

Marriott Vacations Worldwide Corporation

November 2011



Forward-Looking Statements



This presentation contains “forward-looking statements” within the meaning of federal securities laws, including statements about future properties and their anticipated contributions to our operating results; the construction and sales pace for new properties, upcoming sales of timeshare mortgage notes, and similar statements concerning anticipated events that are not historical facts. 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; supply and demand changes 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” in our most recent Registration Statement on Form 10 filed with the U.S Securities and Exchange Commission, 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 November 7, 2011 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.

Throughout this presentation we report certain financial measures, each identified with the symbol "†," that are not prescribed or authorized by United States generally accepted accounting principles (“GAAP”). We discuss our reasons for reporting these non-GAAP measures and reconcile each to the most directly comparable GAAP measure at the end of these slides.

Introduction

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Stephen P. Weisz
President and
Chief Executive Officer



John E. Geller, Jr.
Executive Vice President and
Chief Financial Officer



Jeff Hansen
Vice President, Investor Relations



Transaction overview



Issuer	Marriott Vacations Worldwide Corporation								
Ticker	NYSE: VAC								
Shares outstanding	36.2 million ⁽¹⁾								
Distribution ratio	1 VAC share per 10 MAR shares								
Key dates	November							"When-issued" trading begins	November 8
	S	M	T	W	T	F	S	Road show	November 7 – 17
			1	2	3	4	5	Record date	November 10
	6	7	8	9	10	11	12	Dividend payment date	November 21
	13	14	15	16	17	18	19	"Regular-way" trading begins	November 22
	20	21	22	23	24	25	26	Public holidays	
	27	28	29	30				Key spin dates	

(1) Reflects shares estimated to be outstanding as of the dividend payment date.

Investment highlights

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Industry leader with established brands



Experienced management team and distinguished board of directors

Favorable long-term industry dynamics



Diversified revenue streams

Strong cash flow upside from built inventory and land



Optimized capital structure with financial flexibility

Maui Ocean Club Ka'anapali, Hawaii

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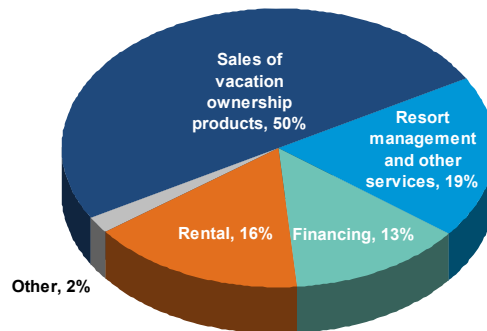
Who we are

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- Marriott Vacations Worldwide Corporation (“VAC”) is an industry leader in the upscale and luxury vacation ownership segments
 - over 400,000 owners
 - 64 vacation and resort destinations, globally
- With the spin-off, VAC will have exclusive rights to the Marriott and The Ritz-Carlton brand names as they pertain to the vacation ownership business
- For these exclusive, strategic and long-term rights, VAC will pay Marriott International an annual royalty fee
- Revenue is derived from diverse sources and nearly half is recurring and stable



GRAND RESIDENCES
BY Marriott



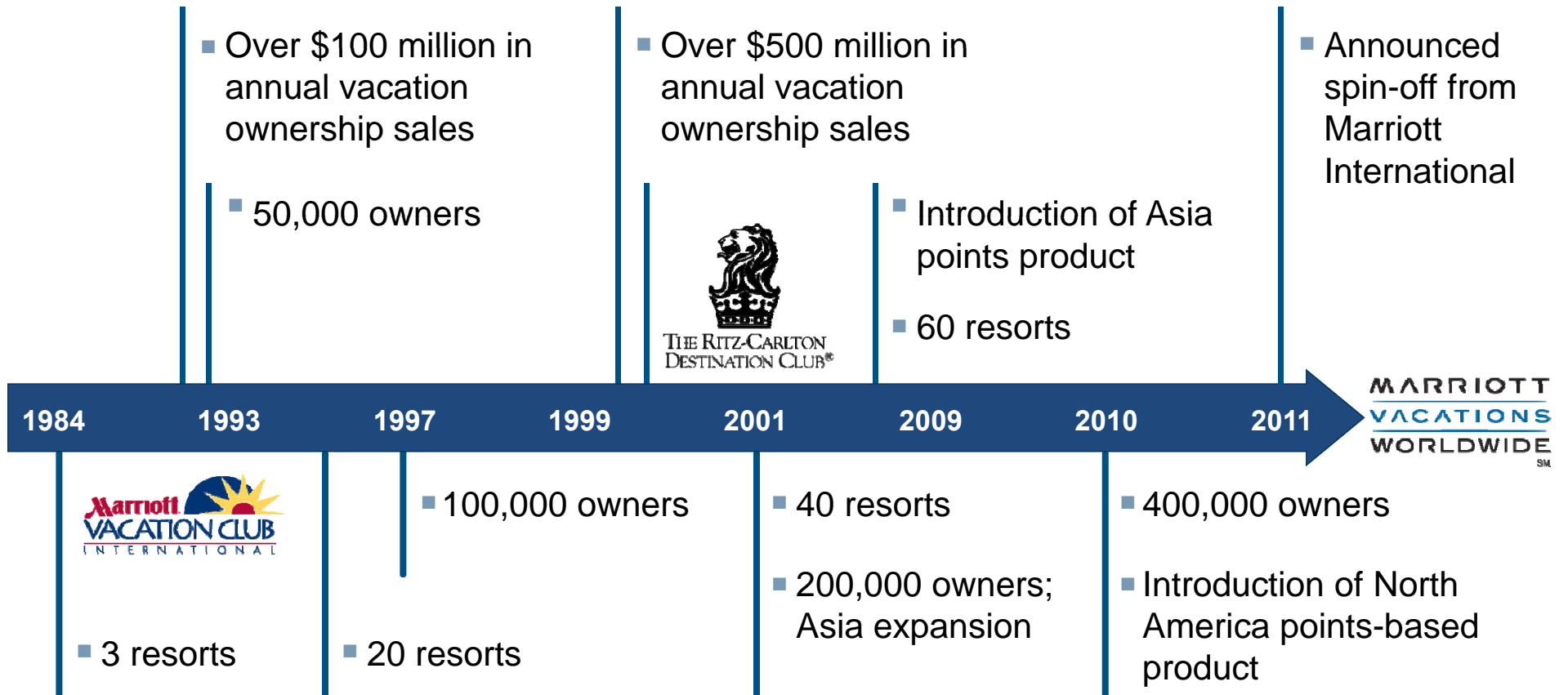
Total revenue^{(1)†}:
\$1.3 billion

(1) 2011E revenue, excluding cost reimbursements.









