

UNITED *by* WATER
MARINEMAX



Q1 FY 2026 Investor Presentation

January 29, 2026

Forward-Looking Statements

Certain statements in this presentation are forward-looking as defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements generally relate to future events, and may be identified by the use of words such as “anticipate,” “believe,” “contemplate,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “target,” “will,” or “would,” or the negative of these words, or other similar terms or expressions that concern the Company’s expectations, strategy, plans, or intentions. These statements, including those relating to MarineMax’s strategic expansion into higher-margin businesses and the value creation resulting from such expansion, the Company’s long-term growth strategy, MarineMax’s fiscal 2026 guidance, the Company’s long-term strategy and growth priorities, MarineMax’s diversification, and its financial flexibility, are based on current expectations, forecasts, risks, uncertainties, and assumptions that may cause actual results to differ materially from expectations as of the date of this release. These risks, assumptions, and uncertainties include the timing of and potential outcome of the Company’s long-term improvement plan, the estimated impact resulting from the Company’s cost-reduction initiatives, the Company’s abilities to reduce inventory, manage expenses and accomplish its goals and strategies, general economic conditions, as well as those within the Company’s industry, the level of consumer spending, and numerous other factors identified in the Company’s most recently filed Forms 10-K and 10-Q and other filings with the Securities and Exchange Commission. The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Non-GAAP Financial Measures

This presentation contains “Adjusted net (loss) income attributable to MarineMax, Inc.,” “Adjusted diluted net (loss) income per common share,” “Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization” (“Adjusted EBITDA”), and “Adjusted selling, general and administrative expenses” (“Adjusted SG&A”), which are non-GAAP financial measures as defined under applicable securities legislation. In determining these measures, the Company excludes certain items which are otherwise included in determining the comparable GAAP financial measures. The Company believes these non-GAAP financial measures are key performance indicators that improve the period-to-period comparability of the Company’s results and provide investors with more insight into, and an additional tool to understand and assess, the performance of the Company’s ongoing core business operations. Investors and other readers are encouraged to review the related GAAP financial measures and the above reconciliation and should consider these non-GAAP financial measures as a supplement to, and not as a substitute for or as a superior measure to, measures of financial performance prepared in accordance with GAAP.

In addition, we have not reconciled our fiscal year 2026 Adjusted net income and Adjusted EBITDA guidance to net income (the corresponding GAAP measure for each), which is not accessible on a forward-looking basis due to the high variability and difficulty in making accurate forecasts and projections, particularly with respect to acquisition contingent consideration, acquisition costs, and other costs. Acquisition contingent consideration and transaction costs, which are likely to be significant to the calculation of net income, are affected by the integration and post-acquisition performance of our acquirees, which is difficult to predict and subject to change. Accordingly, reconciliations of forward-looking Adjusted net income and Adjusted EBITDA are not available without unreasonable effort.

MarineMax: A Worldwide Leader in Products, Services, and Experiences for the Recreational Marine Market

- Over 70 boat dealerships featuring more than 30 exclusively marketed boat brands
- Portfolio of more than 65 marina and storage locations across 15+ countries, highlighted by flagship brand, IGY Marinas
- Diverse business mix includes marinas, yacht brokerage operations, finance and insurance, superyacht services and manufacturing
- Innovative technology and digital offerings to create scale and support growth
- Long culture of excellence, highlighted by industry-leading net promotor scores









Our Strategic Ambition

Achieve **top-tier market performance** as the **premier global leader** in boating and yachting, offering an **unmatched and diverse** portfolio of recreational experiences



Expanding Leadership Across Diverse Lines of Business

Acquisition History Since 2019

Retail Operations	Superyacht Services	IGY Marinas	New Wave Innovations	Finance & Insurance	Product Manufacturing
					

