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.
Investment Highlights

• Largest Retailer in a Highly Fragmented Industry
• Increasing Signs of a Broadening Industry Recovery
• Customer Service Strategy is Producing Leading Market Share
• Exclusive Agreements with Premier Manufacturers
• Experienced and Proven Management Team
• Considerable Financial Strength
Company Snapshot

- World’s Largest Boat and Yacht Retailer
- 62 Locations Operating in 17 States and the British Virgin Islands
- Premium Brands – Spanning 11 Feet to Over 200 Feet
- Broad, Protected Territories
- Unparalleled Approach To Customer Service
- Passionate Customers & Team – Committed to the Boating Lifestyle
Product Snapshot
Sea Ray

19’ – 65’ Feet
11’ – 42’ Feet
AZIMUT YACHTS
40’ – 200’ Feet
HARRIS

20’ – 25’ Feet
• European built
• Highly innovative (i.e., folding sides/rotating rear seat)
• High quality but value segment focused
  – Compliments premium brands

38’ – 66’ Feet
- Developed by MarineMax – For Charter
- Worldwide Distribution Rights (excluding China)
  – Private sales - accelerating
Differentiated Approach

• “Teach Me”
  • Sales team are boaters
  • Demo rides
  • Captains
  • Women On Water
  • Children in Boating
• “Service Me”
  • Proactive
  • Mobile
  • Emergency
• “Show me how to Have Fun”
  • Getaways! Trips
  • Customer Events (over 1,000 events last year)
Significant Brand/Segment Expansion – Driving Growth

**Azimut (Yachts)**
- 2008 - Florida
- 2009 – Carolina’s, Georgia, Tennessee
- 2011 – California
- 2012 – Entire United States

**Meridian (Yachts)**
- 2009 – Chesapeake, San Diego

**Boston Whaler (Premium Fish)**
- 2009 – Southwest Florida
- 2011 – Ft. Lauderdale
- 2014- Minnesota

**Harris (Pontoon)**
- 2010 – Minnesota, New Jersey
- 2011 – West Central Florida
- 2012 – Alabama, North and Southwest Florida, North Carolina, Texas

**Nautique (Ski, Wake, Wakesurf)**
- 2010 – Minnesota, Georgia
- 2011 – Missouri
- 2012 – Tampa Bay Florida

**Scout (Premium Fish)**
- 2012 – Southeast Florida
- 2012 – New Jersey/Maryland
- 2014 – Texas & New York

**Sailfish (Value Fish)**
- 2013 – All Saltwater Markets

**Scarab (Jet boat)**
- 2013 – All Our Markets

**Aquila (Catamaran)**
- 2013 – Worldwide (excluding China)

**Ocean Alexander (Yachts)**
- 2014 From Texas East

**Galeon Yachts (Value Yachts)**
- 2016 – North, Central, South America

**Sea Pro**
- 2016 – Texas, West Florida, North Carolina
The U.S. marine market continues its steady recovery

Sources: NMMA, includes all 50 states and total sterndrive, inboard and outboard boats; Statistical surveys, Inc.  
* Estimate based on (SSI) preliminary September YTD growth rate of 5.3%
Potential Market Size – Based on Replacement Demand

Registered Boats
9,500,000 Units

Average Life Expectancy
30 – 35 Years

Pro Forma Annual (Obsolescence) Replacement Demand
271,000 – 317,000

At these levels:
Given the segment and brand expansions we have executed

Our revenue would greatly exceed our prior peak of $1.3B
Market Expansion Opportunities

- **$700MM**
- **$500MM**
- **$650MM**
- **$460MM**
- **$1.7B**
- **$750MM**
- **$900MM**

**Original Company**

**Acquisitions/New Stores**

- **Russo Marine** April 2016
- **Hall Marine Group** January 2017
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
• Adjust to changing consumer desires
  • Growth in outboard, jet, pontoon
• Aquila Private Sales and MarineMax Vacations (grow charter fleet)
• Acquisitions
Financial Overview
Financial Highlights

- Significant tangible net worth, despite industry downturn
  - Approximately $306 million

- No long-term debt
  - Only debt is inventory financing

- Own many of our locations debt free (33 locations – mostly waterfront or highway)
  - Fair value exceeds carrying amount

- Significant growth in earnings from recent industry recovery

- Stores we operate today did more than $1 billion in 2006 & 2007
  - Substantial fixed cost leverage opportunity
December Quarter Recap

