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
Investment Highlights

- Largest Retailer in a Highly Fragmented Industry
- Opportunities to Outperform in an 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
- Premium Brands – Spanning 11 Feet to Over 200 Feet
- Exclusive Dealer for Several Brands
- Broad, Protected Territories
- 59 Locations Operating in 16 States, the Bahamas and the British Virgin Islands
- Fraser Yachts – Leading Superyacht Organization with World-Wide Locations
- Unparalleled Approach To Customer Service
- Contract Manufacturer
- Passionate Customers & Team – Committed to the Boating Lifestyle
- Developed by MarineMax
- Worldwide Distribution Rights (excluding China)
19’ – 40’
AZIMUT YACHTS

40’ – 125’
“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 Ft. Myers
MarineMax Lake of the Ozarks
MarineMax Venice
• Wholly owned subsidiary established to finance boats and RV’s not sold through our stores
• One of the largest most successful brokers in the industry
• Potential to grow the business with technology and share gains
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)

- **Bay Pointe Marina**: September 2018
  - $750MM
- **Russo Marine**: April 2016
  - $700MM
- **Hall Marine Group**: January 2017
  - $900MM
- **Island Marine**: January 2018
  - $460MM
- **Sail & Ski Center**: April 2019
  - $650MM

Original Company
Acquisitions/New Stores

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

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

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

Grady White
- 2017 – Dade County, Florida

NauticStar
- 2018 – Select Midwest and Southeast Markets

Tige'
- 2018 – Oklahoma, Florida, Georgia

Benetti
- 2019 – United States and Canada
Multiple Growth Opportunities

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

- **Strong Balance Sheet**
  - Tangible net worth $316 Million $14.45/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 substantially higher
  - Cash is greater
  - Unlevered real estate is considerably higher

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

<table>
<thead>
<tr>
<th></th>
<th>December 2019</th>
<th>December 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$304.2M</td>
<td>$241.9M</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>26.3%</td>
<td>26.2%</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>$64.4M</td>
<td>$54.5M</td>
</tr>
<tr>
<td>Pretax</td>
<td>$12.3M</td>
<td>$6.5M</td>
</tr>
<tr>
<td>Per Diluted Share</td>
<td>$0.41</td>
<td>$0.21</td>
</tr>
</tbody>
</table>

- Record revenue and earnings
- Revenue grows 26%, Quarterly Same-Stores Sales exceeds 24% (unit driven)
- Industry choppy but stabilizing
- Expanded higher margin businesses
- Fraser acquisition expands international capabilities and international reach
- EPS almost doubles to $0.41
<table>
<thead>
<tr>
<th></th>
<th>September 2019</th>
<th>September 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$1,237.2M</td>
<td>$1,117.4M</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>26.1%</td>
<td>25.3%</td>
</tr>
<tr>
<td>*<em>SG&amp;A</em></td>
<td>$260.5M</td>
<td>$235.3M</td>
</tr>
<tr>
<td>*<em>Pretax</em></td>
<td>$50.8M</td>
<td>$53.0M</td>
</tr>
<tr>
<td>*<em>Per Diluted Share</em></td>
<td>$1.63</td>
<td>$1.70</td>
</tr>
</tbody>
</table>

- Same-Store Sales increased 1%
- Industry trends grew weaker until late in Q4
- Continued gaining market share while raising gross margins
- Margins increased
  - Product margins were stable
  - Expanded higher margin businesses
- Expenses elevated
  - Expected more robust environment
  - Increased promotional offers

* Excluding unusual items
Multiple Opportunities to Build Upon Years of Strong Growth

Growth Through:
- Brand Expansions
- Market Share Gains
- Marina & High Margin Business
- Strong SSS Growth
- 12% CAGR

$624,692
$751,366
$942,050
$1,052,320
$1,177,371
$1,237,153

7%
22%
22%
5%
10%
1%

2014
2015
2016
2017
2018
2019
Fiscal Year Pretax Trend

- 2019 - Industry Trends Deteriorated
- 32% CAGR Pretax Growth

Note: Unusual gains and expenses removed from 2014, 2015, 2018 and 2019 and Hurricane Irma expenses from 2017
Fiscal Year 2019 Revenue Mix

Mix has shifted to greater % of higher margin business; 12.9% in 2007 and 15.0% in 2019
## Industry Leading Balance Sheet Highlights

<table>
<thead>
<tr>
<th></th>
<th>December 2019</th>
<th>December 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$36.0M</td>
<td>$38.6M</td>
</tr>
<tr>
<td>Inventories, net</td>
<td>$493.9M</td>
<td>$445.5M</td>
</tr>
<tr>
<td>Property and Equipment, net</td>
<td>$144.8M</td>
<td>$138.7M</td>
</tr>
<tr>
<td>Short-Term Borrowings</td>
<td>$334.1M</td>
<td>$270.7M</td>
</tr>
<tr>
<td>Stockholders’ Equity (TNW)</td>
<td>$380.7M</td>
<td>$361.4M</td>
</tr>
<tr>
<td>Current Ratio</td>
<td>1.39</td>
<td>1.56</td>
</tr>
<tr>
<td>Total Liabilities / Total Net Worth</td>
<td>1.44</td>
<td>1.00</td>
</tr>
</tbody>
</table>

- No debt other than traditional inventory floor plan financing
- Strong level of TNW – $14.45 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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