined Financial Information is provided for informational purposes only and is not intended to represent or to be indicative of the actual results of operations that the combined MVW and ILG business would have reported had the ILG acquisition been completed prior to the beginning of fiscal year 2018 and should not be taken as being indicative of future results of operations. The actual results may differ significantly from those reflected in the Combined Financial Information.

Non-GAAP Financial Measures

Earnings Before Interest Expense, Taxes, Depreciation and Amortization ("EBITDA") and Adjusted EBITDA. EBITDA is defined as earnings, or net income, before interest expense (excluding consumer financing interest expense), provision for income taxes, depreciation and amortization. For purposes of our EBITDA and Adjusted EBITDA calculations, we do not adjust for consumer financing interest expense because we consider it to be an operating expense of our business. We consider EBITDA and Adjusted EBITDA to be indicators of operating performance, which we use to measure our ability to service debt, fund capital expenditures and expand our business. We also use EBITDA and Adjusted EBITDA, as do analysts, lenders, investors and others, because these measures exclude 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. Adjusted EBITDA reflects additional adjustments for certain items referred to below, and beginning with the first quarter of 2016, the exclusion of non-cash 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. Prior period presentation has been recast for consistency. We evaluate Adjusted EBITDA as an indicator of operating performance because it allows for period-over-period comparisons of our on-going core operations before the impact of the excluded items. Together, EBITDA and Adjusted EBITDA facilitate our comparison of results from our on-going core operations before the impact of these items with results from our competitors.

Free Cash Flow and Adjusted Free 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, changes in restricted cash, and the borrowing and repayment activity related to our securitizations, which cash can be used for 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 ILG-acquisition costs, litigation, and other cash charges, 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.

Revenues Excluding Cost Reimbursements – Total Company and Legacy-MVW Vacation Ownership. Cost reimbursements revenue includes direct and indirect costs that property owners' associations and joint ventures we participate in reimburse to us, and relates, predominantly, to payroll costs where we are the employer. As we record cost reimbursements based upon costs incurred with no added markup, this revenue and related expense has no impact on net income attributable to us because cost reimbursements revenue net of reimbursed costs expense is zero. We consider revenues excluding cost reimbursements to be a meaningful metric as it represents that portion of revenue from each segment and for the total company that impacts net income attributable to us.

	MVW			Legacy-MVW Vacation Ownership	
(In millions)	**2016**	**2017**	**2018**	**2015**	**2018**
Total revenues	$ 2,000	$ 2,183	$ 2,968	$ 2,067	$ 2,400
Less: cost reimbursements	(720)	(750)	(925)	(720)	(837)
Revenues excluding reimbursed costs	$ 1,280	$ 1,433	$ 2,043	$ 1,347	$ 1,563

Non-GAAP Financial Measures

MARRIOTT VACATIONS WORLDWIDE

Revenues Excluding Cost Reimbursements – Total Company and Segment Revenues (cont.).

(In millions)	Exchange & Third Party	Less: VRIE	Exchange & Third Party Adjusted	Vacation Ownership	Corporate and Other	2018 Combined [1] Less: VRIE	VO and Exchange & Third Party Adjusted	% Vacation Ownership Revenues	% Exchange and Third Party Revenues
Revenues									
Sale of vacation ownership products	$ -	$ -	$ -	$ 1,321	$ -	$ 1,321	$ 1,321		
Management and exchange	381	(49)	332	494	97	923	826		
Financing	4	-	4	242	-	246	246		
Rental	67	-	67	526	2	595	593		
Cost reimbursements	99	-	99	1,087	(88)	1,098	1,186		
Total revenues	551	(49)	502	3,670	11	4,183	4,172		
Less: cost reimbursements	(99)	-	(99)	(1,087)	88	(1,098)	(1,186)		
Total revenues excluding cost reimbursements	452	(49)	403	2,583	99	3,085	2,986	87%	13%

[1] See *"Combined Financial Information"* for basis of presentation.

