

UNITED *by* WATER
MARINEMAX



DISCLAIMER

Information contained in this presentation, other than historical information, should be considered forward-looking and subject to various risks, uncertainties and assumptions. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated or expected. Among the key factors that may have a direct bearing on the operating results, performance and financial condition of the Company are the general economic environment, which has and can greatly impact the marine industry; the availability and cost of borrowed funds; the level of consumer spending and available financing; continued availability of key products; and other factors discussed in MarineMax's filings with the Securities and Exchange Commission.



“Boating is the best way to escape the stress of life, to create memories of a lifetime with family and friends. We are all United by Water.”

– Brett McGill, President and CEO



MARINEMAX AT A GLANCE: THIRD QUARTER 2021



NET SALES



SAME STORE SALES



GROSS MARGIN



PRE-TAX GROWTH



DILUTED EPS



PER SHARE TANGIBLE NET WORTH

COMPANY OVERVIEW



- Largest boat, yacht and super yacht company in the world
- Over 100 locations worldwide
- Over 25 premium brands with six exclusive
- Premium brands drive opportunities
- 31 marinas owned or operated and over 8,000 slips
- Technology driven culture
- Customer service focus drives industry-leading Net Promoter scores



STORM-TESTED MANAGEMENT TEAM

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- Bill McGill, Executive Chairman (48 years of experience)
- Brett McGill, Chief Executive Officer & President (25 years of experience)
- Mike McLamb, Chief Financial Officer & Secretary (23 years of experience)
- Chuck Cashman, Chief Revenue Officer (28 years of experience)
- Anthony Cassella, Chief Accounting Officer (23 years of experience)



MARINEMAX

INVESTMENT HIGHLIGHTS

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- Exclusive agreements with premier brands
- Global geographic reach with valuable real estate portfolio
- Differentiated customer approach producing market share gains
- Multiple growth opportunities
- Strong culture driven by cycle tested management team
- Industry leading balance sheet



FOCUS ON PREMIUM BRANDS

AZIMUT

Benetti

 CRUISERS YACHTS

GALEON

 OCEAN ALEXANDER


BOSTON
WHALES

Scout
BOATS

 GRADY-WHITE BOATS

NauticStar[®]
BOATS

Sea Ray

 AQUILA

 AVIARA

MasterCraft.

 NAUTIQUE

tigé

HARRIS

mjm
yachts

MARINEMAX



PORTFOLIO OF VALUABLE REAL ESTATE

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- Currently maintain **78** retail locations and **23** owned locations in highly desirable geographies
- Real estate portfolio includes **31** owned or operated marinas, including restaurants, storage and service facilities
- **68%** increase in average store revenue since **2015 to \$25.8M**
- Fair Value considerably higher than book value

\$25.8M

ANNUAL SALES
PER STORE



STEADY MARINA REVENUE: CONTRIBUTES TO HIGH MARGIN GROWTH



FOCUSED ON THE BEST CUSTOMER EXPERIENCE

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TEACH ME

- Passionate Boating Team
- Captain's Orientation
- Women On Water
- Events, Seminars, Classes



SERVICE ME

- Pro-active and Emergency Services
- Mobile Service Trucks
- State-of-the-Art Equipment and Facilities



SHOW ME HOW TO HAVE FUN

- Getaways! Trips
- Customer Events & Rendezvous (Over 1000 Annually)