Long history of success

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Experienced management team



		Marriott tenure	
	Stephen P. Weisz, President and CEO	39 years	<ul style="list-style-type: none"> ■ President of VAC since 1996 ■ Serves as trustee of the American Resort Development Association
	John E. Geller, Jr., Executive Vice President and CFO	6 years	<ul style="list-style-type: none"> ■ Served in current role since 2009 ■ Previously served as the CFO of AutoStar Realty, and partner at Ernst & Young
	R. Lee Cunningham, Executive Vice President and COO, North America & Caribbean	29 years	<ul style="list-style-type: none"> ■ Held roles at property, regional and corporate levels ■ Served in current role since 2007
	Brian E. Miller Executive Vice President, Sales, Marketing and Service Operations	21 years	<ul style="list-style-type: none"> ■ More than 25 years of vacation ownership marketing and sales expertise ■ Served in current role since 2007
	Lani Kane-Hanan Executive Vice President and Chief Growth and Inventory Officer	11 years	<ul style="list-style-type: none"> ■ Served in current role since 2009 ■ Before joining Marriott, spent 14 years in public accounting and advisory firms
	James H. Hunter, IV Executive Vice President and General Counsel	17 years	<ul style="list-style-type: none"> ■ Served in current role since 2006 ■ Before joining Marriott, Mr. Hunter was an associate at the law firm of Davis, Graham & Stubbs in Washington, D.C.

Distinguished Board of Directors



William J. Shaw, Chairman

Retired Vice Chairman, Marriott International, Inc.; Former President and COO, Marriott International, Inc.



Raymond L. "Rip" Gellein, Jr.

Chairman of the Board, Strategic Hotels and Resorts, Inc.; Retired President, Global Development Group of Starwood Hotels and Resorts Worldwide; Former Chairman and CEO, Starwood Vacation Ownership, Inc.



Deborah Marriott Harrison

Senior Vice President, Government Affairs, Marriott International, Inc.



Thomas J. Hutchinson III

Chairman, Legacy Hotel Advisors, LLC and Legacy Healthcare Properties, LLC; Former CEO of CNL Hotels & Resorts



Melquiades R. (Mel) Martinez

Regional Chairman of JPMorgan Chase for Florida, Mexico, Central America and the Caribbean; Former United States Senator from Florida; Former Secretary of HUD



William W. McCarten

Chairman, DiamondRock Hospitality Company; Former CEO of HMS Host Corporation



Stephen P. Weisz

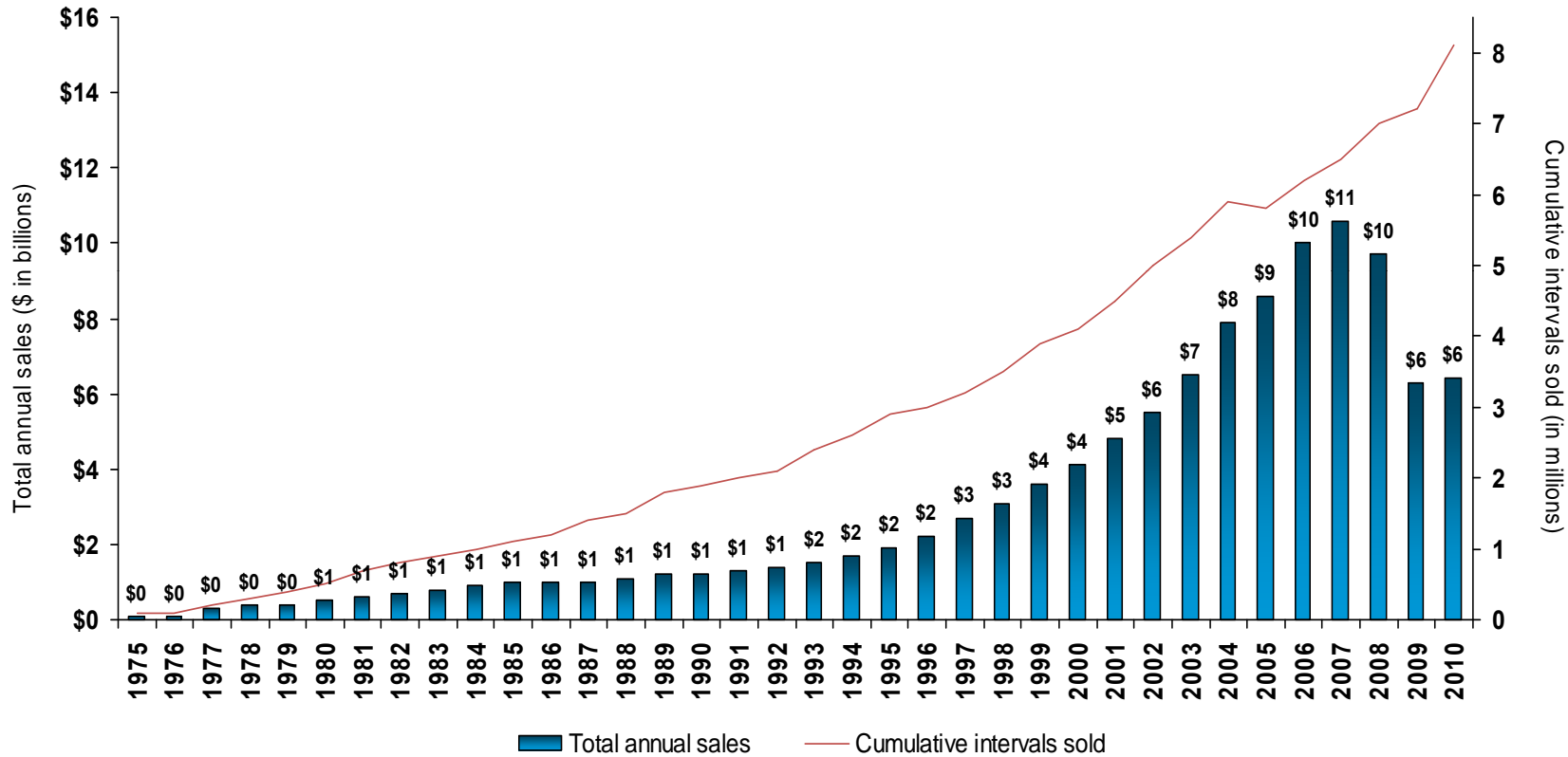
President and Chief Executive Officer, Marriott Vacations Worldwide Corporation

