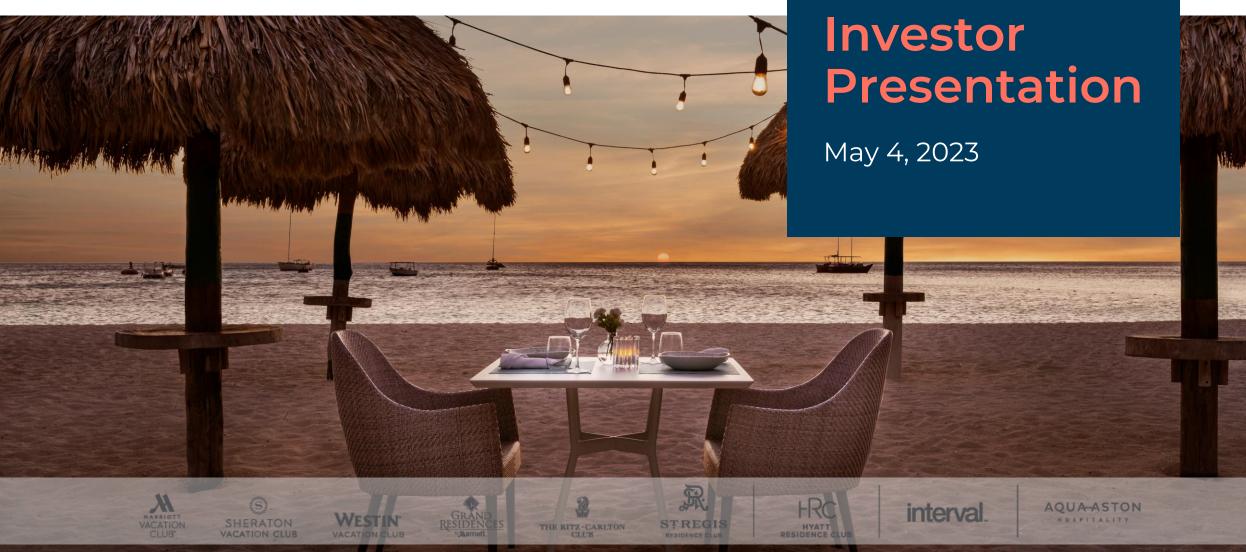
#### MARRIOTT VACATIONS WORLDWIDE



# **Forward-Looking Statements**

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

This presentation and accompanying schedules contain "forward-looking statements" within the meaning of federal securities laws, including statements about expectations for future growth and projections for full year 2023. Forward-looking statements include all statements that are not historical facts and can be identified by the use of forward-looking terminology such as the words "believe," "expect," "plan," "intend," "anticipate," "estimate," "predict," "potential," "continue," "may," "might," "should," "could" or the negative of these terms or similar expressions. We caution you that these statements are not guarantees of future performance and are subject to numerous and evolving risks and uncertainties that we may not be able to predict or assess, such as: the effects of the COVID-19 pandemic or future health crises, including their short and longer-term impact on consumer confidence and demand for travel, and the pace of recovery following a future health crisis; variations in demand for vacation ownership and exchange products and services; worker absenteeism; price and wage inflation; global supply chain disruptions; volatility in the international and national economy and credit markets; impact of the current or a future banking crisis; the ongoing war 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 impact of rising interest rates; political or social strife; difficulties associated with implementing new or maintaining existing technology; changes in privacy laws, and other maters referred to under the heading "Risk Factors" in our most recent Annual Report on Form 10-K, and which may be updated in our periodic filings with the U.S. Securities and Exchange Commission. All forward-looking statements in this presentation are made as of the date of this presentation and we undertake no obligation to publicly update or revise any forward-looking statement,

**Non-GAAP Financial Measures.** 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.

**Alignment.** In the third quarter of 2022, in connection with the unification of our Marriott-, Westin-, and Sheraton-branded vacation ownership products under the Abound by Marriott Vacations program, we aligned our contract terms for the sale of vacation ownership products, resulting in the prospective acceleration of revenue from the sale of Marriott-branded vacation ownership interests. In addition, in the third quarter of 2022 we aligned our reserve methodology on vacation ownership notes receivable for these brands, resulting in a decrease in the reserve for the acquired notes offset by an increase in the reserve for the originated notes. Together, these changes are herein referred to as the "Alignment."

**Brands.** 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.



# Driving Sustained Long-Term Growth

Unique and resilient business model

Consistent and sustainable growth

# **Leading Provider of Vacation Experiences**

# Vacation Ownership – ~85% of AJusted EBITDA Contribution\* • Sales of vacation ownership products & financing • Management & rentals 7 >120 Iconic Brands -120 Resorts Owner Families Upper Upscale Resorts Iconic Brands Imagement Optimization Iconic Brands Imagement Optimization Imagement Optimization

Exchange and Third-Party Management – ~15% of Adjusted EBITDA Contribution\*

Exchange
 • Third-party management

**~1.6M** Interval International Members







Premier

Exchange Company



>90

**Countries and Territories** 



All values as of 12/31/2022 and Adjusted EBITDA contribution based on FY 2022 and is adjusted for the \$51M impact of the Alignment. \*Adjusted EBITDA contribution and Adjusted EBITDA as Adjusted for the Alignment are non-GAAP measures. For definition and reconciliation, please see appendix or page 2.