MULTIPLE OPPORTUNITIES FOR GROWTH

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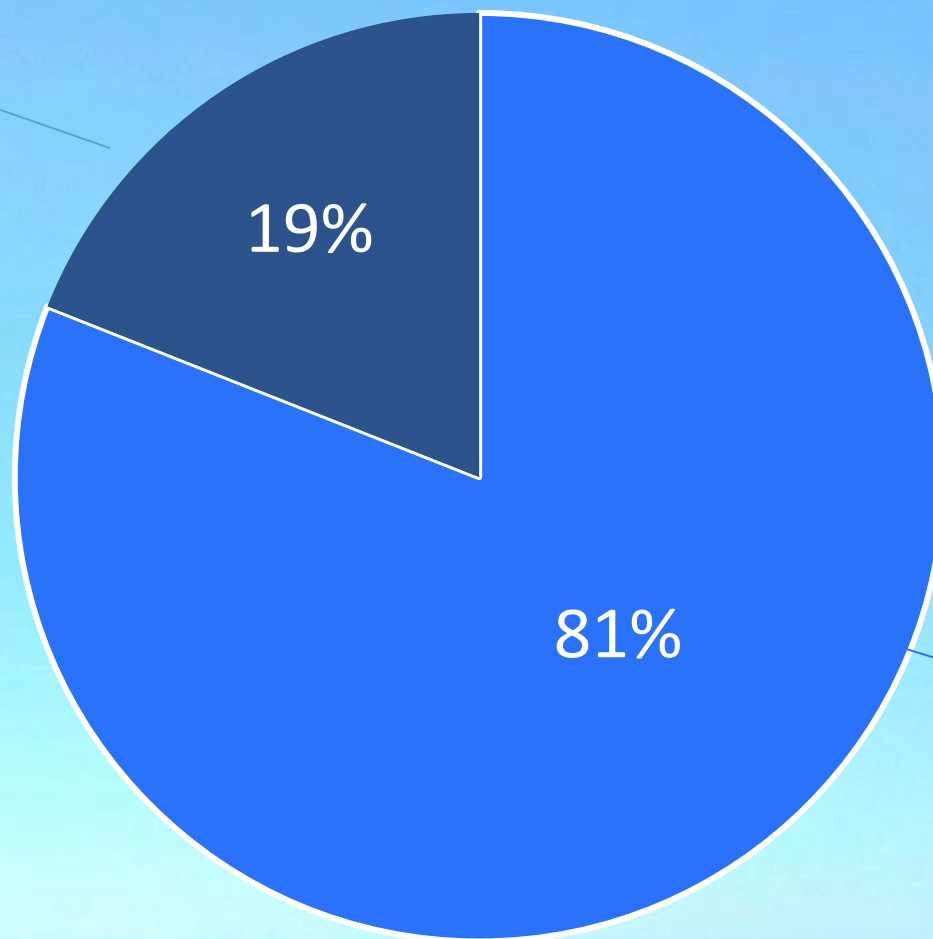
- Premium brands drive sales growth
- Brand expansion opportunities within existing and new markets
- Significant margin opportunity
- Leverage digital platform
- Target select accretive acquisitions