Adjusted EBITDA Margin. We calculate Adjusted EBITDA Margin by dividing segment or total company Adjusted EBITDA, where applicable, by segment or total company revenues excluding cost reimbursements, where applicable, as reconciled herein. We consider Adjusted EBITDA Margin to be an indicator of operating performance for our segments and total company, 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 Margin comes from each segment and the total company.

Adjusted EBITDA Contribution. We calculate Adjusted EBITDA Contribution by adding up the results of operations from our Development, Resort management / Management and exchange, Rental and Financing businesses, excluding allocations for general and administrative costs, royalty fees, and add backs for share-based compensation and depreciation, and then dividing that result by each business' results of operations, as reconciled herein. We consider Adjusted EBITDA Contribution to be an indicator of operating performance for our collective and separate businesses, 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 of our businesses.

($'s in millions)	2018 Combined [1] Company	Less: VRIE	Adjusted EBITDA w/o VRIE	Adjusted EBITDA Contribution[2]
Development margin	$ 290	-	290	28%
Management and exchange margin	440	(17)	423	40%
Rental margin	182	-	182	17%
Financing margin	161	-	161	15%
Total Adjusted EBITDA contribution	$ 1,073	$ (17)	$ 1,056	100%

[1] See *"Combined Financial Information"* for basis of presentation.

[2] Represents the contribution toward Adjusted EBITDA.

Non-GAAP Financial Measures

MARRIOTT VACATIONS WORLDWIDE SM

Adjusted Financial Information. The unaudited adjusted financial information for the 2018 full year included in the Reconciliation of Adjusted Financial Information and the Reconciliation of Vacation Ownership Segment Interim Adjusted Financial Results was derived by subtracting the Legacy-ILG results of operation for such quarter from MVW's results of operation for the quarter and is presented to facilitate comparisons of Legacy-MVW results following the acquisition of ILG. We evaluate the adjusted financial information, and believe it provides useful information to investors, because it provides for a more meaningful comparison of Legacy-MVW results following the acquisition of ILG with Legacy-MVW results for the prior year comparable period.

Adjusted Development Margin (Adjusted Sale of Vacation Ownership Products Net of Expenses). We evaluate Adjusted Development Margin (Adjusted Sale of Vacation Ownership Products Net of Expenses) as an indicator of operating performance. Adjusted Development Margin adjusts Sale of vacation ownership products revenues for the impact of revenue reportability, includes corresponding adjustments to Cost of vacation ownership products expense and Marketing and sales expense associated with the change in revenues from the Sale of vacation ownership products, and may include adjustments for certain items as itemized in the discussion below. We evaluate Adjusted Development Margin because it allows for period-over-period comparisons of our on-going core operations before the impact of revenue reportability and certain items to our Development Margin.

Debt to Adjusted EBITDA Ratio. We calculate debt to adjusted EBITDA ratio by dividing net debt by combined adjusted EBITDA, where net debt represents total debt less securitized debt and cash and cash equivalents other than an estimated $150 million for working capital requirements, and combined adjusted EBITDA is derived by combining the last year of adjusted EBITDA for Legacy-MVW and Legacy-ILG (2018 first quarter through 2018 fourth quarter) and adding in $100 million of cost synergies.

MVW certain items

The "certain items" reflected in Adjusted EBITDA for 2018 consisted of $135 million of ILG acquisition-related costs (including $8 million of non-cash share-based compensation expense), $46 million of litigation settlement charges, $24 million of unfavorable purchase accounting adjustments (of which $4 million impacted adjusted EBITDA), $8 million of losses and other expense and $4 million of costs associated with the anticipated capital efficient acquisitions of operating properties in San Francisco, California and New York, New York, partially offset by $29 million of net insurance proceeds related to the settlement of Legacy-MVW business interruption insurance claims arising from Hurricanes Irma and Maria. These adjustments increased Adjusted EBITDA by $162 million for the combined company.