<table>
<thead>
<tr>
<th></th>
<th>December 2016</th>
<th>December 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$226.9M</td>
<td>$169.5M</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>23.4%</td>
<td>24.6%</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>$47.1M</td>
<td>$40.0M</td>
</tr>
<tr>
<td>Pretax</td>
<td>$4.5M</td>
<td>$1.4M</td>
</tr>
<tr>
<td>Per Diluted Share</td>
<td>$0.11</td>
<td>$0.03</td>
</tr>
</tbody>
</table>

- Revenue grew over 33%
- Strong 28% same-store sales growth - growing market share
- Mix shift to larger products impacted consolidated margins but drove earnings growth
- Second best December quarter ever
- Great start to 2017
## Fiscal Year 2016 vs. 2015

<table>
<thead>
<tr>
<th></th>
<th>FY2016</th>
<th>FY2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$942.1M</td>
<td>$751.4M</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>24.0%</td>
<td>24.6%</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>$185.8M</td>
<td>$161.1M*</td>
</tr>
<tr>
<td>Pretax</td>
<td>$34.8M</td>
<td>$19.3M*</td>
</tr>
<tr>
<td>Per Diluted Share</td>
<td>$0.87**</td>
<td>$0.47***</td>
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</tbody>
</table>

- Strong 22% same-store sales growth for second consecutive year; Growing market share
- Margins pressured modestly by mix shift to larger boats
- Good SG&A leverage in the business
- Comparable EPS grows 85%

* Adjusted for $1.6M gain on the sale of property.
** Adjusted for $1.1M valuation allowance reversal on deferred tax assets
*** Adjusted for gain on sale of property, valuation allowance reversal on deferred tax assets, and pro forma income tax provision.
Great Growth As Recovery Takes Hold

Growth Through:
- Brand Expansions
- Market Share Gains
- New Models

Accelerating Growth:

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$524,456</td>
</tr>
<tr>
<td>2013</td>
<td>$584,497</td>
</tr>
<tr>
<td>2014</td>
<td>$624,692</td>
</tr>
<tr>
<td>2015</td>
<td>$751,366</td>
</tr>
<tr>
<td>2016</td>
<td>$942,050</td>
</tr>
</tbody>
</table>
Note: Unusual gains removed from 2014 and 2015

- Profits increased over 80% from 2015
- With potential for industry growth, outlook is very encouraging
Fiscal Year 2016 Revenue Mix

- Used Boat Sales: 17.5%
- New Boat Sales: 68.5%
- Parts & Accessories: 3.5%
- Service, Repairs & Storage: 6.0%
- Finance & Insurance Fees: 2.5%
- Brokerage Fees: 2.0%

Mix has shifted to greater % of higher margin business; 12.9% in 2007 and 14.0% in 2015
# Industry Leading Balance Sheet-Highlights

<table>
<thead>
<tr>
<th></th>
<th>DECEMBER 2016</th>
<th>DECEMBER 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$37.1M</td>
<td>$25.2M</td>
</tr>
<tr>
<td>Inventories, net</td>
<td>$363.6M</td>
<td>$326.4M</td>
</tr>
<tr>
<td>Property and Equipment, net</td>
<td>$123.5M</td>
<td>$98.8M</td>
</tr>
<tr>
<td>Short-Term Borrowings</td>
<td>$213.5M</td>
<td>$187.5M</td>
</tr>
<tr>
<td>Stockholders’ Equity ($306M Tangible Net Worth)</td>
<td>$312.5M</td>
<td>$283.6M</td>
</tr>
<tr>
<td>Current Ratio</td>
<td>1.60</td>
<td>1.69</td>
</tr>
<tr>
<td>Total Liabilities / Total Net Worth</td>
<td>0.89</td>
<td>0.78</td>
</tr>
</tbody>
</table>

- Inventory in very good shape – turns improving; supporting growth
- No debt other than traditional inventory floor plan financing
- Strong level of TNW – $12.66 per diluted share
- Financial strength provides competitive advantage and allows us to take advantage of opportunities as they arise
Investment Highlights

• Largest Retailer in a Highly Fragmented Industry
• Increasing Signs of a Broadening Recovery
• Ability To Increase Profits Thru Expense Leverage
• Exclusive Agreements with Premier Manufacturers
• Experienced and Proven Management Team
• Considerable Financial Strength
Enhancing and Changing Lives and Our Industry