OPPORTUNITIES WITHIN NEW AND EXISTING MARKETS

EXISTING SALES

*Sales from six brands
represent just 19% of the
total market opportunity:*

- Azimut
- Ocean Alexander
- Galeon
- Aviara
- Aquila
- Benetti



MARKET OPPORTUNITY

SIGNIFICANT MARGIN OPPORTUNITIES

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DIGITAL
APPS



FULL SERVICE MARINAS



FINANCIAL SERVICES



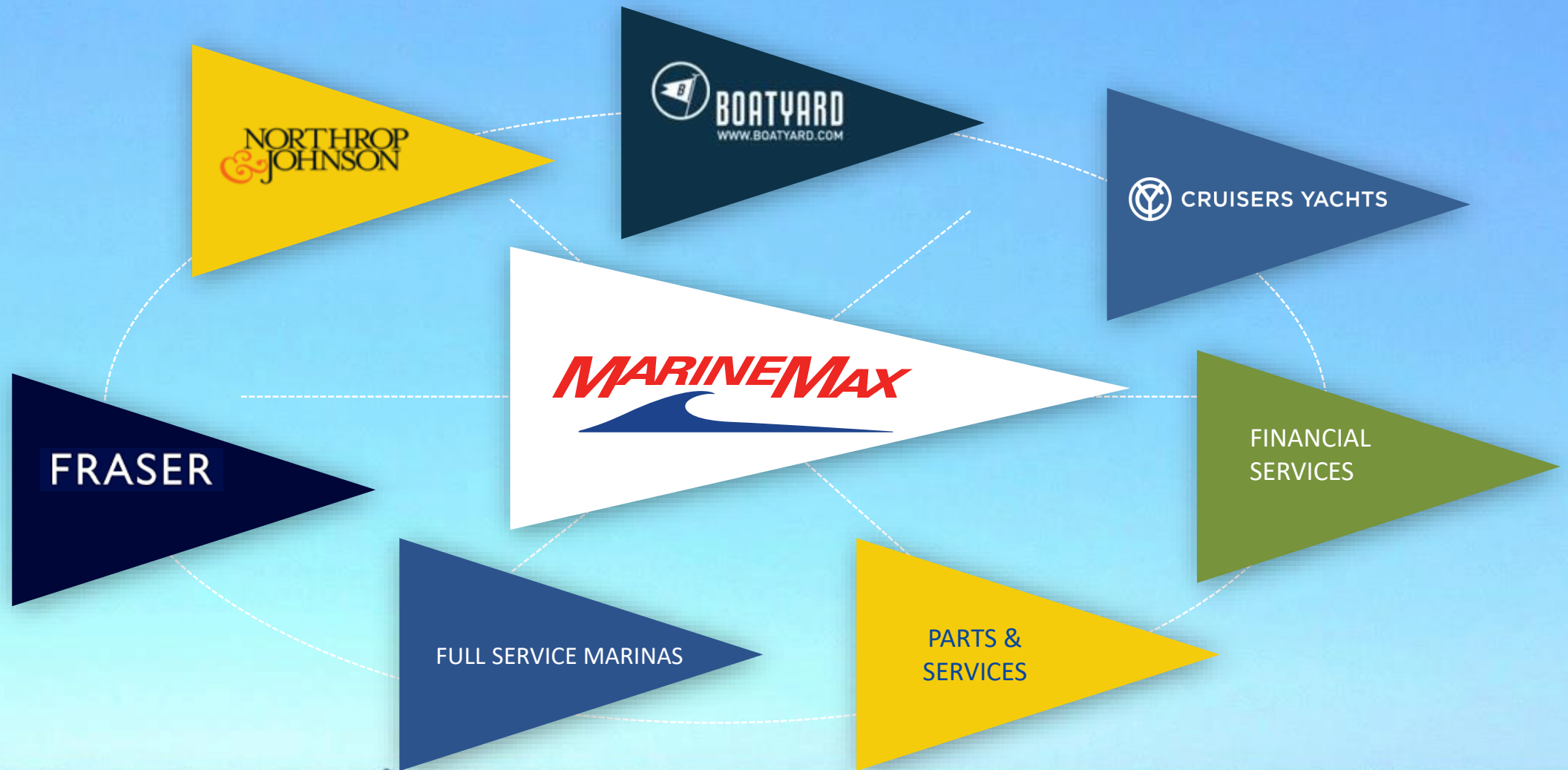
FRASER/NORTHROP & JOHNSON
SUPER YACHT SERVICES



EXPANDED
PARTS & SERVICE

ADDING VALUE BEYOND TRADITIONAL BOAT DEALER ACQUISITIONS

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DRIVING A STRATEGIC DIGITAL TRANSFORMATION

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- Leveraging digital and marketing analytics, plus artificial intelligence to create a seamless experience for customers.
- Introduced award-winning **MarineMax App**, to give quick, easy access to service scheduling, monitoring and payment.
- Acquired **Boatyard** (March 2020) a pioneering on-demand digital platform that connects marinas, boat owners and service providers.



RECENT ACQUISITIONS



JULY 2021

MARINEMAX EXPANDS IN MIDWEST

~Acquires Minnesota Based Nisswa Marine~

MAY 2021

MARINEMAX ACQUIRES CRUISERS YACHTS

~Leading American Made Yacht Manufacturer~

OCTOBER 2020

**MARINEMAX EXPANDS GREAT LAKES and
WEST COAST PRESENCE ADDING 20 LOCATIONS**

~Accretive Acquisition of SkipperBud's & Silver Seas Drives Meaningful Growth~

JULY 2020

**MARINEMAX FURTHER EXPANDS WORLDWIDE YACHT SERVICES
WITH ACQUISITION OF NORTHROP & JOHNSON**

~Creates World's Largest Superyacht Services Organization~

JULY 2020

MARINEMAX EXPANDS FINANCIAL SERVICES BUSINESS

~Acquires Private Insurance Services, Inc.~

MARCH 2020

MARINEMAX ACQUIRES PIONEERING DIGITAL PLATFORM

~Boatyard Founder Nathan Heber to Lead Transformative New MarineMax Customer Experience Platform~



ESG OVERVIEW: MARINEMAX MAKES A DIFFERENCE



ENVIRONMENTAL

- Seek out manufacturers committed to sustainability, environmental stewardship, and low-emissions.
- Continually examine and improve processes that affect the environment
- Implement measures that ensure the efficient use of scarce resources within operations
- Minimize overall waste
- Investing significant locations for resources in maintaining and developing the long term
- Several locations have been designated Clean Marinas