# **Evolving and Resilient Business Model**

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				£ .	all and the second second	
1	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	181 N
Inflation	Capital intensive weeks-based product	•	Little near-term construction Limited exposure to variable rate debt	=	High margins and free cash flow	100
				-	The second second	

# Large and Attractive Addressable Market and Customer Base

#### **Vacation Ownership**







FICO score



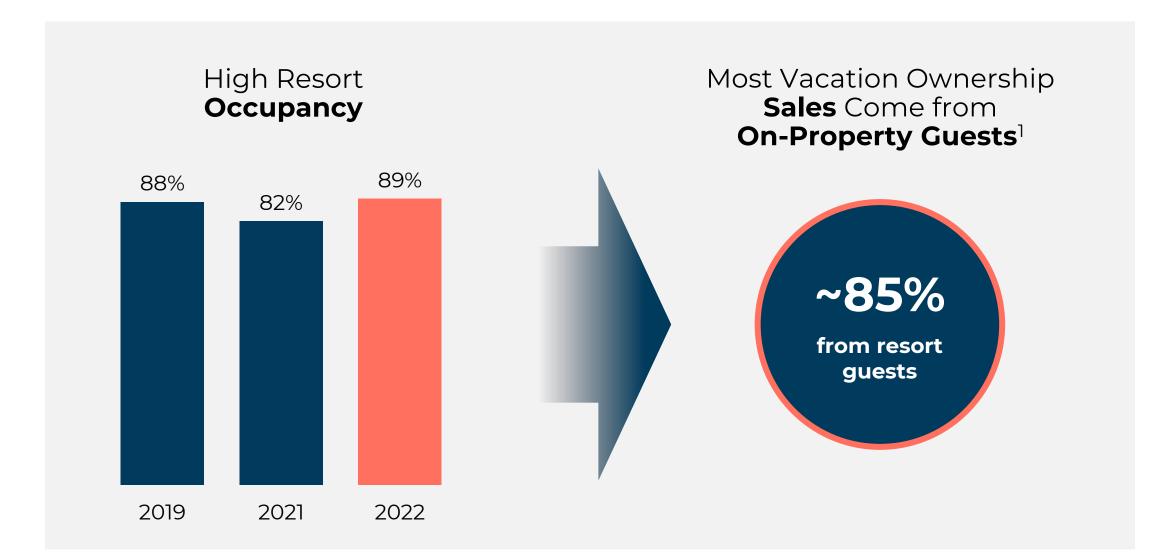




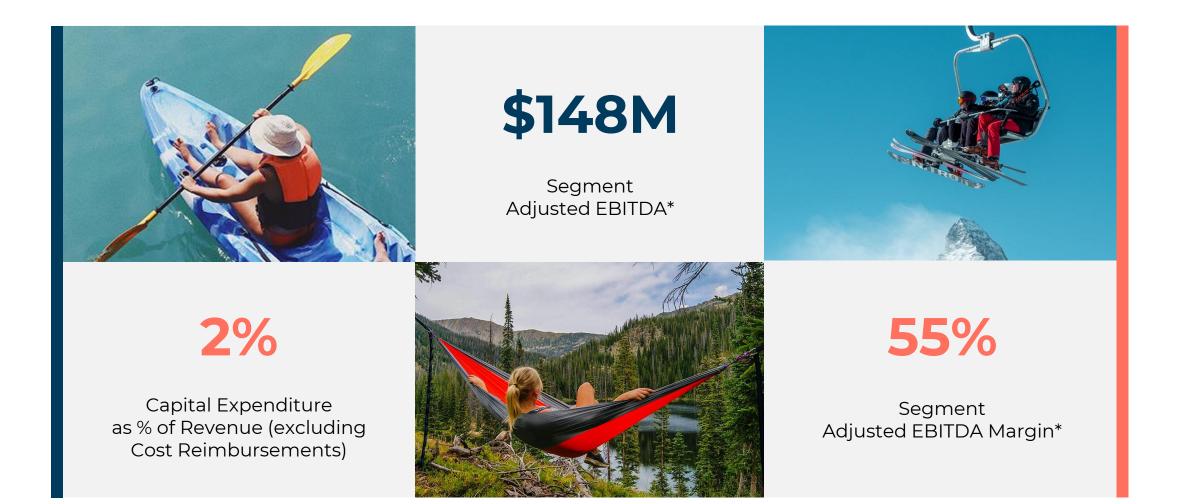
Median net worth



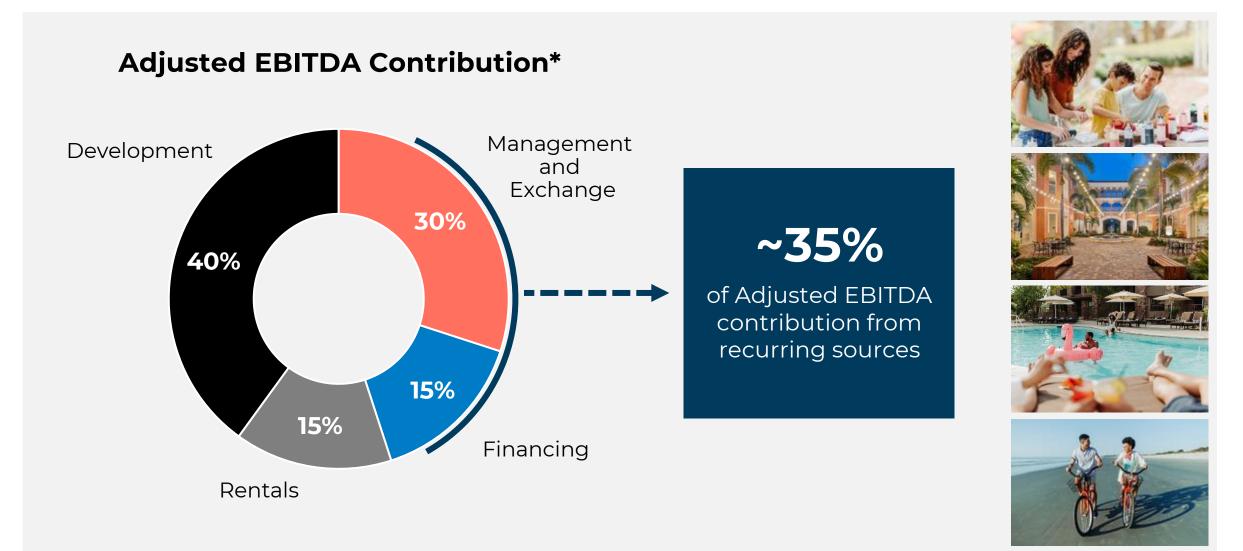
## **On-Site Guests Drive Sales**



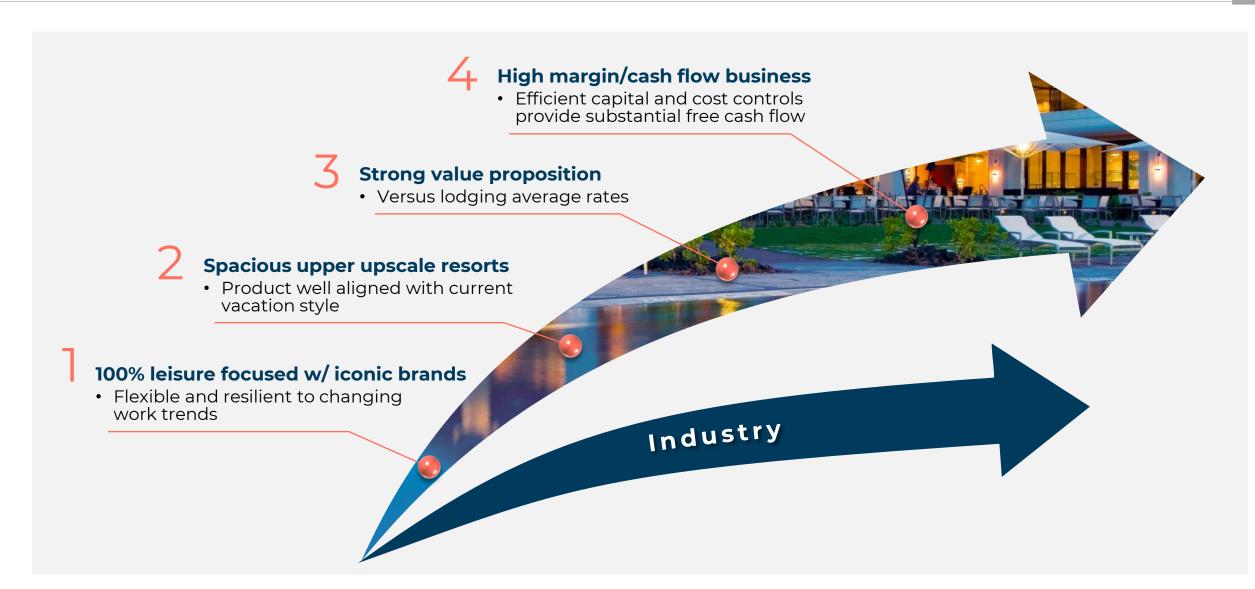
# High-Margin Exchange and Third-Party Management Business with Low Capital Intensity



# Substantial Adjusted EBITDA from Recurring Sources



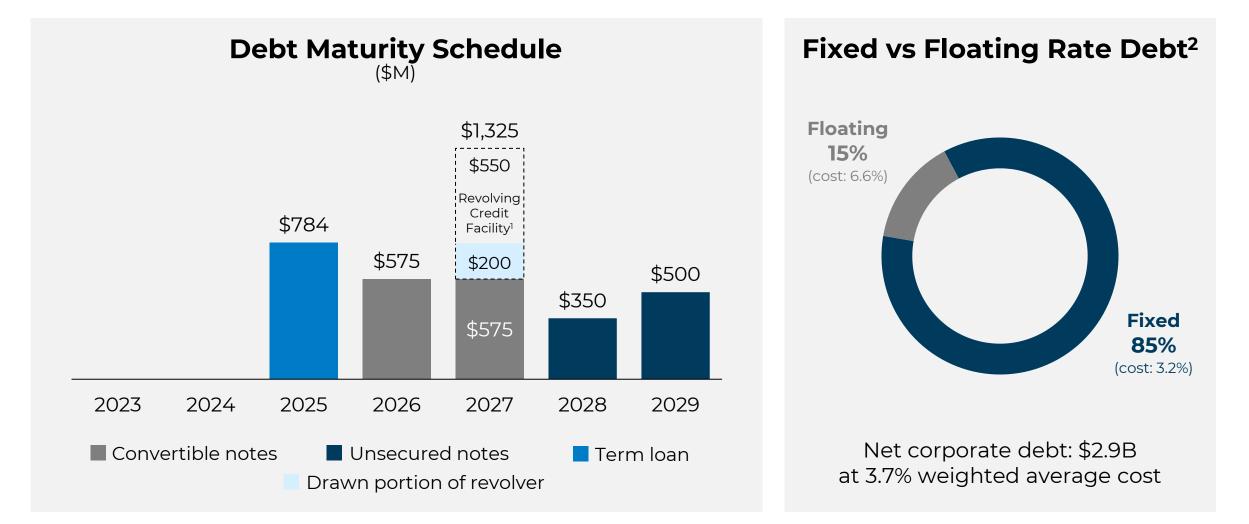
# Well Positioned To Continue Rapid Growth



