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.
Introductions

Brett McGill  
Chief Executive Officer and President

- Grew up boating
- Bill McGill, our Executive Chairman, started Gulfwind in 1973
- Formed MarineMax in 1998
- After college, worked in the technology field for 5 years
- Joined the Company in 1996

Mike McLamb  
Executive Vice President and Chief Financial Officer

- Worked at Arthur Andersen for 10 years
- Hired in 1997 to help form the Company and pursue IPO
- Lifelong Boater
NYSE Closing Bell – June 2018

NYSE 1998 - IPO
Investment Highlights

- Largest Retailer in a Highly Fragmented Industry
- Opportunities to Outperform in a Healthy, Aspirational Recreation
- Differentiated Customer Approach Producing Leading Market Share
- Exclusive Agreements with Premier Manufacturers
- Experienced and Cycle Tested Management Team
- Considerable Financial Strength
Company Snapshot

- World’s Largest Boat and Yacht Retailer
- 67 Locations Operating in 16 States, the Bahamas and the British Virgin Islands
- Premium Brands – Spanning 11 Feet to Over 200 Feet
- Exclusive Dealer for Several Brands
- Broad, Protected Territories
- Fraser Yachts – Leading Superyacht Organization with World-Wide Locations
- Unparalleled Approach To Customer Service
- Contract Manufacturer
- Passionate Customers & Team – Committed to the Boating Lifestyle
NAUTIQUE
21’ – 30’

tige BOATS
20’ – 25’

MasterCraft
22’ – 26’
- Developed by MarineMax
- Worldwide Distribution Rights (excluding China)
“Teach Me”
✓ Sales team are boaters
✓ Demo rides
✓ Captains
✓ Women On Water
✓ Children in Boating
✓ Fishing Tournaments/Classes

“Show Me How To Have Fun”
✓ Getaways! Trips
✓ Customer Events (over 1,000 events last year)

“Service Me”
✓ Pro-active
✓ Mobile
✓ Emergency

Differentiated Approach
MarineMax Getaways!
Select Locations
MarineMax Lake of the Ozarks
Tortola British Virgin Islands
Trip of a Lifetime
MarineMax Gives Back and Community Involvement

MarineMax Yacht Gala raises $200,000+ for Golsiano Children’s Hospital

More than double the attendance at this year’s MarineMax Yacht Gala helped raise more than $200,000 for Golsiano Children’s Hospital.
Geographic Footprint and Opportunity
(Excludes Fraser Yachts, with operations in multiple countries)

- **Original Company**
- **Acquisitions/New Stores**

- **Russo Marine**
  - April 2016

- **Hall Marine Group**
  - January 2017

- **Island Marine**
  - January 2018

- **Bay Pointe Marina**
  - September 2018

- **Sail & Ski Center**
  - April 2019

- **$700MM**
- **$500MM**
- **$650MM**
- **$460MM**
- **$1.7B**
- **$750MM**
- **$900MM**
<table>
<thead>
<tr>
<th>Brand/Segment</th>
<th>Year</th>
<th>Locations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Azimut (Yachts)</td>
<td>2008</td>
<td>Florida</td>
</tr>
<tr>
<td></td>
<td>2009</td>
<td>Carolina’s, Georgia, Tennessee</td>
</tr>
<tr>
<td></td>
<td>2011</td>
<td>California</td>
</tr>
<tr>
<td></td>
<td>2012</td>
<td>Entire United States</td>
</tr>
<tr>
<td>Meridian (Yachts)</td>
<td>2009</td>
<td>Chesapeake, San Diego</td>
</tr>
<tr>
<td>Boston Whaler (Premium Fish)</td>
<td>2009</td>
<td>Southwest Florida</td>
</tr>
<tr>
<td></td>
<td>2011</td>
<td>Ft. Lauderdale</td>
</tr>
<tr>
<td></td>
<td>2014</td>
<td>Minnesota</td>
</tr>
<tr>
<td>Harris (Pontoon)</td>
<td>2010</td>
<td>Minnesota, New Jersey</td>
</tr>
<tr>
<td></td>
<td>2011</td>
<td>West Central Florida</td>
</tr>
<tr>
<td></td>
<td>2012</td>
<td>Alabama, North and Southwest Florida, North Carolina, Texas</td>
</tr>
<tr>
<td>Nautique (Ski, Wake, Wakesurf)</td>
<td>2010</td>
<td>Minnesota</td>
</tr>
<tr>
<td></td>
<td>2011</td>
<td>Missouri</td>
</tr>
<tr>
<td></td>
<td>2012</td>
<td>Tampa Bay Florida</td>
</tr>
<tr>
<td>Scout (Premium Fish)</td>
<td>2012</td>
<td>Southeast Florida</td>
</tr>
<tr>
<td></td>
<td>2012</td>
<td>New Jersey/Maryland</td>
</tr>
<tr>
<td></td>
<td>2014</td>
<td>Texas &amp; New York</td>
</tr>
<tr>
<td>Sailfish (Value Fish)</td>
<td>2013</td>
<td>All Saltwater Markets</td>
</tr>
<tr>
<td>Scarab (Jet boat)</td>
<td>2013</td>
<td>All Our Markets</td>
</tr>
<tr>
<td>Aquila (Catamaran)</td>
<td>2013</td>
<td>Worldwide (excluding China)</td>
</tr>
<tr>
<td>Ocean Alexander (Yachts)</td>
<td>2014</td>
<td>From Texas East</td>
</tr>
<tr>
<td>Galeon Yachts (Value Yachts)</td>
<td>2016</td>
<td>North, Central, South America</td>
</tr>
<tr>
<td>Grady White</td>
<td>2017</td>
<td>Dade County, Florida</td>
</tr>
<tr>
<td>NauticStar</td>
<td>2018</td>
<td>Select Midwest and Southeast Markets</td>
</tr>
<tr>
<td>Tige'</td>
<td>2018</td>
<td>Oklahoma, Florida, Georgia</td>
</tr>
<tr>
<td>Benetti</td>
<td>2019</td>
<td>United States and Canada</td>
</tr>
</tbody>
</table>
Multiple Growth Opportunities