More Than 20 Acquisitions Since 2019

- >\$700 million of combined revenue
- Skewed toward higher-margin

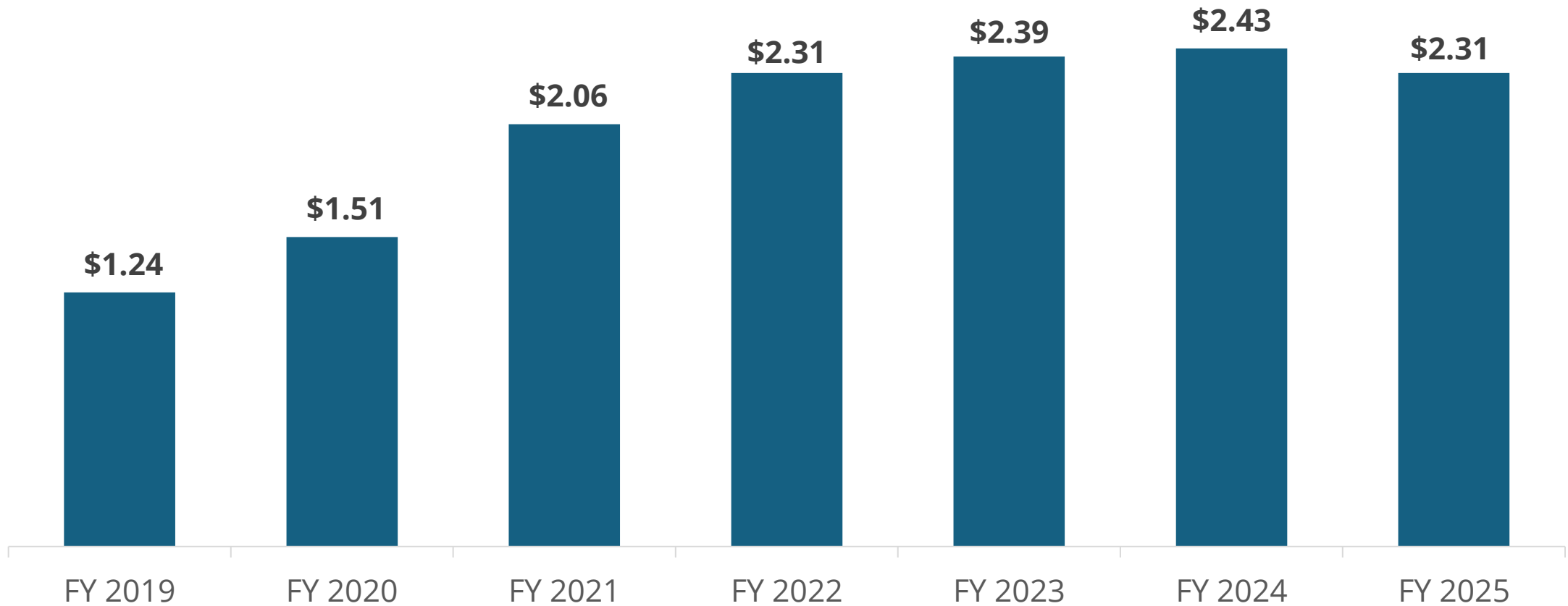
Strategic Priorities by Business

	Retail Store Operations	Superyacht Services	IGY Marinas	New Wave Innovations	Finance & Insurance Services	Product Manufacturing
Strategic Focus	Innovation & Value Creation	Premium Ecosystem Integration	Focused Growth	Early-stage Growth	Growth & Efficiencies	Focused Growth
Strategic Priority	Drive incremental value through brand and store portfolio optimization while leveraging digital analytics and AI to expand customer wallet share	Accelerate growth in high-margin segments by expanding global brokerage networks, charter fleets, and personalized services	Optimize growth & synergy opportunities	Create scale to support growth in a large marketplace	Scale offerings	Innovate for future growth while adjusting portfolio and production to adapt to current economic cycle



Revenue Performance

(\$ in billions)



We Provide Customers With a Highly Differentiated Boating Experience

More Than 30 Exclusively Marketed Brands, Including:

