



NEWATER



One of the fastest growing marine retailers of scale



Multi-pronged growth strategy; bolstered by proven M&A strategy



Expanding margin profile through diversification strategy



Experienced leadership team

OneWater At-a-Glance



98

retail locations across 16 states



12

of which are top 20 boating states¹



Market leader in more than

10 markets



>55

boat brands



>35

boat manufacturers



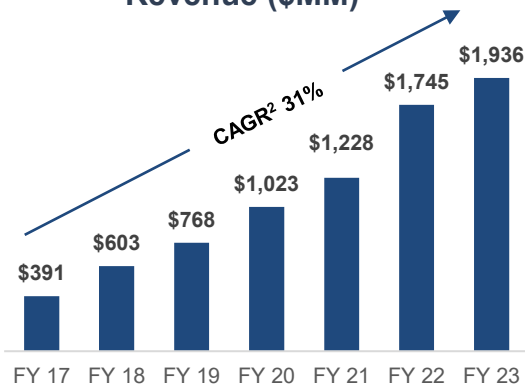
10

Parts and accessories centers

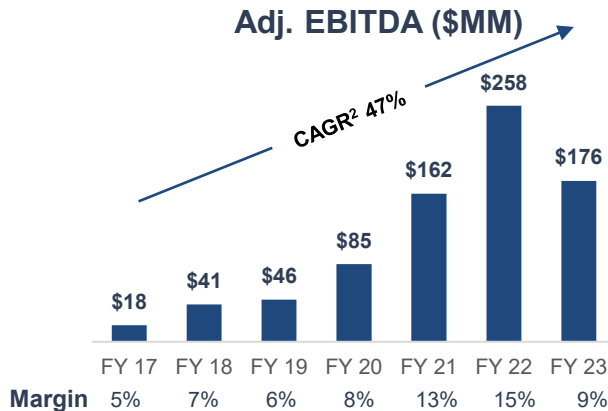


Multiple online marketplaces

Revenue (\$MM)



Adj. EBITDA (\$MM)



Margin 5% 7% 6% 8% 13% 15% 9%

OneWater's Evolution into a Market Leader³



1. 2022 NMMA Recreational Boating Statistical Abstract.

2. CAGR FY17 – FY23.

3. Figures in bar chart represent ONEW owned retail locations as of fiscal year end. 2024 figures are as of August 2024

ONE WATER

One Water Marine is one of the largest and fastest growing premium boat retailers in the United States. The Company offers a broad range of products and services and has diversified revenue streams, which include the sale of new and pre-owned boats, parts and accessories, finance and insurance products, maintenance and repair services and ancillary services such as boat storage.



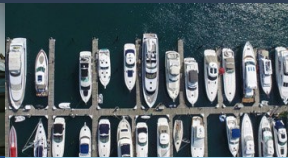
NEW BOAT SALES



PRE-OWNED BOAT SALES



FINANCE & INSURANCE

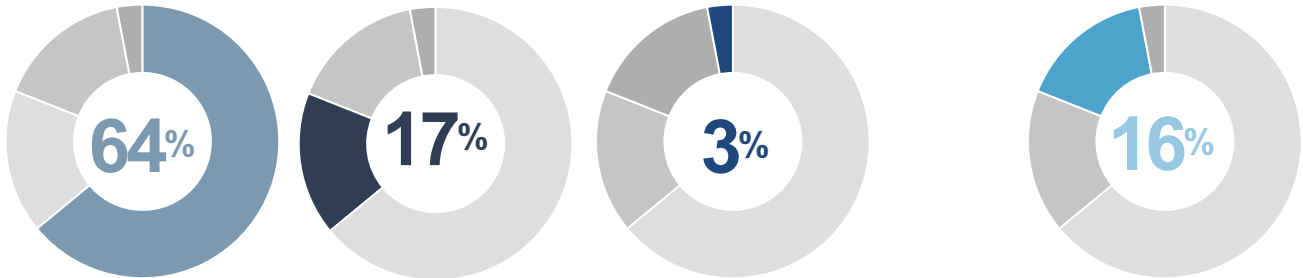


PARTS & ACCESSORIES

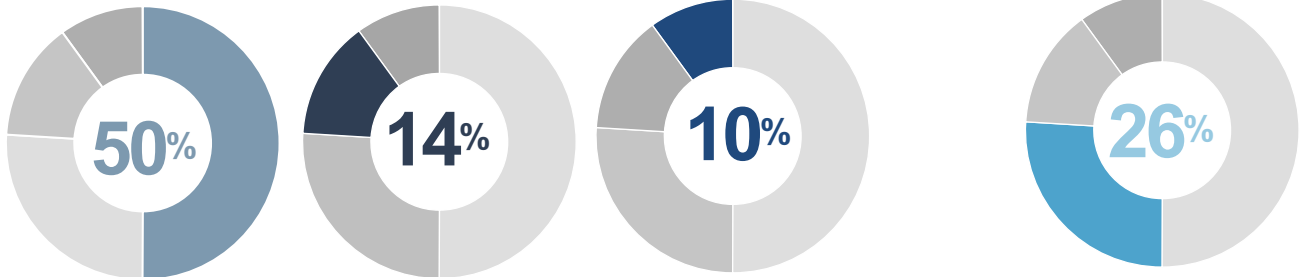


REPAIR & MAINT. SERVICES

FY23 REVENUE CONTRIBUTION



FY23 GROSS PROFIT CONTRIBUTION



Acquisition Driven Growth Strategy

Highly Fragmented Market



4,000+ dealerships nationwide



Top dealers in top markets



Geographic expansion



Multi-year pipeline

Proven M&A Playbook

Attractive Purchase Multiple

- Target <4.0x EV/EBITDA dealerships

Expanded Geography & Portfolio

- Significant targets in attractive marine markets

Strong Financial Returns

- Aim to double EBITDA of an acquired dealership within 24 months