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
- 56 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
Sea Ray

19’ – 65’ Feet
NAUTIQUE
20’ – 25’ Feet
11’ – 42’ Feet
50’ – 155’ 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
- 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)**
- 2015 – 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 $1.2B-$1.3B
Market Expansion Opportunities

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

Original Company
Acquisitions/New Stores
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 $292 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
## June Quarter Recap

<table>
<thead>
<tr>
<th></th>
<th>June 2016</th>
<th>June 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$345.6M</td>
<td>$231.8M</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>22.8%</td>
<td>24.6%</td>
</tr>
<tr>
<td><strong>SG&amp;A</strong></td>
<td>$54.3M</td>
<td>$42.7M*</td>
</tr>
<tr>
<td><strong>Pretax</strong></td>
<td>$23.1M</td>
<td>$13.2M*</td>
</tr>
<tr>
<td><strong>Per Diluted Share</strong></td>
<td>$0.57</td>
<td>$0.32**</td>
</tr>
</tbody>
</table>

- Exceptional 44% same-store sales growth - growing market share
- New boat margins expand for fourth quarter in a row
- Spike in lower margin “yachts” compressed consolidated margins
- Good operating expense leverage
- Adjusted pretax earnings nearly doubled
- Comparable EPS jumps 78%

* Adjusted for $1.6M gain on the sale of property.
** Adjusted for gain on the sale of property and pro forma income tax provision.
Nine-months Thru June

<table>
<thead>
<tr>
<th></th>
<th>June 2016</th>
<th>June 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$714.7M</td>
<td>$562.1M</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>23.7%</td>
<td>24.3%</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>$136.7M</td>
<td>$119.3M*</td>
</tr>
<tr>
<td>Pretax</td>
<td>$28.5M</td>
<td>$13.9M*</td>
</tr>
<tr>
<td>Per Diluted Share</td>
<td>$0.70</td>
<td>$0.33**</td>
</tr>
</tbody>
</table>

- Strong 25% same-store sales growth on top of 23% growth in prior year—much stronger than industry
- Good SG&A leverage in the business
- Comparable EPS and adjusted pretax more than doubles

* Adjusted for $1.6M gain on the sale of property.
** Adjusted for gain on the sale of property 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>Sales</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>
</tbody>
</table>
Fiscal Year Pretax in Thousands

- Profits doubled from 2014
- With potential for industry growth, outlook is very encouraging

Note: Unusual gains removed from 2014 and 2015
Fiscal Year 2015 Revenue Mix

Mix has shifted to greater % of higher margin business; 12.9% in 2007 and 15.2% in 2015
### Industry Leading Balance Sheet - Highlights

<table>
<thead>
<tr>
<th></th>
<th>JUNE 2016</th>
<th>JUNE 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$55.6M</td>
<td>$47.4M</td>
</tr>
<tr>
<td>Inventories, net</td>
<td>$306.6M</td>
<td>$257.6M</td>
</tr>
<tr>
<td>Property and Equipment, net</td>
<td>$115.3M</td>
<td>$106.3M</td>
</tr>
<tr>
<td>Short-Term Borrowings</td>
<td>$177.0M</td>
<td>$137.4M</td>
</tr>
<tr>
<td>Stockholders’ Equity ($292M Tangible Net Worth)</td>
<td>$301.7M</td>
<td>$258.8M</td>
</tr>
<tr>
<td>Current Ratio</td>
<td>1.66</td>
<td>0.72</td>
</tr>
<tr>
<td>Total Liabilities / Total Net Worth</td>
<td>0.84</td>
<td>1.80</td>
</tr>
</tbody>
</table>

- Inventory in good shape – turns improving; supporting growth
- No debt other than traditional inventory floor plan financing
- Strong level of TNW – over $11.81 per diluted share
- Financial strength which provides competitive advantage
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
Having fun at 864 months