AZIMUT

AQUILA

MJM

OCEAN ALEXANDER

GALEON
YACHTS

CRUISERS YACHTS

Sea Ray

BOSTON
WHALER

HARRIS

BERTRAM

Scout

GW
GRADY-WHITE

intrepid
POWERBOATS

SAXDOR

MasterCraft

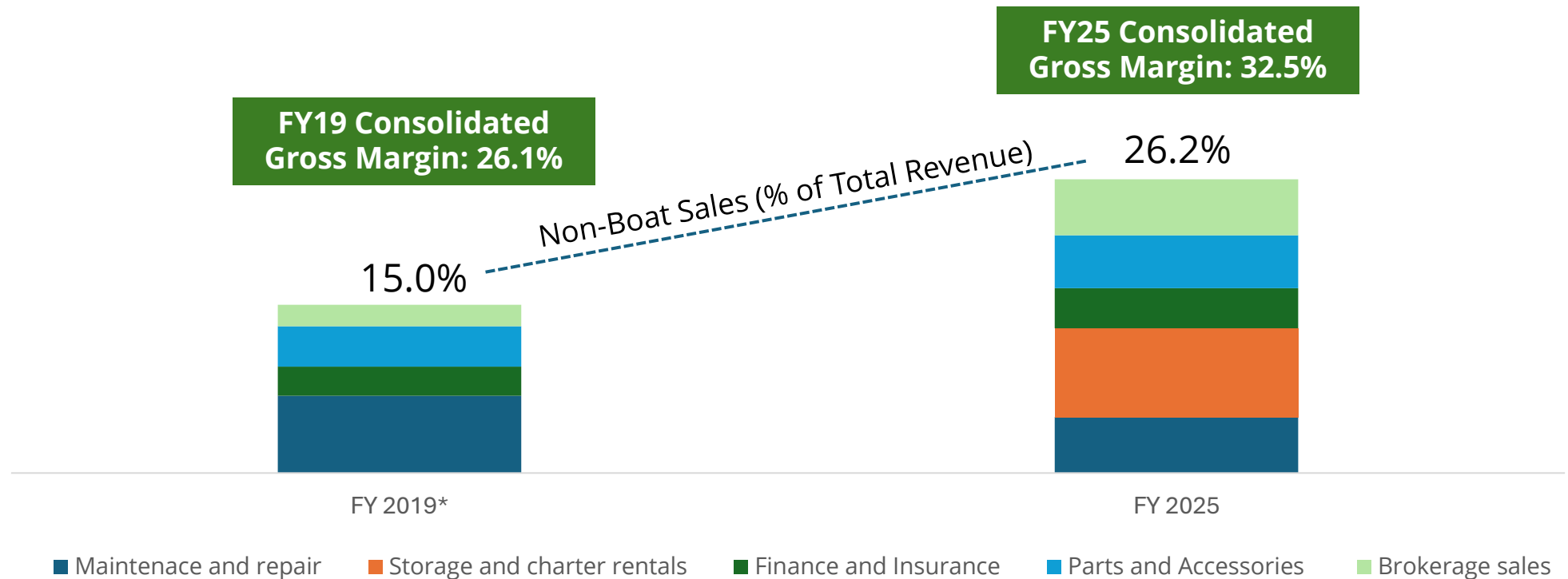
AVIARA

NAUTIQUE



Non-Boat Revenue Streams Have Significantly Expanded Our Margin Profile Since 2019

Growth in Non-Boat Sales and Total Gross Margin Improvement (FY19 vs. FY25)



*FY19 combined maintenance, repair, storage, and charter services as one category

Building Our Technology Footprint by Creating a Seamless Digital Experience for Customers



Leveraging **digital and marketing analytics**, plus, **artificial intelligence**



Introduced award-winning **MarineMax App**, to give quick, easy access to service scheduling, monitoring and payment



Soundings Trade Only **"Most Innovative Marine Company"** Award



Newly formed entity, **New Wave Innovations**, serves as growth engine for technology-related products and services



Our Leadership Team Has Deep Industry Experience Across Economic and Market Cycles



Brett McGill
Chief Executive Officer and
President
29 Years



Mike McLamb
Executive Vice President, Chief
Financial Officer and Secretary
28 Years



Shawn Berg
Executive Vice President,
Chief Digital Officer
8 Years



Anthony Cassella
Executive Vice President Finance
and Chief Accounting Officer
27 Years