As of March 31, 2023



# **Conservative Balance Sheet with Interest Rates Primarily Fixed**

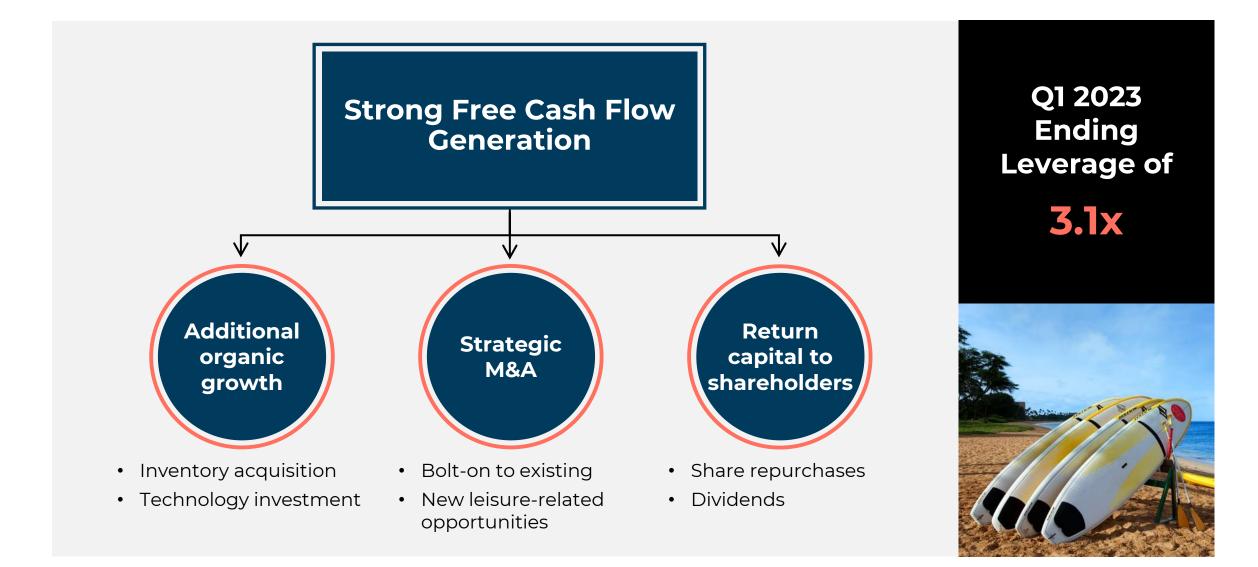


All numbers as of 3/31/2023 and exclude finance leases, non-interest-bearing note for Bali, and non-recourse securitized debt. Net corporate debt is net of unamortized debt issuance costs.

1. Excludes \$1 million of outstanding Letters of Credit.

2. Fixed rate includes hedged portion of Term Loan B, \$250 million of which will mature in September 2023 and \$300 million of which will mature in April 2024.

# **Disciplined Capital Allocation Model**



## Well Positioned to Face Recessionary Challenges

#### Strong customer base

- Vacations are "pre-paid" driving high resort occupancy rates
- The Interval International exchange model performs well in typical recessionary periods
- Minimal inventory commitments and debt maturities for the next few years
- Seasoned notes receivable pool
- Ability to adjust sales incentives