- Capitalize on improving industry conditions - grow same-store sales
- Continue with brand expansions within our markets
- Focus on growing our higher margin businesses - Finance & Insurance, Parts & Accessories, Service, Storage, etc.
- Full service marina locations in strategic area
- Advancing our Digital Strategy
  - Mobile Apps
  - Data Analytics
  - AI
- Acquisitions
Financial Highlights
Financial Highlights

- **Strong Balance Sheet**
  - Tangible Net worth $331 Million $14.52/share
  - Strong Cash position No long-term debt
  - Only debt is inventory financing
  - Most of our locations are debt free (mostly waterfront or highway)

- **Balance sheet is much stronger today than pre-crisis**
  - Tangible net worth is 32% higher
  - Cash is 61% greater
  - Inventory is 21% lower and related floorplan financing is 35% lower
  - Unlevered real estate is 57% higher

- We are poised to take advantage of opportunities as they arise
June Quarter Recap

<table>
<thead>
<tr>
<th></th>
<th>June 2019</th>
<th>June 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$383.5M</td>
<td>$361.3M</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>25.5%</td>
<td>25.1%</td>
</tr>
<tr>
<td>SG&amp;A*</td>
<td>$69.0M</td>
<td>$62.9M</td>
</tr>
<tr>
<td>Pretax*</td>
<td>$28.7M</td>
<td>$25.3M</td>
</tr>
<tr>
<td>Per Diluted Share*</td>
<td>$0.84</td>
<td>$0.79</td>
</tr>
</tbody>
</table>

- 3% Same-Store Sales growth – stronger unit growth
- Industry trends weakened greatly in quarter
- Margins increased
  - Product margins were stable
  - Expanded higher margin business
- Expenses Elevated
  - Expected more robust environment
  - Increased promotional offers

* Excluding impact of $1.2M non-recurring expenses
## Year to Date Recap

<table>
<thead>
<tr>
<th></th>
<th>June 2019</th>
<th>June 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$929.0M</td>
<td>$868.8M</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>25.3%</td>
<td>25.2%</td>
</tr>
<tr>
<td>SG&amp;A*</td>
<td>$187.4M</td>
<td>$171.8M</td>
</tr>
<tr>
<td>Pretax*</td>
<td>$39.5M</td>
<td>$39.4M</td>
</tr>
<tr>
<td>Per Diluted Share*</td>
<td>$1.26</td>
<td>$1.25</td>
</tr>
</tbody>
</table>

- Same-Store Sales increased 5%
- Industry trends grew weaker each quarter
- Expenses impacted by investments to create sales
- Continued gaining market share while raising gross margins
- Margins increased
  - Product margins were stable
  - Expanded higher margin business
- Expenses Elevated
  - Expected more robust environment
  - Increased promotional offers

* Excluding impact of $1.2M non-recurring expenses
Multiple Opportunities to Build Upon Five Years of Strong Growth

Growth Through:
- Brand Expansions
- Market Share Gains
- Marina & High Margin Business
- Strong SSS Growth
- 14% CAGR

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>$624,692</td>
<td>7%</td>
</tr>
<tr>
<td>2015</td>
<td>$751,366</td>
<td>22%</td>
</tr>
<tr>
<td>2016</td>
<td>$942,050</td>
<td>22%</td>
</tr>
<tr>
<td>2017</td>
<td>$1,052,320</td>
<td>5%</td>
</tr>
<tr>
<td>2018</td>
<td>$1,177,371</td>
<td>10%</td>
</tr>
</tbody>
</table>
Fiscal Year Pretax Growth

- With potential for industry growth, outlook is very encouraging
- 40% CAGR Pretax Growth

Note: Unusual gains and expenses removed from 2014, 2015 and 2018, and Hurricane Irma expenses from 2017
Fiscal Year 2018 Revenue Mix

Mix has shifted to greater % of higher margin business; 12.9% in 2007 and 14.0% in 2018
Industry Leading Balance Sheet - Highlights

<table>
<thead>
<tr>
<th></th>
<th>June 2019</th>
<th>June 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$71.6M</td>
<td>$62.1M</td>
</tr>
<tr>
<td>Inventories, net</td>
<td>$434.7M</td>
<td>$379.4M</td>
</tr>
<tr>
<td>Property and Equipment, net</td>
<td>$143.3M</td>
<td>$130.7M</td>
</tr>
<tr>
<td>Short-Term Borrowings</td>
<td>$289.8M</td>
<td>$232.8M</td>
</tr>
<tr>
<td>Stockholders’ Equity ($331.3 Tangible Net Worth)</td>
<td>$369.8M</td>
<td>$341.6M</td>
</tr>
<tr>
<td>Current Ratio</td>
<td>1.48</td>
<td>1.57</td>
</tr>
<tr>
<td>Total Liabilities / Total Net Worth</td>
<td>1.16</td>
<td>1.00</td>
</tr>
</tbody>
</table>

- Inventory in good shape – fresh product
- No debt other than traditional inventory floor plan financing
- Strong level of TNW – $14.52 per diluted share
- Financial strength provides competitive advantage and allows us to take advantage of opportunities as they arise
Investment Highlights

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