Timber Lodge South Lake Tahoe, California

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Favorable industry dynamics



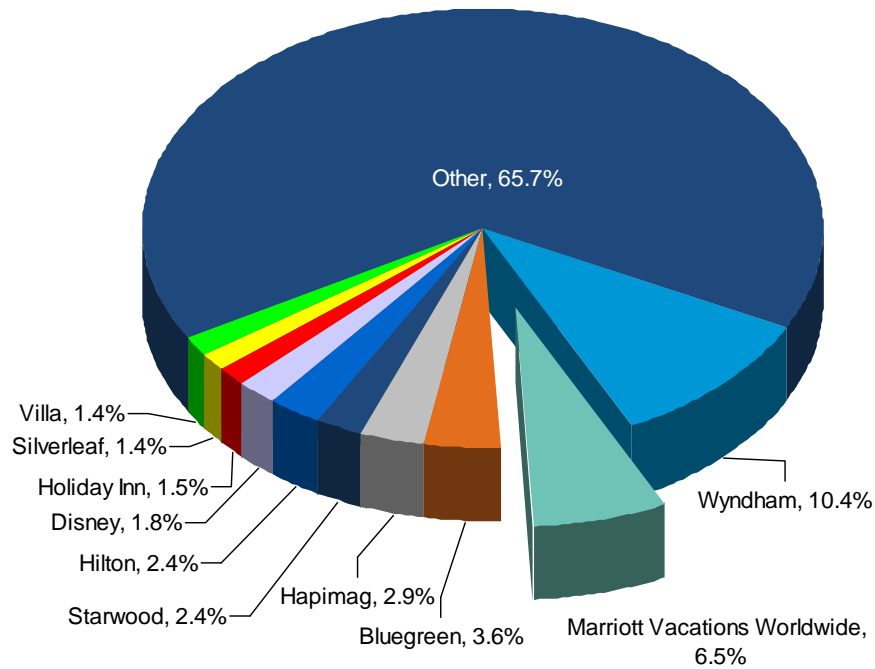
The size of the target demographic market and current number of vacation owners would imply an 8% penetration rate with potential for meaningful upside

Source: ARDA

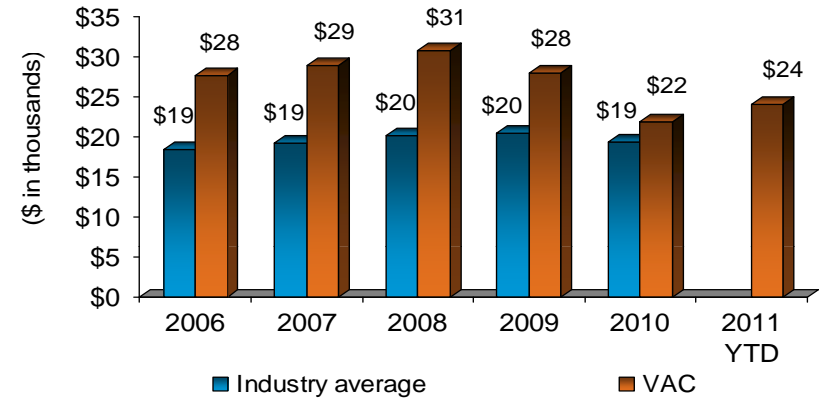
Quality leader in a fragmented industry



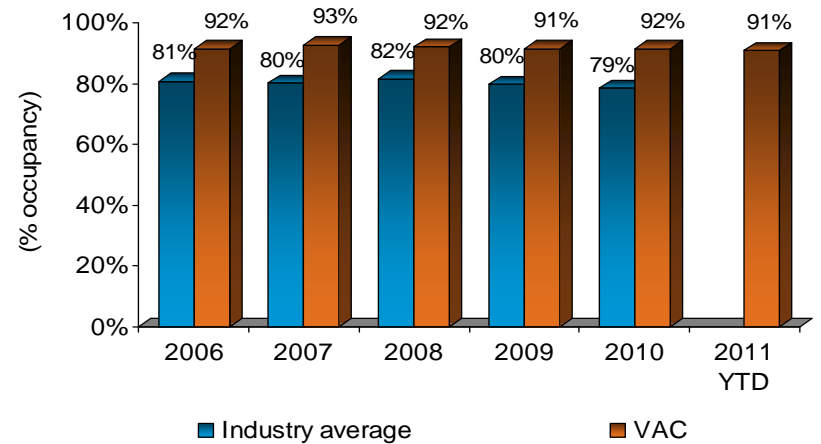
2010 timeshare units



Sales price per contract



Occupancy



Note: VAC reflects North America sales per contract and occupancy.
2011 YTD industry data for sales per contract and occupancy not currently available.

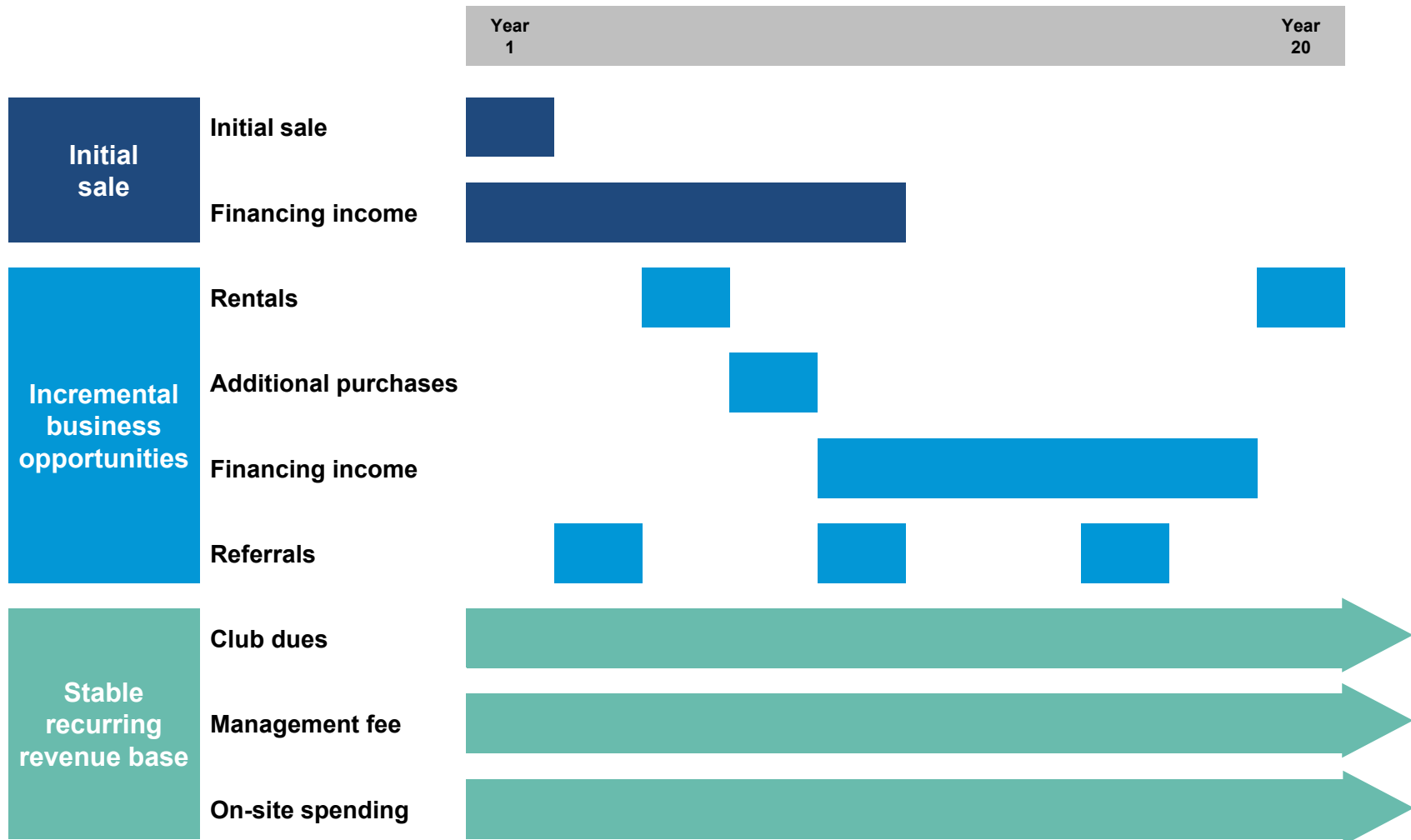
Source: Company filings, Vacation Ownership World Magazine – April 2011, ARDA