SOCIAL

- Providing team members time to volunteer with Habitat for Humanity housing projects
- Making charitable donations to Habitat for Humanity
- Support the ocean cleanup company 4ocean and their mission to end the world's plastic pollution crises
- Guiding human rights philosophies:
 - Respect for the individual regardless of nationality, race, sex
 - Compliance with all laws, including all employment laws and regulations,
 - Acknowledge team members are most important assets
 - Endeavor to provide a safe work place and ongoing training and awareness to ensure that every team member goes home every night in the same condition as they came in to work
- Committed to equal opportunity and intolerant to discrimination and harassment



GOVERNANCE

Focused on shareholder alignment:

- Separated Chairman & CEO Roles
- Maintain a productive dialogue with shareholders
- Employees receive annual training
- Values: Honesty, Trust, Loyalty, Professionalism, Consistency, Always do what is right, Treat others as we want to be treated
- Always consider the long term

FINANCIAL HIGHLIGHTS

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Strong Balance Sheet

- Tangible net worth \$386 Million, \$16.76/share
- Strong cash position
- Most of our locations are debt free

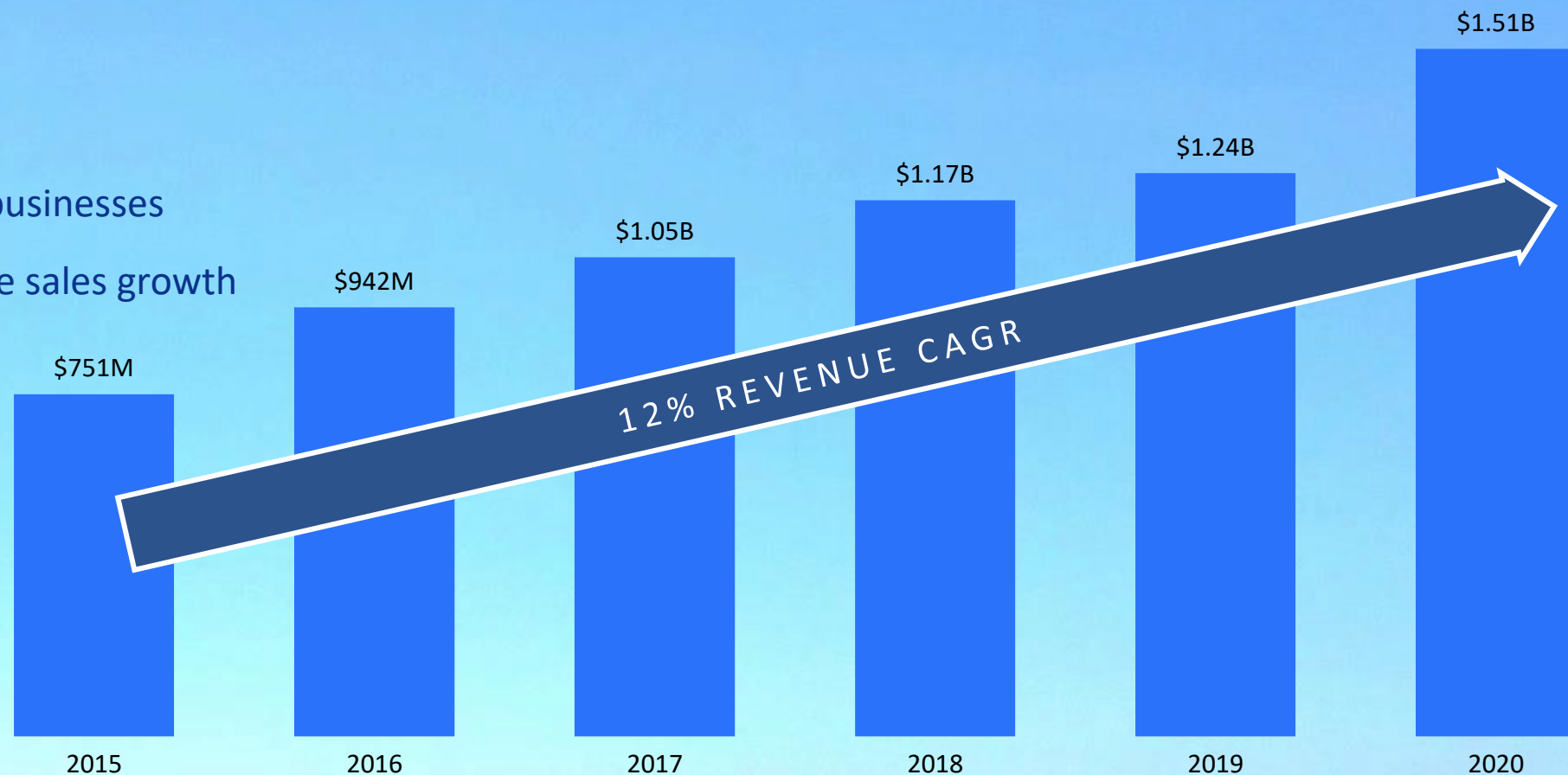
Poised to take advantage of opportunities as they arise