# Driving Sustained Long-Term Growth

# Unique and resilient business model

Consistent and sustainable growth

# **Three-Point Growth Strategy**

Drive growth through continued transformation of our products

5~-

Leverage technology to expand our businesses and new product offerings

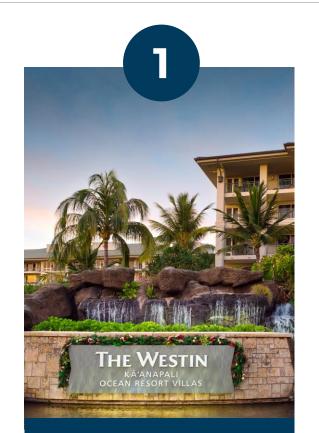
2

Disciplined use of free cash flow

3

5

# **Driving Vacation Ownership Growth**



Leveraging our Brands to Drive Growth





Integrate Digital Experience & Enhance Service for Next Generation of Travelers

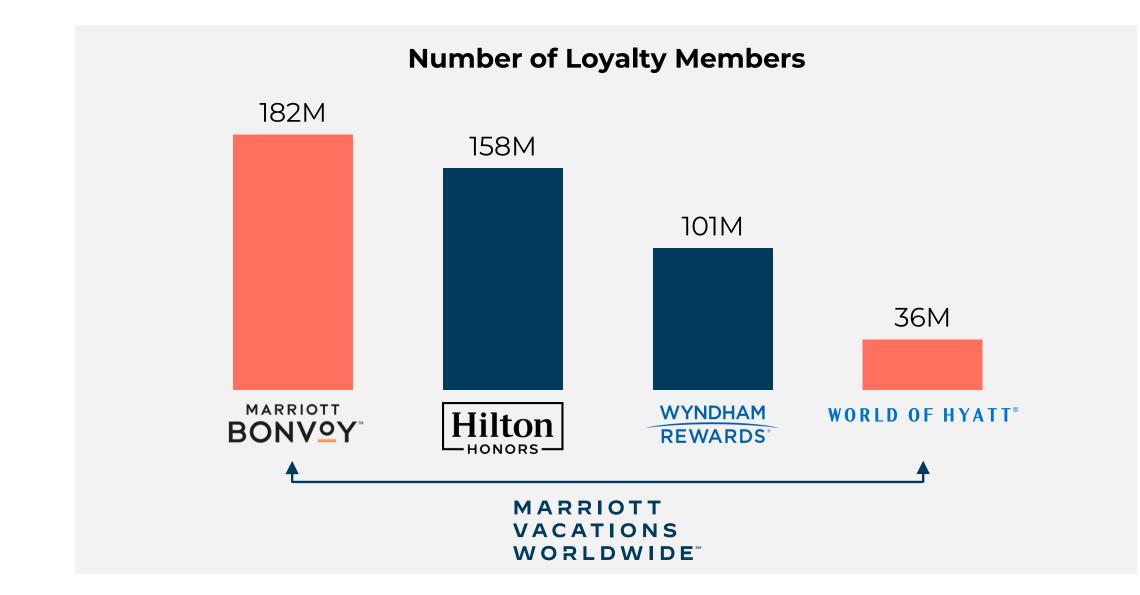


Technology-Driven Sales and <u>Marketing</u> Growth



High Owner Engagement with Customer-Driven Product Strategies

## Vacation Ownership Growth Strategy #1 Leveraging Strong License Relationships



## Vacation Ownership Growth Strategy #1 Global Footprint in Premium Locations

	MARRIOTT VACATION CLUB"	WESTIN <sup>®</sup> VACATION CLUB	SHERATON VACATION CLUB	HRC. Hyatt residence club
Scottsdale, AZ	V	V	V	
Orlando, FL		_	V	
Maui, HI		V		V
Oahu, HI	V			
Big Island, HI	V	_		
Kauai, HI	V	V	V	
Las Vegas, NV	V			
New York, NY				
Aruba	V			
Cancun, Mexico		V		
Los Cabos, Mexico		V		V
Asia Pacific				

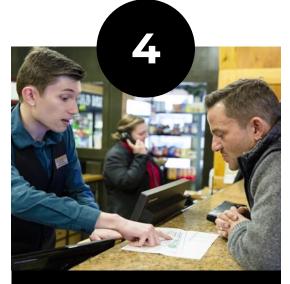
Hyatt Residence Club includes Sirena del Mar, a Legacy Welk resort in Los Cabos, which is expected to be rebranded.

## Vacation Ownership Growth Strategy #1 Transforming Hyatt Vacation Ownership Business







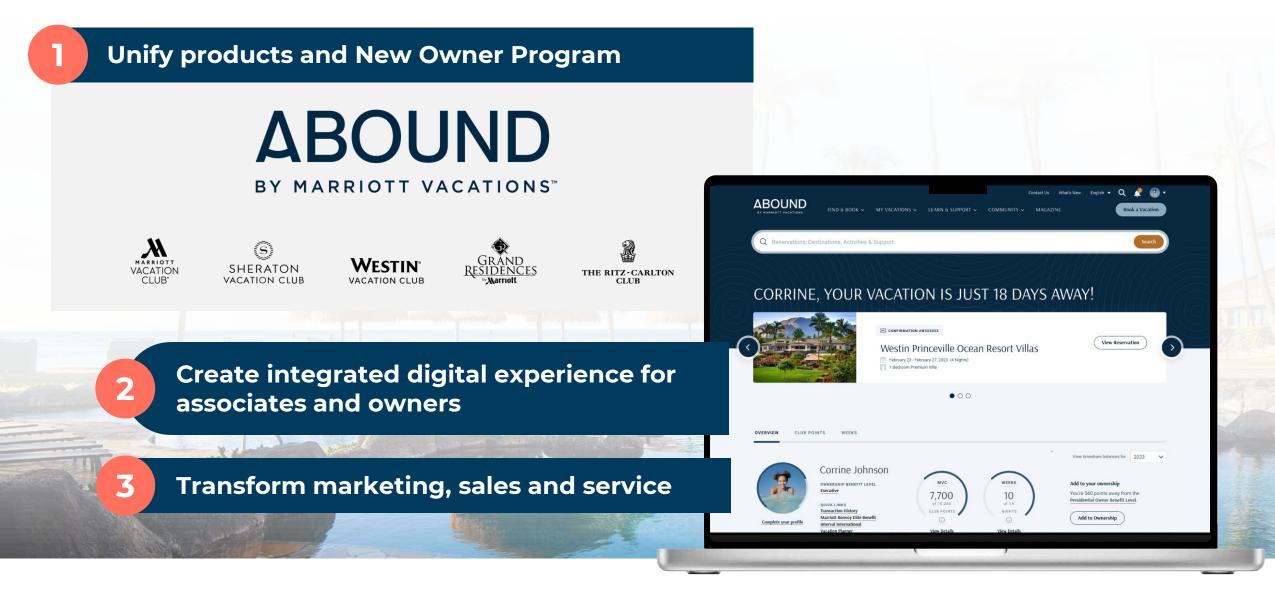


Implement best practices

## Product enhancements

Capitalize on development opportunities Optimize marketing channels

## Vacation Ownership Growth Strategy #2 Vacation Next – Multi-Year Transformation for Key Advantages



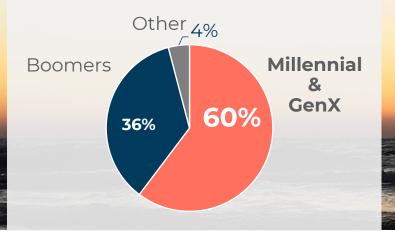
# Vacation Ownership Growth Strategy #3 Initiatives to Optimize Direct Marketing



