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.
Introduction

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
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
- 63 Locations Operating in 16 States and the British Virgin Islands
- Premium Brands – Spanning 11 Feet to Over 200 Feet
- Exclusive Dealer for Several Brands
- Broad, Protected Territories
- Unparalleled Approach To Customer Service
- Passionate Customers & Team – Committed to the Boating Lifestyle
11’ – 42’
Developed by MarineMax
Worldwide Distribution Rights (excluding China)
AZIMUT
YACHTS

40’ – 125’

UNITED by WATER
MARINEMAX
Differentiated Approach

“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
MarineMax Getaways!
Select Locations
MarineMax Dallas
MarineMax Lake of the Ozarks
Ocean Reef Club Ship Store
Tortola British Virgin Islands Base
Trip of a Lifetime
MarineMax Gives Back & Community Involvement
Market Expansion Opportunities

- Original Company
- Acquisitions/New Stores

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

- Russo Marine
  - April 2016
- Hall Marine Group
  - January 2017
- Island Marine
  - January 2018
- Bay Pointe Marina
  - September 2018
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
- 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

Scut (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

Grady White
- 2017 – Dade County, Florida

NauticStar
- 2018 – Select Midwest and Southeast Markets

Tige’
- 2018 – Oklahoma, Florida, Georgia
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 $334 Million $14.27/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**
## December Quarter Recap

<table>
<thead>
<tr>
<th></th>
<th>December 2018</th>
<th>December 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$241.9M</td>
<td>$236.9M</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>26.2%</td>
<td>25.0%</td>
</tr>
<tr>
<td><strong>SG&amp;A</strong></td>
<td>$54.5M</td>
<td>$50.2M</td>
</tr>
<tr>
<td><strong>Adjusted Pretax</strong></td>
<td>$6.5M</td>
<td>$6.5M</td>
</tr>
<tr>
<td><strong>Per Diluted Share</strong>*</td>
<td>$0.21</td>
<td>$0.23</td>
</tr>
</tbody>
</table>

- Over 80% cumulative SSS growth over last 5 years in quarter
- Gross margins increased over 120 basis points on strength of product & growth in higher margin businesses
- SG&A increase due primarily to acquisition in 2018, new store location and ramp of charter business – post Irma
- December quarter revenue and pretax earnings reach record level

* 2017 increased for deferred tax asset remeasurement due to tax law change
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>Growth Rate</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>7%</td>
<td>$624,692</td>
</tr>
<tr>
<td>2015</td>
<td>22%</td>
<td>$751,366</td>
</tr>
<tr>
<td>2016</td>
<td>22%</td>
<td>$942,050</td>
</tr>
<tr>
<td>2017</td>
<td>5%</td>
<td>$1,052,320</td>
</tr>
<tr>
<td>2018</td>
<td>10%</td>
<td>$1,177,371</td>
</tr>
</tbody>
</table>

$1,177,371
Fiscal Year 2018 Revenue Mix

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

<table>
<thead>
<tr>
<th></th>
<th>December 2018</th>
<th>December 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$38.6M</td>
<td>$35.6M</td>
</tr>
<tr>
<td>Inventories, net</td>
<td>$445.5M</td>
<td>$440.7M</td>
</tr>
<tr>
<td>Property and Equipment, net</td>
<td>$138.7M</td>
<td>$127.4M</td>
</tr>
<tr>
<td>Short-Term Borrowings</td>
<td>$270.7M</td>
<td>$307.7M</td>
</tr>
<tr>
<td>Stockholders’ Equity ($334 Tangible Net Worth)</td>
<td>$361.4M</td>
<td>$309.5M</td>
</tr>
<tr>
<td>Current Ratio</td>
<td>1.56</td>
<td>1.40</td>
</tr>
<tr>
<td>Total Liabilities / Total Net Worth</td>
<td>1.00</td>
<td>1.30</td>
</tr>
</tbody>
</table>

- Inventory in good shape – fresh product
- No debt other than traditional inventory floor plan financing
- Strong level of TNW – $14.27 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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