BUILDING STRONG SUSTAINED SALES GROWTH

Achieving growth through:

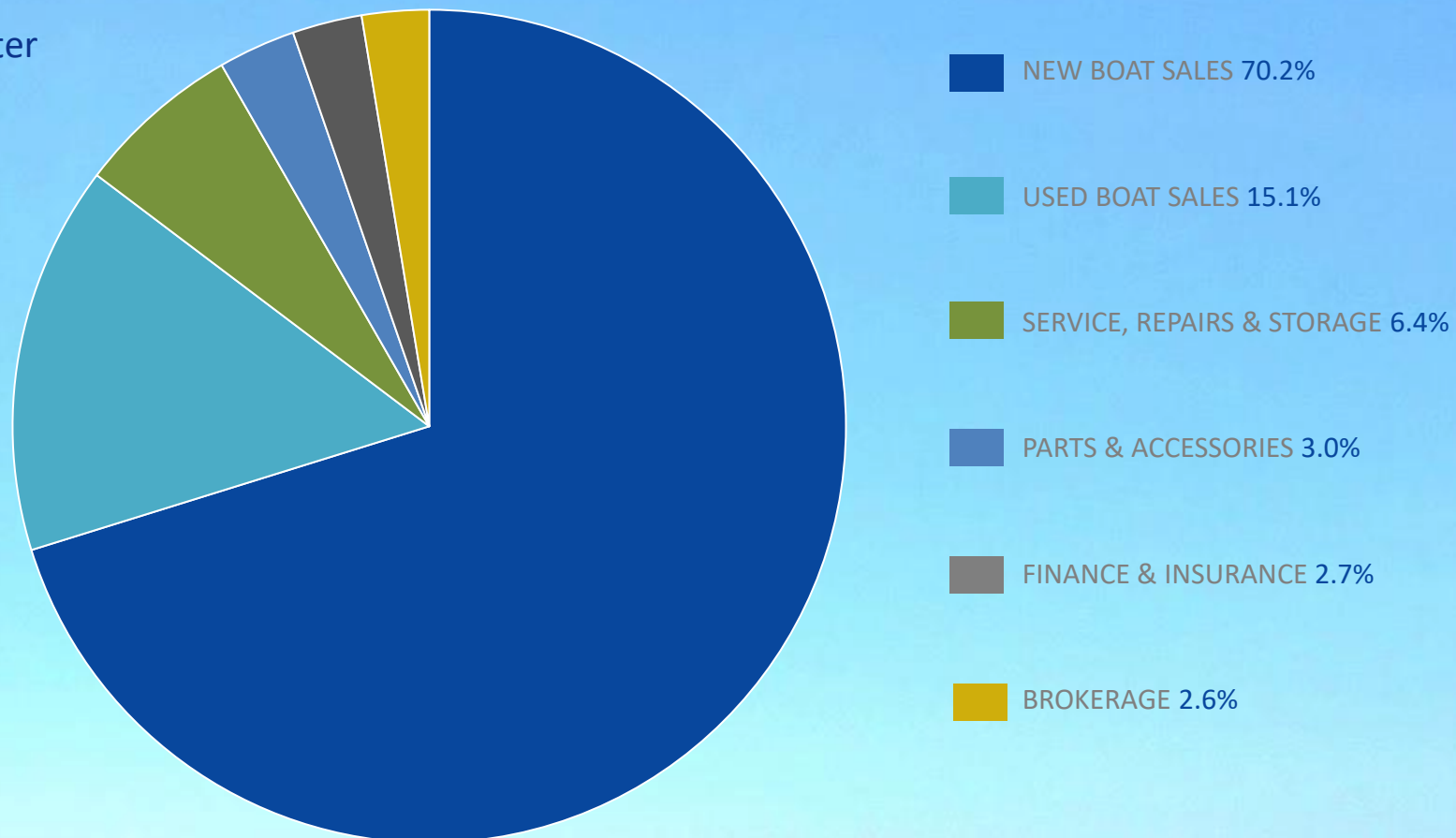
- Brand expansions
- Markets share gains
- Marina & high margin businesses
- 14% average same-store sales growth