## Vacation Ownership Growth Strategy #4 Focusing on First Time Buyer Growth

## Increasing Sales to Younger Generations<sup>1</sup>







## **Growing New Owners**<sup>2</sup>

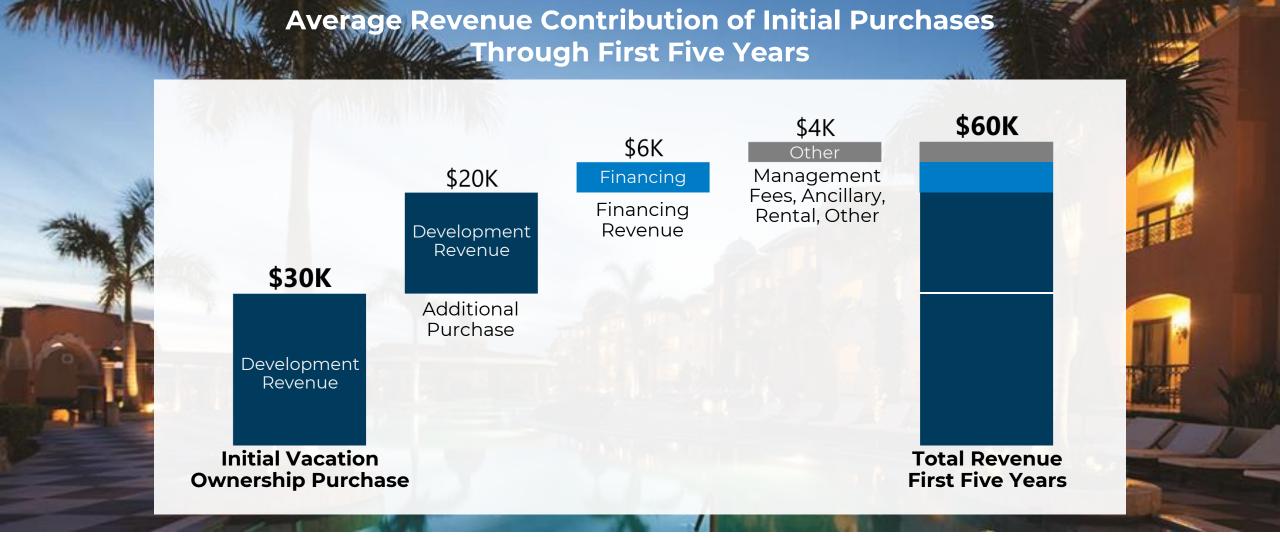


~140K First-time buyers added since 2016

1. FY 2022 contract sales. First time buyers only.

2. 2016 – 2022. Includes legacy Welk since acquisition.

## Vacation Ownership Growth Strategy #4 Adding Highly Engaged New Owners Drives Revenue Growth



# Exchange & Third-Party Management Business Growth Strategies





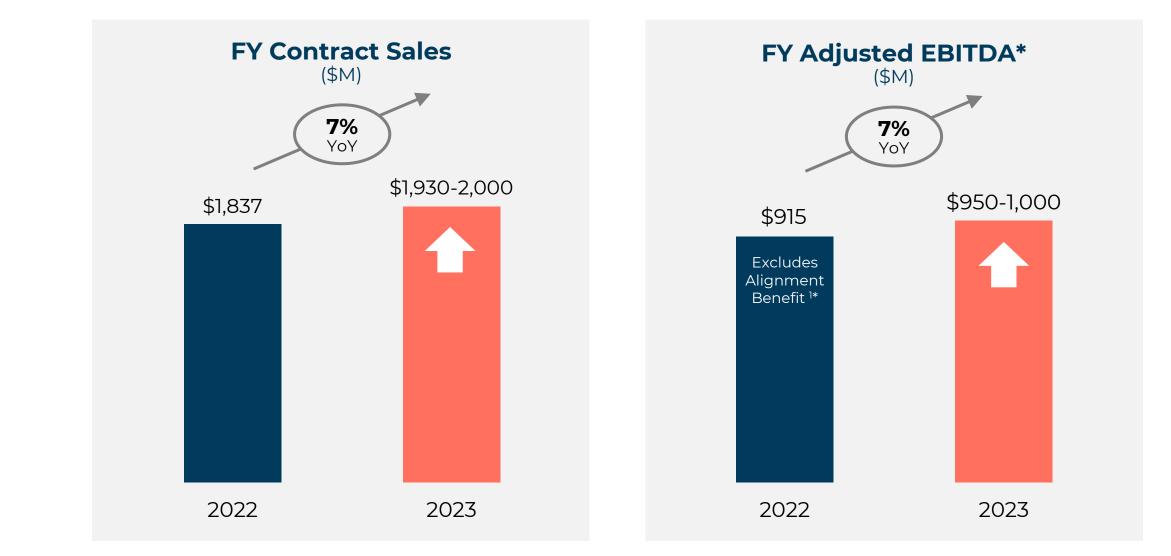


# Expand distribution channels



Grow affiliations and management contracts

# Strong Contract Sales and Adjusted EBITDA Growth



CAGRs calculated using the 2023 midpoint. 1. Excludes \$51 million of Alignment benefit. Including the Alignment, FY 2022 Adjusted EBITDA was \$966 million.

\*Adjusted EBITDA and the Alignment are non-GAAP measures. For definition and reconciliation, please see appendix.

# Expect to Generate Substantial Adjusted Free Cash Flow in 2023

(\$M)	Low	High
Adjusted EBITDA*	\$950	\$1,000
Cash interest	(115)	(115)
Cash taxes	(190)	(205)
Corporate capital expenditures	(90)	(100)
Inventory	75	95
Financing activity and other	(30)	(5)
Adjusted Free Cash Flow*	\$600	\$670

\* Adjusted EBITDA and Adjusted Free Cash Flow are non-GAAP measures. For definition and reconciliation, please see appendix.

