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.
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
- 60 Locations Operating in 16 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
Nautique

20’ – 25’ Feet
11’ – 42’ Feet
16’ – 27’ Feet
• European built
• Highly innovative (i.e., folding sides/rotating rear seat)
• High quality but value segment focused
  – Compliments premium brands
- 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

**Scarb (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

Industry Volume

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.
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
- $900MM
- $460MM
- $1.7B
- $900MM
- $750MM

- 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 Highlights

- Significant tangible net worth, despite industry downturn
  - Approximately $276 million

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

- Own many of our locations debt free (28 locations – mostly waterfront or highway)
  - Fair value exceeds carrying amount

- Significant growth in earnings from recent industry recovery
### September Quarter Recap

<table>
<thead>
<tr>
<th></th>
<th>September 2017</th>
<th>September 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$250.6M</td>
<td>$227.4M</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>26.5%</td>
<td>24.8%</td>
</tr>
<tr>
<td>SG&amp;A*</td>
<td>$55.7M</td>
<td>$49.0M</td>
</tr>
<tr>
<td>Adjusted Pretax*</td>
<td>$8.6M</td>
<td>$6.3M</td>
</tr>
<tr>
<td>Per Diluted Share**</td>
<td>$0.22</td>
<td>$0.18</td>
</tr>
</tbody>
</table>

- 10% increase in revenue; gross profit dollars increased over 17%
- Gross margins increased 170 basis points on strength of product margins & higher margin businesses
- 4th quarter in a row with increased product margins
- Adjusted pretax earnings grew 38%
- All despite challenges caused by Hurricane’s Irma and Harvey

*Excludes $2.9M of expenses from Hurricane Irma
**Removes unusual tax gains and proforma’s provision at 39%
Twelve-months Thru September Recap

<table>
<thead>
<tr>
<th></th>
<th>September 2017</th>
<th>September 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$1.1B</td>
<td>$942.1M</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>25.2%</td>
<td>24.0%</td>
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<tr>
<td>SG&amp;A*</td>
<td>$217.2M</td>
<td>$185.8M</td>
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<tr>
<td>Adjusted Pretax*</td>
<td>$40.7M</td>
<td>$34.8M</td>
</tr>
<tr>
<td>Per Diluted Share**</td>
<td>$1.00</td>
<td>$0.87</td>
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</tbody>
</table>

- Solid 5% same-store sales growth on top of 22% growth last two consecutive fiscal years
- Improving margins from innovative new models & higher margin businesses
- Adjusted pretax earnings grew 17%
- Adjusted EPS grew 15%

*Excludes $2.9M of expenses from Hurricane Irma
** Removes unusual tax gains and proforma’s provision at 39%
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>
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<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>
<tr>
<td>2017</td>
<td>$1,052,320</td>
</tr>
</tbody>
</table>
Fiscal Year Pretax in Thousands

- Profits increased over 17% from 2016
- With potential for industry growth, outlook is very encouraging

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

Mix has shifted to greater % of higher margin business; 12.9% in 2007 and 14.2% in 2017
## Industry Leading Balance Sheet-Highlights

<table>
<thead>
<tr>
<th></th>
<th>SEPTEMBER 2017</th>
<th>SEPTEMBER 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$42.0M</td>
<td>$38.6M</td>
</tr>
<tr>
<td>Inventories, net</td>
<td>$394.7M</td>
<td>$322.0M</td>
</tr>
<tr>
<td>Property and Equipment, net</td>
<td>$127.2M</td>
<td>$121.4M</td>
</tr>
<tr>
<td>Short-Term Borrowings</td>
<td>$254.2M</td>
<td>$166.6M</td>
</tr>
<tr>
<td>Stockholders’ Equity ($276M Tangible Net Worth)</td>
<td>$302.2M</td>
<td>$312.5M</td>
</tr>
<tr>
<td>Current Ratio</td>
<td>1.41</td>
<td>1.69</td>
</tr>
<tr>
<td>Total Liabilities / Total Net Worth</td>
<td>1.22</td>
<td>0.77</td>
</tr>
</tbody>
</table>

- Inventory in very good shape – mix and aging
- No debt other than traditional inventory floor plan financing
- Strong level of TNW – $11.71 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