FISCAL YEAR 2020 REVENUE MIX

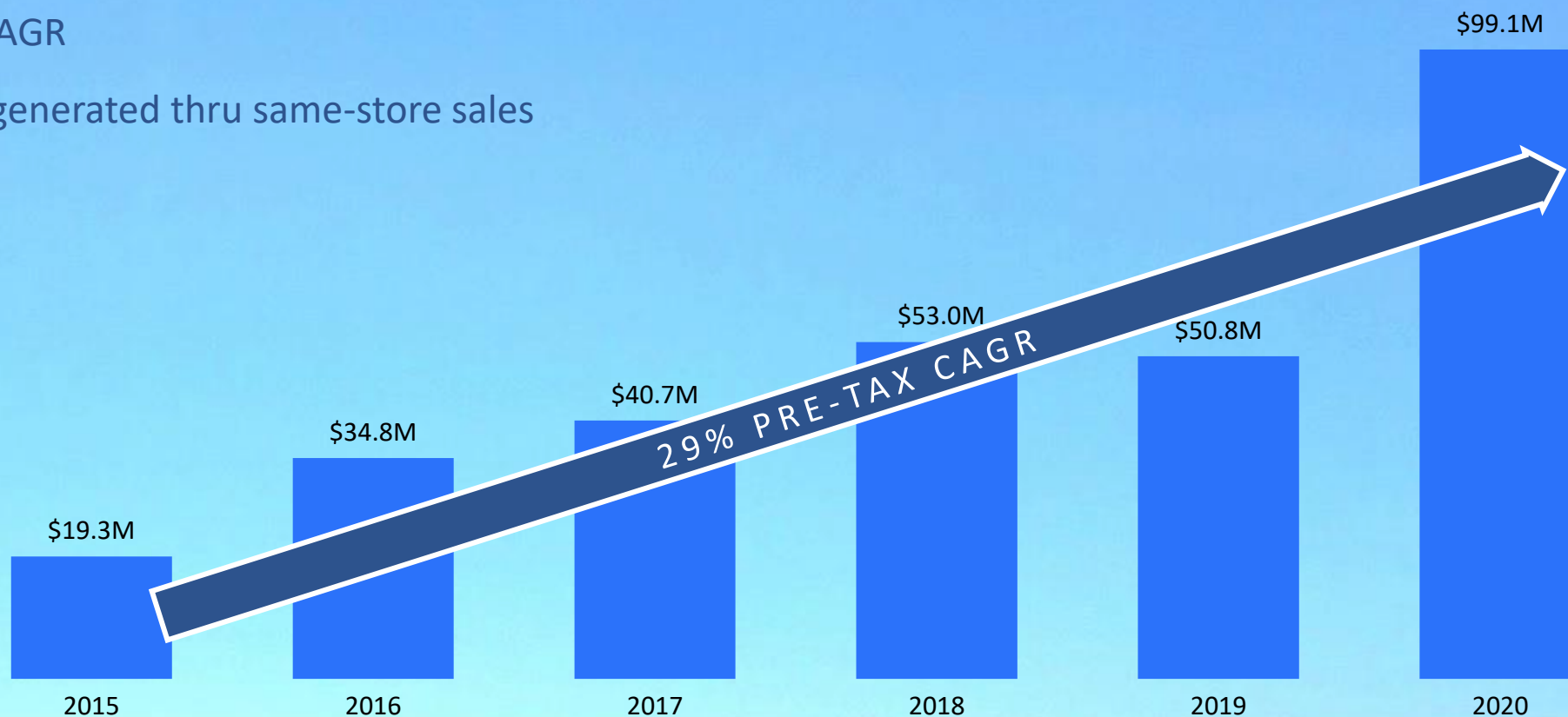
Mix has shifted to greater percentage of higher margin businesses:

■ 14.7% in 2020



GROWTH-FISCAL YEAR PRE-TAX

- 29% Pre-tax CAGR
- Most growth generated thru same-store sales



Note: Unusual gains and expenses removed from 2015, 2017, 2018 and 2019.