Shadow Ridge Palm Desert, California

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Economics of a timeshare consumer

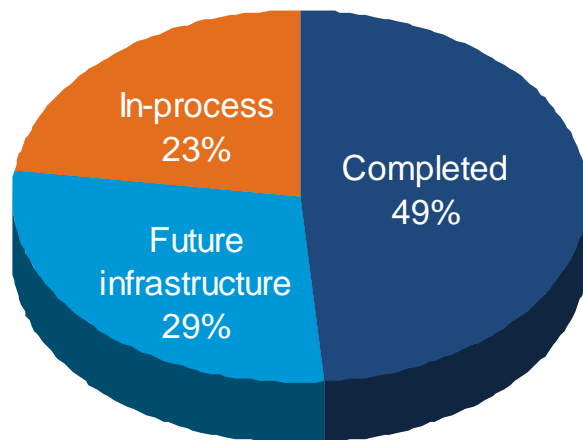


Note: Case study of hypothetical consumer that finances their purchase through VAC.

Existing inventory drives growth

- Modest near-term inventory spending requirements will allow VAC to harvest cash flow
- VAC expects its points-based programs will allow the Company to more effectively manage inventory by aligning spending with sales pace and future development needs
- Potential land and bulk inventory sales could also generate meaningful cash proceeds

Total inventory



Total inventory: \$1.0 billion

North America inventory

(\$ in Millions)

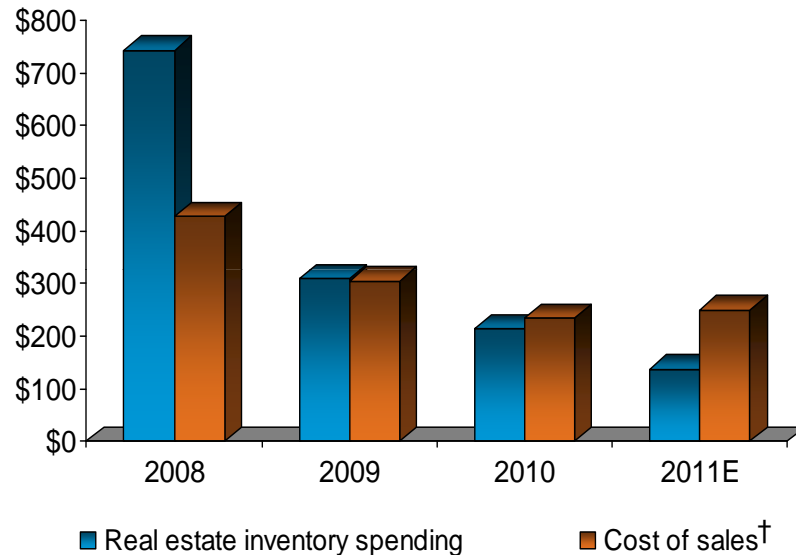
	Year End 2011E		Estimated Future Contract Sales
	Incurred	Potential Spend	
Completed	\$ 320	-	\$ 840
Under construction	230	-	930
Cost to complete	-	125	
Future phases	275	-	4,230
Cost to complete	-	1,335	
Total North America	\$ 825	\$ 1,460	\$ 6,000

Note: As of 9/17/2011.

Capital efficient points product

(\$ in millions)

Optimization for sale



Note: Real estate inventory spending does not include non-capitalizable expenses associated with Cost of Vacation Ownership Products. Cost of sales reflects real estate inventory costs.

- Consumers buy the system rather than location
- Broader appeal
- Ability to sell indefinitely at all galleries
- Streamlined sales and marketing process
- Over **365,000** owners with **550,000** weeks

Note: All figures as of third quarter 2011 and include North America owners only.



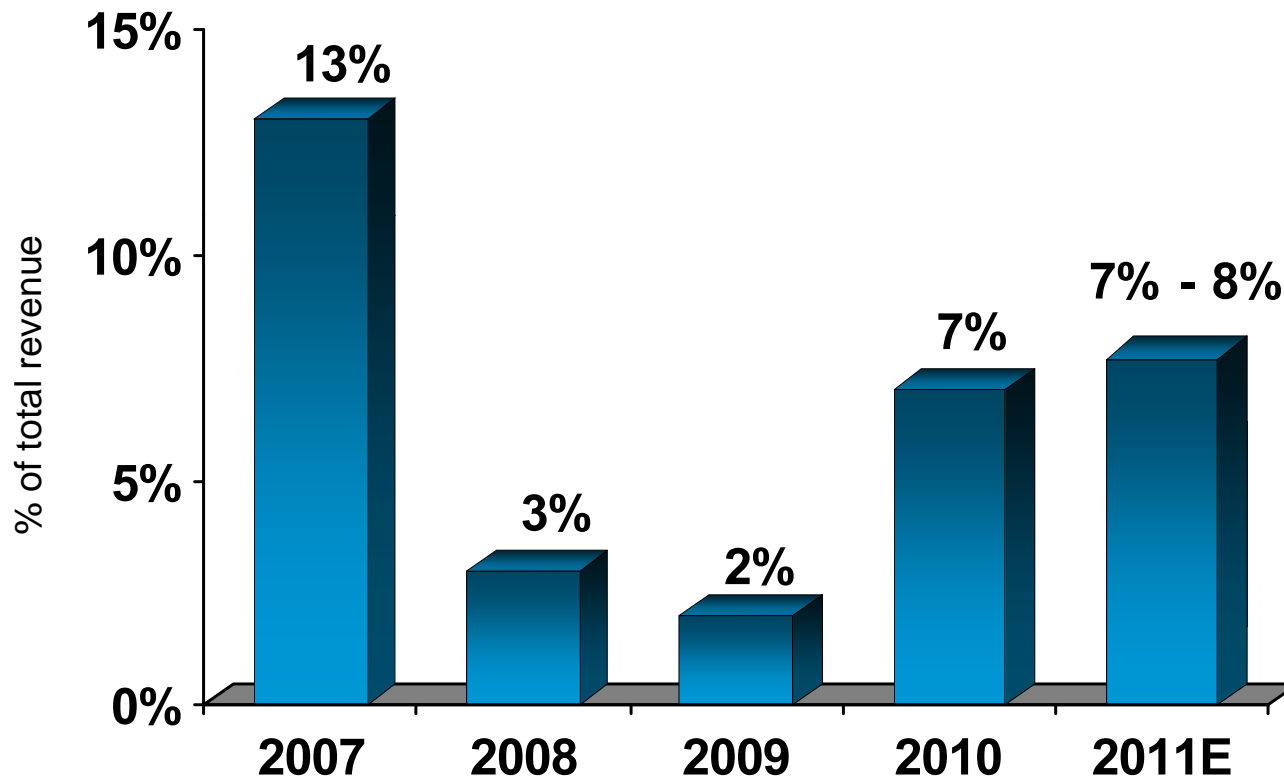
Kauai Beach Club Lihue, Kauai

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Growing margins through a balanced approach to profitability