The "certain items" reflected in Adjusted EBITDA for 2017 consisted of $9 million in net insurance proceeds related to the settlement of business interruption insurance claims arising from Hurricane Matthew, $7 million of variable compensation expense related to the impact of hurricanes in 2017, $4 million of litigation settlement expenses, $2 million of acquisition costs, a charge of $1 million associated with the estimated property damage insurance deductibles and impairment of property and equipment at several of MVW's resorts, primarily in Florida and the Caribbean, that were impacted by the 2017 hurricanes, $1 million of variable compensation expense related to the impact of Hurricane Matthew and less than $1 million of miscellaneous losses and other expense. These adjustments increased Adjusted EBITDA for 2017 by $7 million. MVW estimates that the effects of Hurricane Irma and Hurricane Maria negatively impacted Adjusted EBITDA by approximately $7 million in 2017.

The "certain items" reflected in Adjusted EBITDA for 2016 consisted of $11 million of gains and other income not associated with MVW's on-going core operations, $5 million of acquisition costs, $1 million of hurricane related expenses, less than $1 million of profit from the operations of the portion of the property MVW acquired in Surfers Paradise, Australia in 2015 that MVW sold in the second quarter of 2016, and a less than $1 million reversal of litigation settlement expense. In the aggregate, these adjustments decreased Adjusted EBITDA for 2016 by $5 million. MVW estimates that the effects of Hurricane Matthew negatively impacted Adjusted EBITDA by approximately $4 million in the fourth quarter of 2016.

ILG certain items: Other special items consists of other items that ILG believed were not related to its core business operations, including costs related to litigation matters, the impact to ILG's financial statements related to natural disasters, costs related to ILG's board of directors' strategic review, as well as any costs associated with MVW's acquisition of ILG in the third quarter of 2018.

Non-GAAP Financial Measures

MARRIOTT VACATIONS WORLDWIDE

2018 Legacy MVW and ILG and Combined Revenues Excluding Cost Reimbursements, Revenue Contribution, Mix of Non-Development Revenues, Adjusted EBITDA, and Adjusted EBITDA Margin

($'s in millions)	Legacy MVW	Legacy ILG	2018 Combined [1]	Revenue Contribution [2]
Sale of vacation ownership products	$ 831	$ 490	$ 1,321	42%
Management and exchange	300	672	972	31%
Rental	284	311	595	19%
Financing	148	98	246	8%
Cost reimbursements	837	261	1,098	
Total revenues	2,400	1,832	4,232	
Less: Cost reimbursements	(837)	(261)	(1,098)	
Total revenues excluding cost reimbursements	$ 1,563	$ 1,571	$ 3,134	100%
Less: Sale of vacation ownership products	(831)	(490)	(1,321)	
Total non-development revenue	$ 732	$ 1,081	$ 1,813	
Mix of non-development revenue	47%	69%	58%	

($'s in millions)	Legacy MVW	Legacy ILG	2018 Combined
Net income	$ 57	$ 70	$ 127
Interest expense	52	21	73
Tax provision	45	39	84
Depreciation and amortization	24	93	117
EBITDA	178	223	401
Non-cash share-based compensation	21	30	51
Certain items [3]	121	94	215
Adjusted EBITDA	$ 320	$ 347	$ 667
Adjusted EBITDA margin	20.5%	22.1%	21.3%

[1] See "*Combined Financial Information*" for basis of presentation.

[2] Represents the contribution toward revenues excluding cost reimbursements.