# Resilient, Well-Positioned Business Executing on Proven Strategy

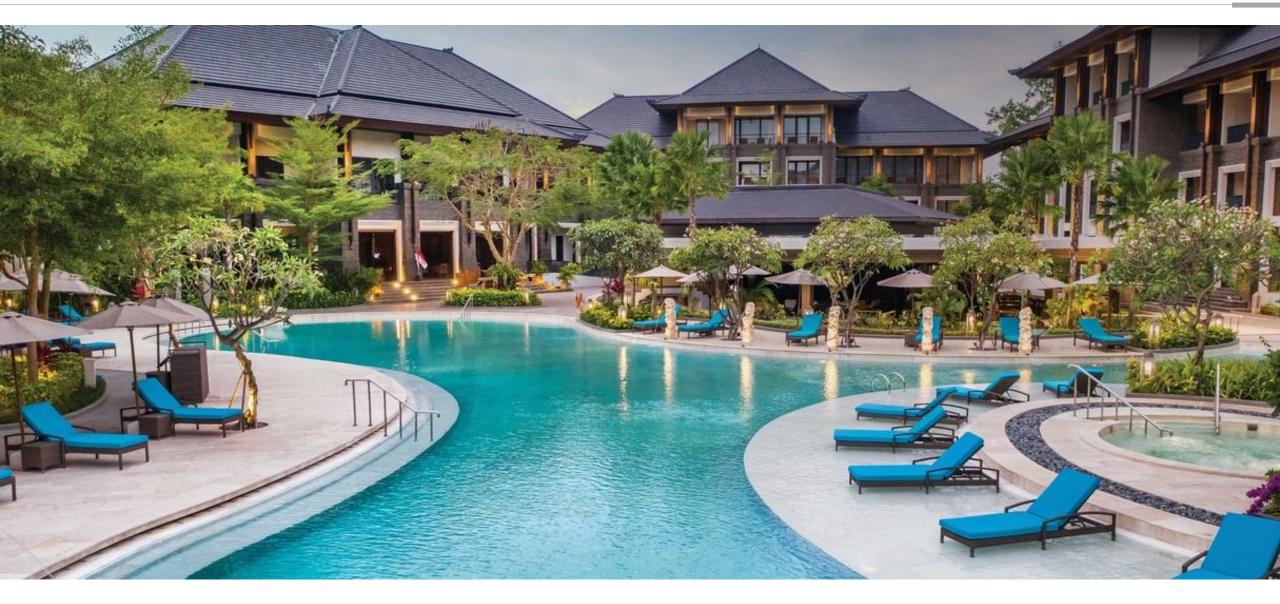
- Proven resilient business model
- Well-positioned products with iconic brands
- Rapid expansion through organic growth, acquisitions, and new product lines
- Enhancing value and efficiency with technology
- High-margin businesses yielding substantial adjusted free cash flow



# IN SUMMARY



# 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 have 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.

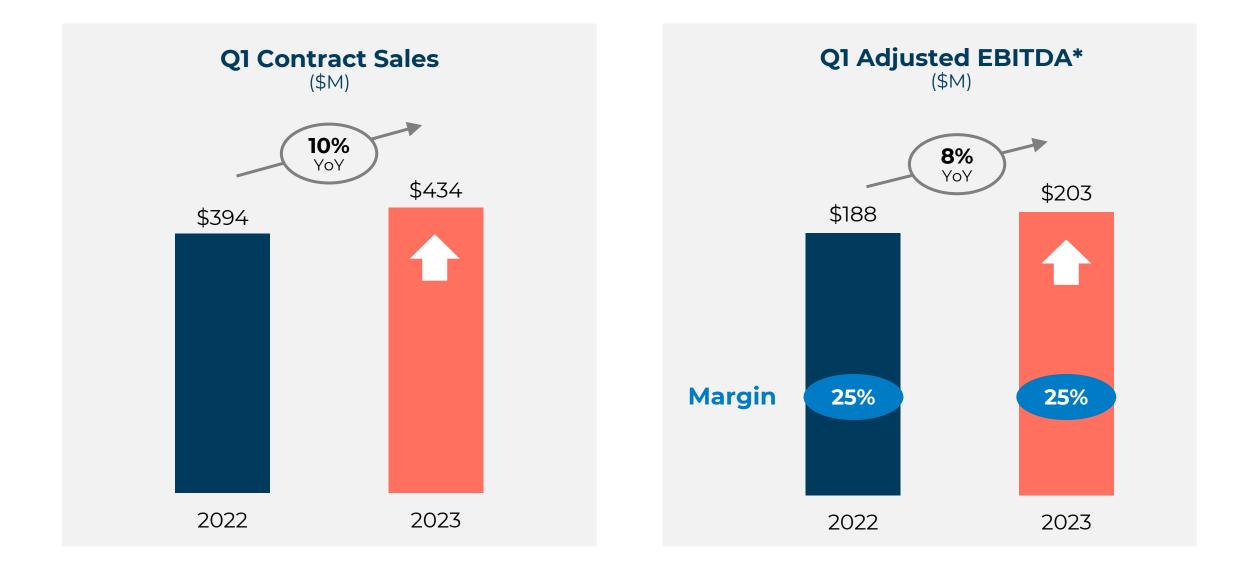
Earnings Before Interest Expense, Taxes, Depreciation and Amortization ("EBITDA") and Adjusted EBITDA. EBITDA, a financial measure that is not prescribed by GAAP, is defined as earnings, or net income or loss attributable to common shareholders, before interest expense, net (excluding consumer financing 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, aclculations, 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 EBITDA. We use to measure our ability to service debt, fund capital expenditures, expand our business, and return cash to shareholders. 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 vary considerably among companies. EBITDA and Adjusted EBITDA also exclude depreciation and amortization because companies utilize productive assets. These 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

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 our 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. 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.

Alignment. In the third quarter of 2022, in connection with the unification of our Marriott-, Westin-, and Sheraton-branded vacation ownership products under the Abound by Marriott Vacations program, we aligned our contract terms for the sale of vacation ownership products, resulting in the prospective acceleration of revenue from the sale of Marriott-branded vacation ownership interests. In addition, in the third quarter of 2022 we aligned our reserve methodology on vacation ownership notes receivable for these brands, resulting in a decrease in the reserve for the acquired notes offset by an increase in the reserve for the originated notes. Together, these changes are herein referred to as the "Alignment."