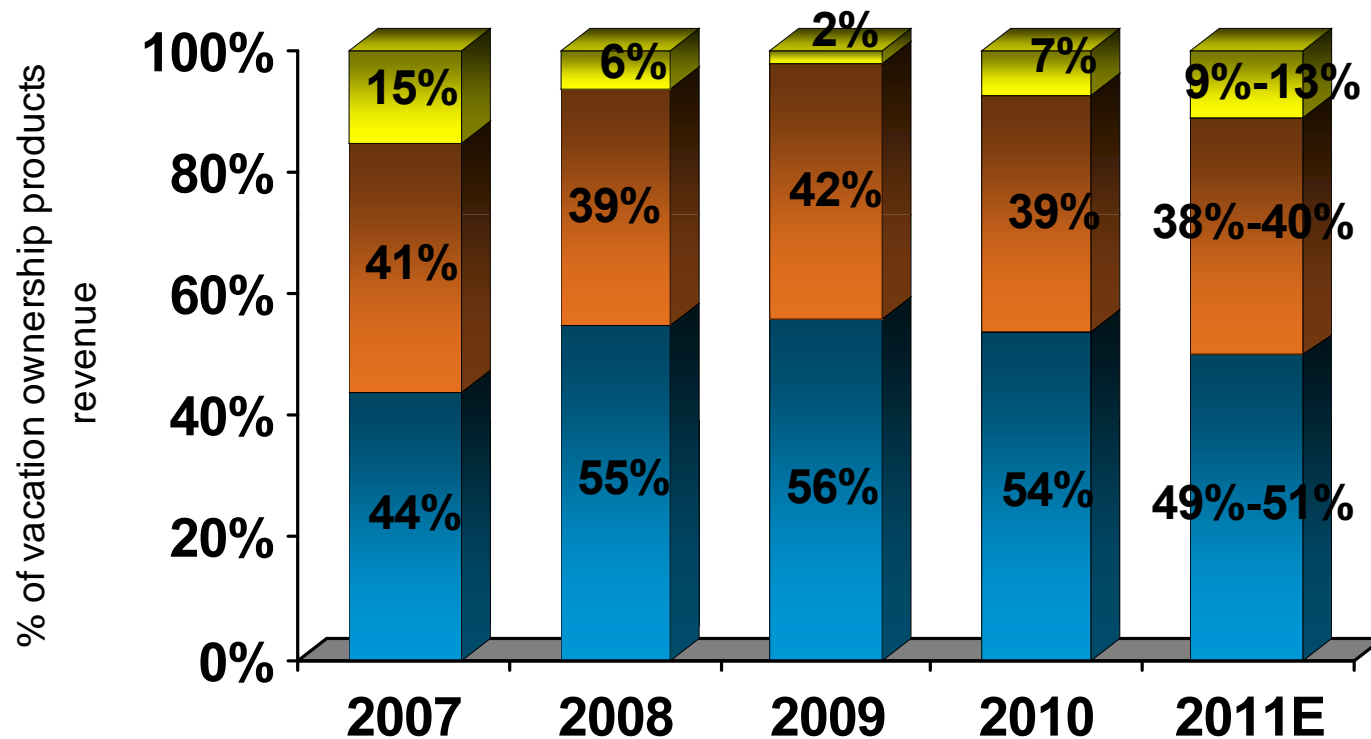
Adjusted EBITDA margins†



Note: Pro forma for Marriott royalty fees.

Improving product cost and marketing and sales margins

Development margins

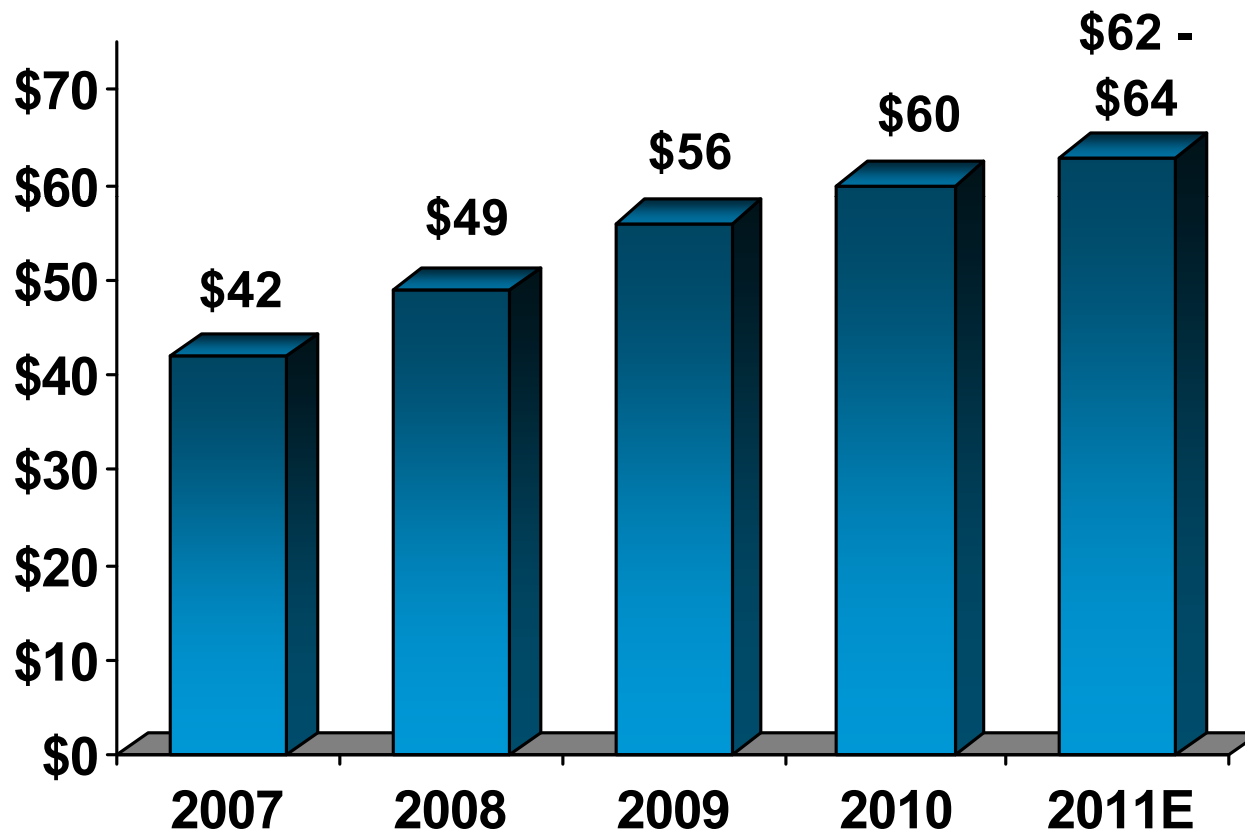


■ Marketing & sales cost ■ Product cost ■ Development margin

Note: Sales of vacation ownership products revenue, net of expenses is sales of vacation ownership products revenue less cost of vacation ownership products expense and marketing and sales expense.