[3] See "MVW certain items" for further information

Non-GAAP Financial Measures

Historical Adjusted EBITDA - Total Company, Legacy-MVW and Legacy-MVW Vacation Ownership

MARRIOTT VACATIONS WORLDWIDE SM

($'s in millions)	MVW 2016	MVW 2017	MVW 2018	Legacy-MVW 2018	Legacy-MVW Vacation Ownership 2015	Legacy-MVW Vacation Ownership 2018
Net income / Segment results[1]	$ 122	$ 235	$ 55	$ 57	$ 336	$ 380
Interest expense	9	10	54	52	-	-
Tax provision	76	5	51	45	-	-
Depreciation and amortization	21	21	62	24	17	20
EBITDA	228	271	222	178	353	400
Non-cash share-based compensation	14	16	35	21	3	5
Certain items	(5)	7	162	121	(11)	20
Adjusted EBITDA	$ 237	$ 294	$ 419	$ 320	$ 345	$ 425

[1] Segment results represent Legacy-MVW Vacation Ownership segment results.

Non-GAAP Financial Measures

2018 Adjusted EBITDA Contribution and Adjusted EBITDA Margin

Exchange & Third-Party Management

MARRIOTT VACATIONS WORLDWIDE

(In millions)	Exchange & Third-Party Management: Exchange	Third Party Management	Less: VRIE	Third Party Management Less: VRIE	Total
Net income	$ 169	$ 56	$ (17)	$ 39	$ 208
Depreciation and amortization	29	8	-	8	37
EBITDA	198	64	(17)	47	245
Share-based compensation	3	2	-	2	5
Certain items	2	1	-	1	3
Adjusted EBITDA	$ 203	$ 67	$ (17)	$ 50	$ 253
Adjusted EBITDA contribution	80%			20%	

(In millions)	Exchange & Third-Party Management: 2018 Combined [1] Exchange and Third Party	Less: VRIE	Exchange and Third Party Adjusted
Net income	$ 225	$ (17)	$ 208
Depreciation and amortization	37	-	37
EBITDA	262	(17)	245
Share-based compensation	5	-	5
Certain items	3	-	3
Adjusted EBITDA	$ 270	$ (17)	$ 253
Adjusted EBITDA margin %			63%

[1] See *"Combined Financial Information"* for basis of presentation.

Non-GAAP Financial Measures

2018 Revenues Excluding Reimbursed Costs, Revenue Contribution and Adjusted EBITDA Contribution

Vacation Ownership

	Combined [(1)] Vacation Ownership	
($'s in millions)	**2018**	**2018 Revenue Contribution[(2)]**
Sale of vacation ownership products	$ 1,321	51%
Resort management	494	19%
Rental	526	20%
Financing	242	10%
Cost reimbursements	1,087	
Total revenues	3,670	
Less: Cost reimbursements	(1,087)	
Total revenues excluding cost reimbursements	$ 2,583	100%

[(1)] See *"Combined Financial Information"* for basis of presentation.

[(2)] Represents the contribution toward total revenues excluding cost reimbursements.

	Combined [(1)] Vacation Ownership	
($'s in millions)	**2018**	**Adjusted EBITDA Contribution[(2)]**
Development margin	$ 290	36%
Management and exchange margin	227	28%
Rental margin	129	16%
Financing margin	159	20%
Total adjusted EBITDA contribution	$ 805	100%

[(1)] See *"Combined Financial Information"* for basis of presentation.

[(2)] Represents the contribution toward Adjusted EBITDA.

Non-GAAP Financial Measures

Cumulative Adjusted Free Cash Flow – 2015 through 2018

MARRIOTT VACATIONS WORLDWIDE SM

(In millions)	2015	2016	2017	2018	Cumulative
Net cash provided by operating activities	$ 109	$ 141	$ 142	$ 97	$ 489
Capital expenditures for property and equipment (excluding inventory):					
Other	(36)	(35)	(26)	(40)	(137)
Investment in operating portion of Surfers Paradise hotel that will be sold [1]	(47)	-	-	-	(47)
Change in restricted cash	37	5	-	-	42
Borrowings from securitization transactions	255	377	400	539	1,571
Repayment of debt related to securitizations	(278)	(323)	(293)	(382)	(1,276)
Free cash flow	40	165	223	214	642
Adjustments:					
ILG acquisition-related costs	-	-	-	162	162
Litigation settlements	-	-	-	18	18
Net insurance proceeds from business interruption claims	-	-	-	(57)	(57)
Organizational and separation-related, litigation and other charges	8	-	-	-	8
Proceeds from sale of operating portion of Surfers Paradise hotel [1]	47	-	-	-	47
Accelerated payment of liability for Marriott Rewards customer loyalty program [2]	66	-	-	-	66
Other[3]	-	-	-	(27)	(27)
Borrowings available from the securitization of eligible vacation ownership notes receivable [4]	68	(5)	45	(31)	77
Change in restricted cash	-	-	(15)	(14)	(29)
Adjusted free cash flow	$ 229	$ 160	$ 253	$ 265	$ 907