**Results as Adjusted**. In our presentation and schedules we provide "as adjusted" results for comparison. The "as adjusted" results exclude any impacts to our reported results on a GAAP basis due to the Alignment. We provide this "as adjusted" information because we believe that it facilitates the comparison of results from our on-going core operations before the impact of the Alignment. We believe that the "as adjusted" results provide useful information to assist with period-over-period comparisons of our on-going operations excluding any impact from the Alignment.

## **Robust Q1 Contract Sales and Adjusted EBITDA Growth**



(In millions)	2023			
Consolidated Adjusted EBITDA	L	.ow	ŀ	ligh
Net income attributable to common shareholders Interest expense Provision for income taxes Depreciation and amortization	\$	410 140 175 130	\$	445 140 190 130
<b>EBITDA</b> Share-based compensation		855 37		905 37
Certain items Litigation charges Transaction and integration costs Impairment charges Miscellaneous other adjustments Purchase accounting adjustments		5 50 4 (21) 20		5 50 4 (21) 20
Adjusted EBITDA	\$	950	\$	1,000

#### (In millions)

Consolidated Adjusted EBITDA Margin	QI	2022	QI	2023
Net income attributable to common shareholders	\$	58	\$	87
Interest expense		27		34
Provision for income taxes		32		41
Depreciation and amortization		33	_	32
EBITDA		150		194
Share-based compensation		8		7
Certain items:				
ILG integration		25		9
Welk acquisition and integration		3		4
Transaction and integration costs		28		13
Early redemption of senior secured notes		-		10
Foreign currency translation		(1)		(2)
Insurance proceeds		(3)		(2)
Change in indemnification asset		-		(23)
Other		-		(4)
Gains and other income, net		(4)		(21)
Purchase accounting adjustments		3		2
Litigation charges		3		3
Impairment		-		4
Other		-		1
Adjusted EBITDA	\$	188	\$	203
Total revenues excluding cost reimbursements	\$	736	\$	804
Adjusted EBITDA margin	2	25%	2	25%

			F	Reportat	ole Seg	gments											
					As Adjusted <sup>(1)</sup>												
				Va	cation	E:	xchange &					VO and	Exchange		% Exchange &		
	Va	acation	2022		Ow	Ownership		Third-Party		Corporate		2022	& Third-Party		% Vacation	Third-Party	
(In millions)	Ow	Ownership Alignmen		nment	As Adjusted <sup>(1)</sup>		Ma	Management		and Other		Total	Management		Ownership	Management	
Net income attributable to common shareholders	\$	961	\$	(38)	\$	923	\$	132	\$	(702)	\$	353	\$	1,055			
Interest expense		-		-		-		-		118		118		-			
Provision for income taxes				(13)		(13)		-		191		178		(13.00)			
Depreciation and amortization		92				92		31		9	132			123			
EBITDA		1,053		(51)		1,002		163		(384)		781		1,165			
Share-based compensation		7		-		7		2		30		39		9			
Certain items <sup>(2)</sup>		(27)		-	_	(27)		(17)	_	139	_	95		(44)			
Adjusted EBITDA	\$	1,033	\$	(51)	\$	982	\$	148	\$	(215)	\$	915	\$	1,130	87%	13%	
Total revenues	\$	4,342	\$	(39)	\$	4,303	\$	291	\$	23		4,617	\$	4,594			
Less: cost reimbursements		(1,388)		-		(1,388)		(23)		44		(1,367)		(1,411)			
Total revenues excluding cost reimbursements	\$	2,954	\$	(39)	\$	2,915	\$	268	\$	67	\$	3,250	\$	3,183			
Adjusted EBITDA margin								55%									

(1) As adjusted for the impact of the Alignment, as defined in A-2.

(2) Certain items for combined company in 2022 consisted of \$125 million of transaction and integration costs (including \$82 million of ILG integration related costs, \$16 million of other integration costs, \$14 million of Welk Acquisition and integration related costs, and \$13 million of other transaction costs), \$11 million of purchase accounting adjustments, \$11 million of litigation charges, \$2 million of impairment charges, and \$6 million of miscellaneous other adjustments, partially offset by \$40 million of gains and other income, \$12 million of change in estimate relating to pre-acquisition contingencies, \$6 million of revenue associated with expired or forfeited deposits on pre-acquisition preview packages, and \$2 million of revenue associated with an early termination of a VRI management contract.

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.

	2022										
	Adjuste	ed EBITDA			Adjuste	ed EBITDA	Adjusted				
(In millions)	Cont	ribution	Aligr	nment	Contributior	h as Adjusted $^{(1)}$	Contribution % <sup>(1,2)</sup>				
Development profit	\$	522	\$	(32)	\$	490	39%				
Management and exchange profit		383		-		383	31%				
Rental profit		169		-		169	14%				
Financing profit		218		(19)		199	16%				
Total	\$	1,292	\$	(51)	\$	1,241	100%				

(1) As adjusted for the impact of the Alignment, as defined in A-2.

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

**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 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.

In millions)		20		23	
Adjusted free cash flow	Low		н	igh	
Net cash, cash equivalents, and restricted cash provided by operating activities	\$	382	\$	397	
Capital expenditures for property and equipment (excluding inventory)		(90)		(100)	
Borrowings from securitization transactions		1,130		1,215	
Repayment of debt related to securitization transactions		1,000)	(	(1,020)	
Securitized debt issuance costs		(12)		(12)	
Free cash flow		410		480	
Adjustments:					
Net change in borrowings available from the securitization of eligible vacation ownership notes receivable $^{(1)}$		120		120	
Certain items, net of taxes:					
Litigation charges		5		5	
Transaction and integration costs		80		80	
Change in restricted cash		(15)		(15)	
Adjusted free cash flow	\$	600	\$	670	

(1) Represents the net change in borrowings available from the securitization of eligible vacation ownership notes receivable between the 2022 and 2023 year ends.

# Thank you.