Recurring management fee revenue

(\$ in millions)

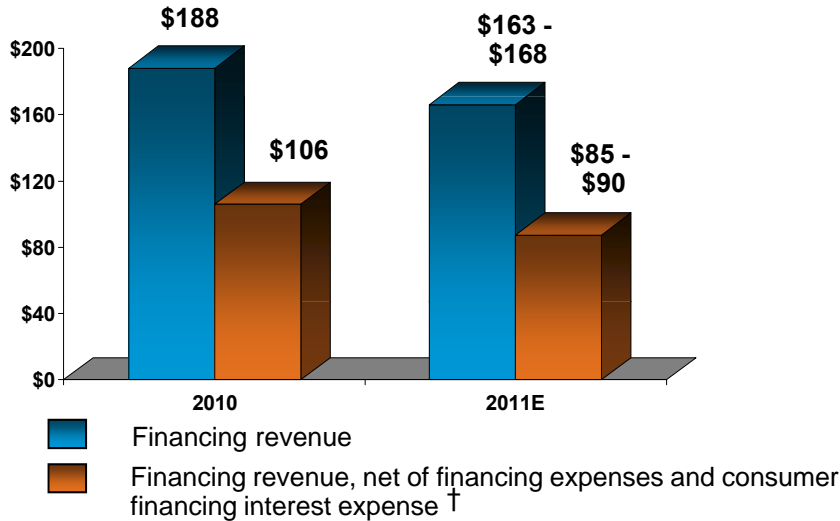


14%
CAGR
from 2001
to 2011

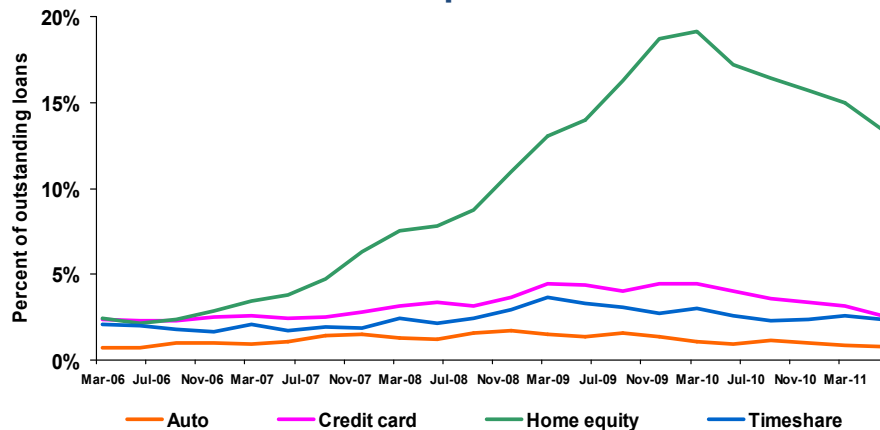
Profitable consumer financing

(\$ in millions)

Financing activity



Delinquencies



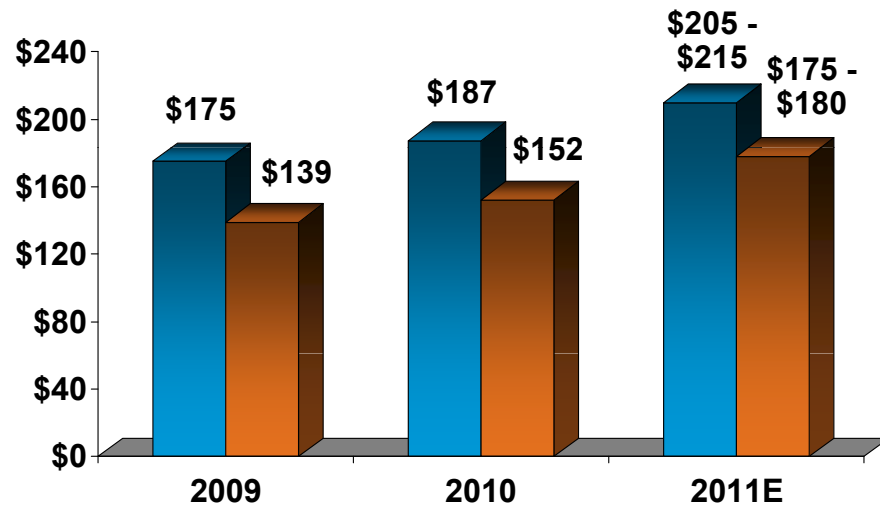
Note: +60 Days Delinquency experience.
Source: RBS and Moody's

- Typical loan coupon → 12.5% - 13.5%
- No prepayment penalties
- Convenient and easy
 - Low monthly payments ≈ \$315
- Average term → 10 years
- Minimum downpayment → 10%
- Average FICO score → 737

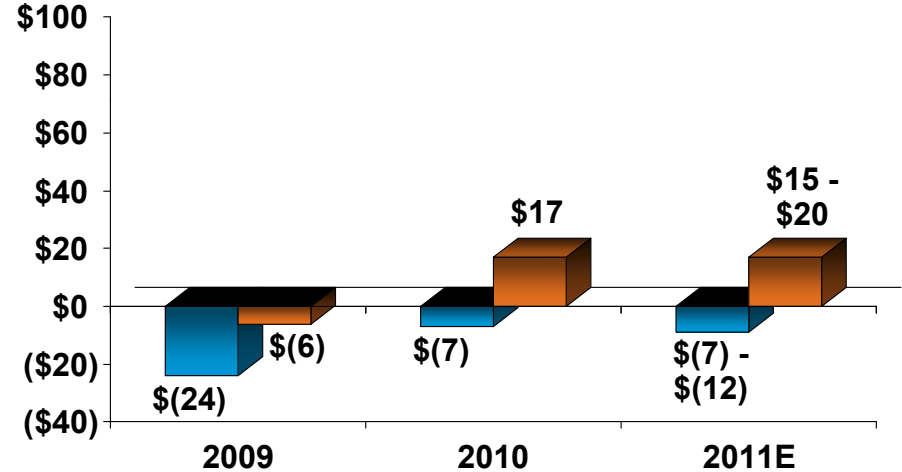
Improving rental results

(\$ in millions)