MEANINGFUL QUARTERLY PERFORMANCE

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	APRIL - JUNE 2021	APRIL – JUNE 2020
REVENUE	\$666.3M	\$498.3M
GROSS MARGIN	30.7%	24.8%
SG&A	\$123.8M	\$74.8M
PRE-TAX	\$80.3M	\$46.5M
PER DILUTED SHARE	\$2.59	\$1.58

- Gross margin expansion - growth in product margins and expansion of higher margin businesses organically and through acquisitions
- Strong operating leverage - over 20%
- June quarter revenue grows 34%
- Record June quarter Earnings Per Share increases 64%



YEAR TO DATE RECAP

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	JUNE 2021	JUNE 2020
REVENUE	\$1,600.9M	\$1,111.0M
GROSS MARGIN	30.3%	25.4%
SG&A	\$319.1M	\$208.3M
PRE-TAX	\$162.8M	\$65.5M
PER DILUTED SHARE	\$5.33	\$2.23

- Gross Margin Expansion - growth in product margins and expansion of higher margin businesses organically and through acquisitions
- Same-Store Sales increased 21%
- Strong Operating Leverage - 20%
- Earnings Per Share increases over 139%



INDUSTRY LEADING BALANCE SHEET

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	JUNE 2021	JUNE 2020
Cash	\$200.1M	\$86.9M
Inventories, net	\$209.4M	\$314.1M
Property and Equipment, net	\$166.1M	\$141.9M
Short-Term Borrowings	\$2.9M	\$147.0M
Stockholders' Equity	\$572.8M	\$425.0M
Current Ratio	2.20	1.77
Total Liabilities / Total Net Worth	0.99	0.86

- Strong cash and liquidity
- Strong level of TNW
- Formidable balance sheet provides capital for growth



PRIORITIES FOR USE OF CASH

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STRATEGIC
ACQUISITIONS

MAINTAIN STRONG
BALANCE SHEET

CAPEX FACILITIES
& IT STRATEGIES

OPPORTUNISTIC
SHARE REPURCHASES

INVESTMENT HIGHLIGHTS

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Forbes

Small Is Beautiful Again: 100 High Performance Small Cap Stocks

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EDITORS' PICK | Dec 4, 2020

Forbes analyzed more than 850 companies with market capitalizations ranging from \$300 million to \$2 billion to produce our ranking of America's 100 Best Small Cap Companies. Our selections are based on four factors: trailing 12 month stock returns, sales growth, earnings per share growth and return on equity.

Clearwater, Florida's MarineMax is another pandemic opportunist. Annual boat sales are expected to end 2020 on a 13-year high, according to the National Marine Manufacturers Association. Think of MarineMax as Carmax for boats. It today operates 77 dealerships primarily along the eastern seaboard that cater to a wealthier crowd: the average vessel sells for \$200,000, with some running more than a million bucks. In the quarter ended September 30, MarineMax revenues shot up 29% to nearly \$400 million, and \$1.5 billion for the fiscal year. MarineMax's market cap has doubled since January.

"There was a lot of money that wasn't being spent on European travel, and that was money that they could spend on something else," says CEO Brett McGill. "So many new people have come into boating this summer... It's a numbers game and it's infectious. It's very rare you see people get in and out for one year."



The Forbes logo is displayed in a white serif font on a black rectangular background.

Small Is Beautiful Again: 100 High Performance Small Cap Stocks

Rank	Company	Industry	52-Week Return	Revenue
#3	MarineMax	Retailing	103.5%	\$1.5B

Forbes analyzed more than 850 companies with market capitalizations ranging from \$300 million to \$2 billion to produce our ranking of America's 100 Best Small Cap Companies. Our selections are based on four factors: trailing 12-month stock returns, sales growth, earnings per share growth and return on equity.



Luxury boat sales 'booming' in Florida: MarineMax CEO Brett McGill on Varney & Co

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NOVEMBER 2020



FOX BUSINESS
LIVE

DOW HITS 30,000

▲ **MARKET RALLY**

CRUDE OIL	45.05	▲ 1.99	+4.62%	GOLD	1,808.60	▼ 35.50	-1.93%
LAST TRADES	AT&T (T)	29.24	▲ 0.62	CONOCOPHILLIPS (COP)	44.40		

DOW

30,000.43

▲ 409.16

+1.38%

MARINEMAX