NOTE: Beginning in fiscal year 2017, we now present the change in restricted cash as an adjustment to free cash flow, rather than including the change in restricted cash in free cash flow, but have not restated prior year presentation for this change.

[1] Represents the estimated investment in, as well as the proceeds from the subsequent sale of, the operating portion of the Surfers Paradise hotel.

[2] Represents the portion of the Q1 2016 liability for Marriott Rewards customer loyalty program payment that was accelerated into Q4 2015.

[3] Represents $33 million payment associated with capital efficient inventory arrangements, partially offset by an adjustment to exclude $6 million of losses resulting from fraudulently induced electronic wire payment disbursements made to third parties.

[4] Represents the net change in borrowings available from the securitization of eligible vacation ownership notes receivable between year ends.

Non-GAAP Financial Measures

2018 Adjusted Financial Information – MVW and Vacation Ownership

MARRIOTT VACATIONS WORLDWIDE SM

	Combined Company			Vacation Ownership Segment		
	2018			2018		
($'s in millions)	As reported	Less: Legacy-ILG 122 Days	As adjusted	As reported	Less: Legacy-ILG 122 Days	As adjusted
Revenues						
Sale of vacation ownership products	$ 990	$ 159	$ 831	$ 990	$ 159	$ 831
Management and exchange	499	199	300	359	59	300
Rental	371	87	284	352	68	284
Financing	183	35	148	182	34	148
Cost reimbursements	925	88	837	920	83	837
Total revenues	2,968	568	2,400	2,803	403	2,400
Expenses						
Cost of vacation ownership products	260	44	216	260	44	216
Marketing and sales	527	96	431	513	82	431
Management and exchange	259	106	153	190	37	153
Rental	281	52	229	277	48	229
Financing	65	15	50	64	14	50
General and administrative	198	77	121	-	-	-
Depreciation and amortization	62	38	24	37	17	20
Litigation settlement	46	-	46	46	-	46
Royalty fee	78	14	64	78	14	64
Cost reimbursements	925	88	837	920	83	837
Total expenses	2,701	530	2,171	2,385	339	2,046
Gains (losses) and other income (expense), net	21	(3)	24	28	(2)	30
Interest expense	(54)	(2)	(52)	-	-	-
ILG acquisition-related costs	(127)	(32)	(95)	-	-	-
Other	(4)	-	(4)	(4)	-	(4)
Income before income taxes and noncontrolling interest	103	1	102	442	62	380
Provision for income taxes	(51)	(6)	(45)	-	-	-
Net income (loss)	52	(5)	57	442	62	380
Net income attributable to noncontrolling interests	3	3	-	1	1	-
Net income (loss) attributable to common shareholders	$ 55	$ (2)	$ 57	$ 443	$ 63	$ 380
Net income (loss) attributable to common shareholders	$ 55	$ (2)	$ 57	$ 443	$ 63	$ 380
Interest expense	54	2	52	-	-	-
Tax provision	51	6	45	-	-	-
Depreciation and amortization	62	38	24	37	17	20
EBITDA	222	44	178	480	80	400
Share-based compensation	35	14	21	7	2	5
Certain items before provision for income taxes	162	41	121	24	4	20
Adjusted EBITDA	$ 419	$ 99	$ 320	$ 511	$ 86	$ 425