Rental revenue



Rental revenue, net of expenses



All segments

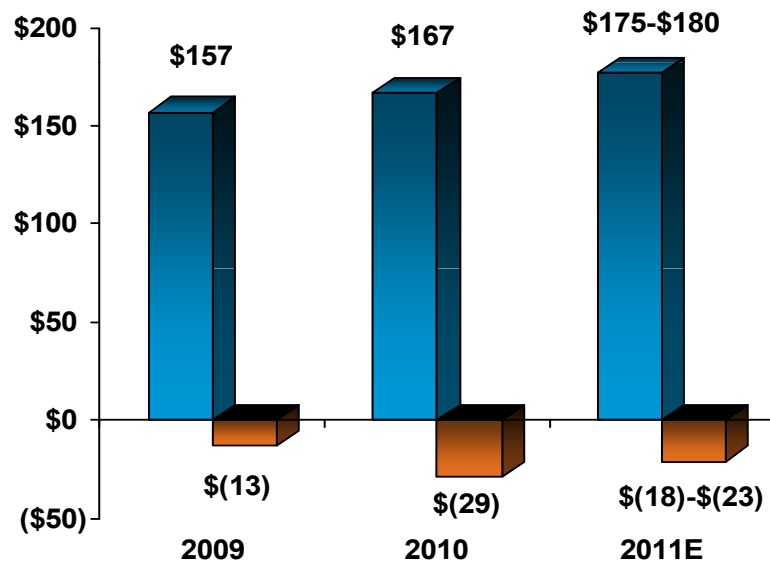
North America segment

Maintenance fees from unsold inventory totaled \$68 million in 2010 and an estimated \$58 million to \$61 million in 2011

Diversified revenue streams

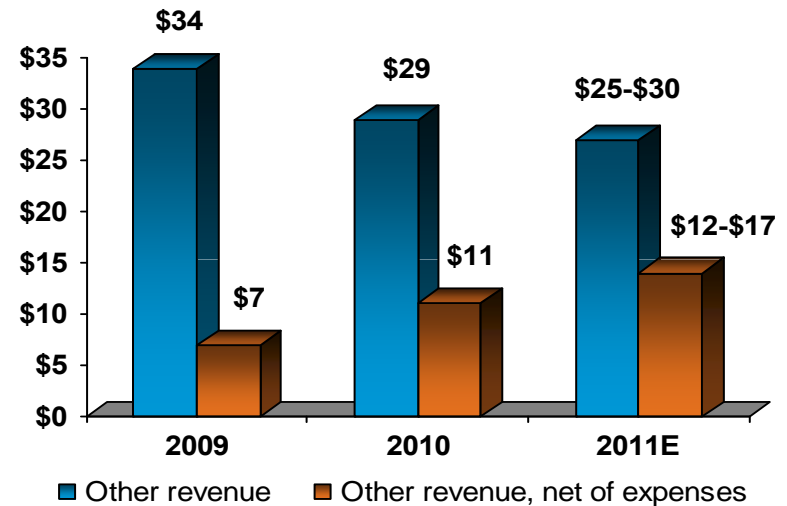
(\$ in millions)

Resort management and other services revenue excluding management fees†



- Resort management and other services revenue
- Resort management and other services revenue, net of expenses

Other revenue and expenses



- Other revenue
- Other revenue, net of expenses

Pro forma capital structure



(\$ in millions)

3Q 2011

Corporate debt:

Revolving credit facility

-

Availability

\$200

Other

3

Total corporate debt

\$3

Preferred equity

\$40

Total corporate debt + preferred

\$43

Total debt / 2011E EBITDA

0.4x

Total liquidity

\$200

Other non-recourse debt:

Warehouse facility

\$125

Securitized vacation ownership debt

830

Total non-recourse debt:

\$955

Note: Pro forma for the closing of the \$200 million corporate credit facility, the \$300 million warehouse facility, and the preferred equity offering.

Pro forma adjusted EBITDA†



(\$ in millions)

2012 contract sales scenarios

	2011E	2012 contract sales scenarios		
		0%	+5%	+10%
Management fee revenue	\$ 62 - 64	\$ 66	\$ 66	\$ 66
Timeshare	170 - 175	184	196	207
General and administrative expenses ⁽¹⁾	(134) - (137)	(134)	(135)	(135)
Total pro forma adjusted EBITDA†	\$ 95 - \$105	\$ 116	\$ 127	\$ 138

Estimated proceeds of undeveloped land and excess luxury inventory over next 3 years ≈ \$150 million to \$200 million

(1) Includes royalty fee expense.

Investment highlights

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Industry leader with established brands



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Diversified revenue streams

Strong cash flow upside from built inventory and land



Optimized capital structure with financial flexibility

Non-GAAP Financial Measures and Reconciliations



Non-GAAP Financial Measures

In our conference materials and related webcast we report certain financial measures that are not prescribed or authorized by U. S. generally accepted accounting principles (“GAAP”). We discuss management’s reasons for reporting these non-GAAP measures below, and the tables on the following pages reconcile the most directly comparable GAAP measures to the non-GAAP measures (identified by a “†” symbol on the following pages and in the related materials) that we refer to in our conference materials and related webcast. Although management evaluates and presents these non-GAAP measures for the reasons described below, please be aware that these non-GAAP measures are not alternatives to revenue, 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 measures we report may not be comparable to those reported by others.

Earnings Before Interest, Taxes, Depreciation and Amortization

Earnings before interest, taxes, depreciation and amortization (EBITDA), reflects earnings excluding the impact of interest expense, provision for income taxes, depreciation and amortization. Our management considers EBITDA to be an indicator of operating performance, and we use it to measure our ability to service debt, fund capital expenditures, and expand our business. EBITDA is used by analysts, lenders, investors and others, as well as by us, to evaluate companies because it excludes certain items that can vary widely across different industries or among companies within the same industry. For example, interest expense can be dependant 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 provisions for income taxes can vary considerably among companies. EBITDA also excludes 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.

Non-GAAP Financial Measures and Reconciliations



Adjusted EBITDA

Management also evaluates Adjusted EBITDA as an indicator of operating performance. Our Adjusted EBITDA includes the impact of interest expense associated with our debt from the securitization of our notes receivable and the utilization of our warehouse facility. We include interest expense related to debt from securitization of our notes receivable and utilization of our warehouse facility in determining Adjusted EBITDA as the debt is secured by notes receivable that have been sold to bankruptcy remote special purposes entities or pledged to the warehouse, and generally is not recourse to us or to our business. For our estimated fiscal year 2011 Adjusted EBITDA calculation, we also exclude the impact of the impairment charges we expect to record in the 2011 third quarter. We evaluate Adjusted EBITDA, which adjusts for these items to allow for period-over-period comparisons of our ongoing core operations before material charges, and we use it to measure our ability to service our non-securitized debt. Adjusted EBITA also facilitates our comparison of results from our ongoing operations with results from other vacation ownership companies.

Total Revenues Excluding Cost Reimbursements

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 total revenues excluding costs reimbursements to be a meaningful metric as it represents that portion of revenue that impacts net income attributable to us.

Cost of Sales (Real Estate Inventory Costs)

Cost of sales (Real Estate Inventory Costs) reflects Costs of Vacation Ownership Products associated with the overall project development process and excludes costs that were not initially capitalized. Management evaluates Cost of Sales (Real Estate Inventory Costs), as it represents the direct costs to develop and construct projects, and it is used in our measurement of our real estate inventory capital efficiency as we compare the cash outflow for real estate inventory spending in a given year to the Cost of Sales (Real Estate Inventory Costs) charged to expense for that same year related to sales of vacation ownership products.

Non-GAAP Financial Measures and Reconciliations



Financing Revenue, Net of Financing Expenses and Consumer Financing Interest Expense

Financing revenues, net of financing expenses and consumer financing interest expense includes interest income earned on notes receivable as well as fees earned from servicing the existing loan portfolio, net of direct costs to support the financing, servicing and securitization processes, as well as consumer financing interest expense. We believe it is a meaningful measure as it highlights the overall profitability of our financing business.

Resort Management and Other Services Revenue Excluding Management Fees

Resort Management and Other Services Revenues Excluding Management Fees include revenues we earn from providing ancillary offerings (including food and beverage, retail, and golf and spa offerings), and for providing other services to our guests and excludes fees we earn from managing our resorts. We consider this to be meaningful as it highlights the variable revenue streams we receive from our ancillary operations.

General and Administrative Expenses Including Royalty Fee Expense

General and administrative expenses including royalty fee expense includes the general and administrative costs to support MVW's operations as well as payment of an estimated royalty fee to Marriott International under the Marriott and Ritz-Carlton license agreements (as if the spin-off had occurred on the first day of 2007). We believe this combined measure is meaningful as it measures the total overhead costs in support of the entire development, financing, resort management and rental businesses.

Non-GAAP Financial Measures and Reconciliations



(\$ in millions)

Total Revenue Excluding Cost Reimbursements

	Fiscal Year 2007	Fiscal Year 2008	Fiscal Year 2009	Fiscal Year 2010	Fiscal Year 2011E
Total revenue	\$ 2,240	\$ 1,916	\$ 1,596	\$ 1,584	\$ 1,632
Less: reimbursed costs	(312)	(304)	(312)	(318)	(325)
Total revenue excluding reimbursed costs [†]	<u>\$ 1,928</u>	<u>\$ 1,612</u>	<u>\$ 1,284</u>	<u>\$ 1,266</u>	<u>\$ 1,307</u>

[†] Denotes non-GAAP financial measures.

Cost of Sales (Real Estate Inventory Costs)

	Fiscal Year 2008	Fiscal Year 2009	Fiscal Year 2010	Fiscal Year 2011E
Cost of vacation ownership products	\$ 430	\$ 314	\$ 247	\$ 260
Less: non-capitalizable expenses	(2)	(9)	(13)	(10)
Cost of sales (real estate inventory costs) [†]	<u>\$ 428</u>	<u>\$ 305</u>	<u>\$ 234</u>	<u>\$ 250</u>

[†] Denotes non-GAAP financial measures.

Non-GAAP Financial Measures and Reconciliations



(\$ in millions)

Financing Revenue, Net of Financing Expenses and Consumer Financing Interest Expense

	Fiscal Year 2010	Fiscal Year 2011E
Financing revenue	\$ 188	\$ 166
Less: financing and other expenses	(44)	(41)
Less: consumer financing interest expense	(56)	(52)
Add back: other expenses	18	14
Financing Revenue, net of financing expenses and consumer financing interest expense [†]	<u>\$ 106</u>	<u>\$ 87</u>

[†] Denotes non-GAAP financial measures.

Resort Management and Other Services Revenue Excluding Management Fees

	Fiscal Year 2009	Fiscal Year 2010	Fiscal Year 2011E
Resort management and other services revenue	\$ 213	\$ 227	\$ 240
Less: management fees	(56)	(60)	(63)
Resort management and other services revenue excluding management fees [†]	<u>\$ 157</u>	<u>\$ 167</u>	<u>\$ 177</u>

[†] Denotes non-GAAP financial measures.

Non-GAAP Financial Measures and Reconciliations



(\$ in millions)

General and Administrative Expenses Including Royalty Fee Expense

	Fiscal Year 2011E	Fiscal Year 2012E
General and administrative expenses	\$ 80	\$ 78
Add: royalty fee expense ¹	63	65
General and administrative expenses including royalty fee expense [†]	<u>\$ 143</u>	<u>\$ 143</u>

[†] Denotes non-GAAP financial measures.

¹ All years have been adjusted as if the royalty agreement had been in place for all years.

Non-GAAP Financial Measures and Reconciliations



(\$ in millions)

Adjusted Pro Forma EBITDA

	Fiscal Year 2007	Fiscal Year 2008	Fiscal Year 2009	Fiscal Year 2010
Adjusted EBITDA [†]	\$ 323	\$ 118	\$ 85	\$ 155
Less: Royalty fee expense ¹	(77)	(75)	(65)	(64)
Adjusted Pro Forma EBITDA [†]	<u>\$ 246</u>	<u>\$ 43</u>	<u>\$ 20</u>	<u>\$ 91</u>

[†] Denotes non-GAAP financial measures.

¹ All years have been adjusted as if the royalty agreement had been in place for all years.

Non-GAAP Financial Measures and Reconciliations



(\$ in millions)

EBITDA and Adjusted EBITDA

	Fiscal Year 2011E	Fiscal Year 2012E (flat) ¹	Fiscal Year 2012E (+5%) ¹	Fiscal Year 2012E (+10%) ¹
Net income (loss) ²	\$(162) - (169)	\$ 41	\$ 48	\$ 55
Interest expense	61	64	64	64
Tax provision (benefit), continuing operations	(99) - (102)	29	33	37
Depreciation and amortization	33	31	31	31
EBITDA [†]	(167) - (177)	\$ 165	\$ 176	\$ 187
Impairment charge	324	-	-	-
Consumer financing interest expense	(52)	(49)	(49)	(49)
Adjusted EBITDA [†]	<u>\$ 95 - 105</u>	<u>\$ 116</u>	<u>\$ 127</u>	<u>\$ 138</u>

[†] Denotes non-GAAP financial measures.

¹ Refers to percentage increase in company owned contract sales from Fiscal Year 2011E.

² 2011E has been adjusted to include a \$63 million royalty fee as if the royalty agreement had been in place for the full year and includes an estimated \$12 million of expenses related to being a public company.

Non-GAAP Financial Measures and Reconciliations



(\$ in millions)

EBITDA and Adjusted EBITDA

	Fiscal Year 2007	Fiscal Year 2008	Fiscal Year 2009	Fiscal Year 2010
Net income (loss)	\$ 177	\$ (16)	\$ (532)	\$ 67
Interest expense	-	-	-	56
Tax provision (benefit), continuing operations	107	25	(231)	45
Depreciation and amortization	39	46	43	39
EBITDA [†]	\$ 323	\$ 55	\$ (720)	\$ 207
Restructuring charges	-	19	44	-
Impairment charge	-	44	761	4
Consumer financing interest expense	-	-	-	(56)
Adjusted EBITDA [†]	\$ 323	\$ 118	\$ 85	\$ 155

[†] Denotes non-GAAP financial measures.