Non-GAAP Financial Measures

2017 and 2018 MVW Adjusted Development Margin

MARRIOTT VACATIONS WORLDWIDE SM

($'s in millions)	2018	2017
Consolidated contract sales	$ 1,073	$ 826
Less: Resales contract sales	(30)	(23)
Consolidated contract sales, net of resales	1,043	803
Plus:		
Settlement revenue [1]	26	15
Resales revenue [1]	12	8
Revenue recognition adjustments:		
Reportability	11	20
Sales Reserve	(64)	(52)
Other [2]	(38)	(37)
Sale of vacation ownership products	$ 990	$ 757
Less:		
Cost of vacation ownership products	(260)	(194)
Marketing and sales	(513)	(388)
Development margin	217	175
Revenue recognition reportability adjustment	(8)	(14)
Purchase price adjustments	3	-
Variable compensation expense related to the impact of the hurricanes	-	3
Adjusted development margin	$ 212	$ 164
Development margin percentage [3]	*21.9%*	*23.1%*
Adjusted development margin percentage	*21.6%*	*22.2%*

[1] Previously included in management and exchange revenue prior to the adoption of the Accounting Standards Update 2014-09 - *"Revenue from Contracts with Customers (Topic 606)"* ("ASU 2014-09"), as amended.

[2] 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.

[3] Development margin percentage represents Development margin divided by Sale of vacation ownership products. Adjusted Development margin percentage represents Adjusted development margin divided by Sale of vacation ownership products revenue after adjusting for revenue reportability.

Non-GAAP Financial Measures

2019 and 2022 Outlook - Adjusted EBITDA and Adjusted Free Cash Flow

MARRIOTT VACATIONS WORLDWIDE SM

(In millions)	2019		2022	
Adjusted EBITDA	**Low**	**High**	**Low**	**High**
Net income attributable to common shareholders	$ 214	$ 221	$ 426	$ 523
Interest expense[(1)]	132	132	125	125
Tax provision	108	111	194	227
Depreciation and amortization	142	142	150	150
EBITDA	596	606	895	1,025
Share-based compensation	38	38	37	37
Certain items[(2)]	116	136	(2)	(2)
Adjusted EBITDA	$ 750	$ 780	$ 930	$ 1,060

[(1)] Interest expense excludes consumer financing interest expense.

[(2)] 2019 certain items adjustment includes $80 million to $100 million of anticipated ILG acquisition costs, $26 million of asset impairments, $17 million of anticipated purchase price adjustments, $2 million of litigation settlements and $1 million of other severance costs, partially offset by $10 million of gains and other income.

(In millions)	2019		2020-2022 Cumulative	
Adjusted Free Cash Flow	**Low**	**High**	**Low**	**High**
Net cash provided by operating activities	$ 332	$ 362	$ 1,170	$ 1,210
Capital expenditures for property and equipment (excluding inventory):	(80)	(90)	(260)	(290)
Net securitization activity, including borrowings available from securitizing eligible vacation ownership notes receivable[(1)]	155	165	310	470
Subtotal	407	437	1,220	1,390
Adjustments:				
Inventory / other payments associated with capital efficient inventory arrangements	(31)	(31)	-	-
Certain items[(2)]	77	97	100	130
Change in restricted cash	(13)	(13)	(20)	(20)
Adjusted Free Cash Flow	$ 440	$ 490	$ 1,300	$ 1,500

[(1)] Represents the net change in borrowings available from the securitization of eligible vacation ownership notes receivable between the end of each period.

[(2)] 2019 certain items adjustment includes $80 million to $100 million of anticipated ILG acquisition costs and $25 million of litigation settlement payments, partially offset by $12 million of prior year Legacy-ILG net tax refunds, $7 million from business interruption proceeds and $3 million from the recovery of a portion of the fraudulently induced electronic payment disbursements made in 2018. 2020-2022 cumulative certain items adjustment includes $100 million to $130 million of anticipated ILG-acquisition.costs.