Kyle Langbehn
Executive Vice President,
President of Retail Operations
23 Years



Manny Alvare
General Counsel
7 Years



Chuck Cashman
Senior Vice President,
Global Yachts Sales
33 Years

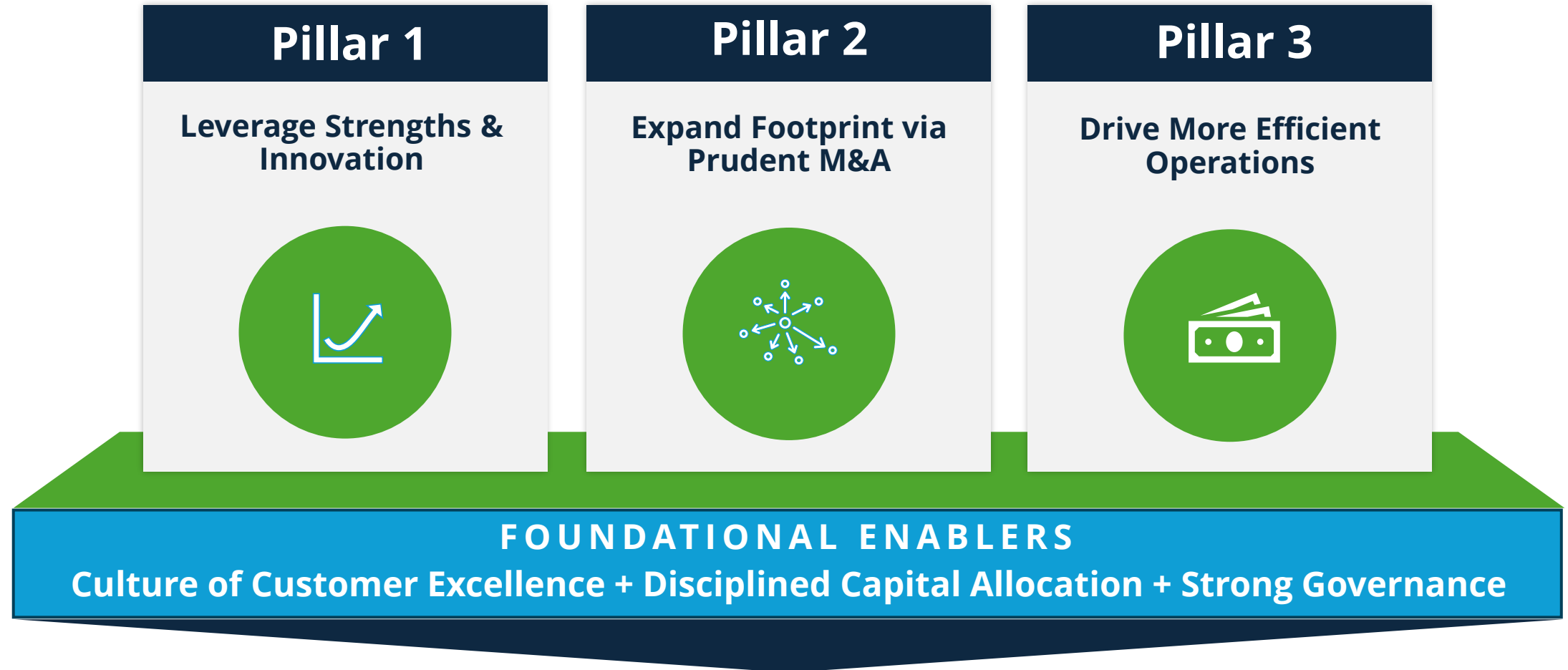


Beth Garland
Senior Vice President,
People Strategy
4 Years



Denotes years of experience at MarineMax

Strategy for Unlocking Additional Value-Creation Potential



Delivering Meaningfully on Long-Term Strategic Plan

Strengthening the Portfolio

- ✓ Completed 20 acquisitions since 2019 – roughly \$700M of high-margin revenue
- ✓ Continued expansion into premium brands and higher net worth customer base
- ✓ Secured brands with large geographic territories – 8 added in the past 6 years
- ✓ Continued market gains and brand recognition in the superyacht segment

Driving More Efficient Operations

- ✓ Rationalizing store base in support of expense alignment goals
- ✓ Integrating new acquisitions, recognizing synergies from existing best practices and resources
- ✓ Adding technology tools to drive efficiency

Improving Our Financial Profile

- ✓ Achieved >30% gross margins vs. historical & industry standard of mid 20%
- ✓ Delivered sales growth above industry trends
- ✓ Maintained liquidity
- ✓ Healthy EBITDA leverage ratio

Q1 FY 2026 Financial Performance

Key Messages

Higher revenue was driven by increased comparable store sales, largely due to a shift in mix toward larger, premium products

Lower gross margin reflected the increased promotional environment due to challenging retail conditions and mix of sales, partially offset by contribution from higher-margin businesses

Reported net loss of \$7.9 million, or \$0.36 per share; adjusted net loss of \$4.6 million, or \$0.21 per diluted share

Revenue



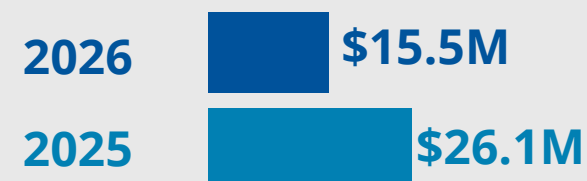
Gross Margin



Income from Operations



Adjusted EBITDA*



GAAP Diluted EPS



Adjusted Diluted EPS*



* For a reconciliation of GAAP to Non-GAAP financial measures, refer to the Appendix.

Balance Sheet Highlights as of December 31, 2025

Key Messages

YoY increase in cash and cash equivalents primarily due to stronger revenue vs last year

Inventories decreased year-over-year primarily due to actions taken to reduce orders, eliminate brands, and increase turns given the challenged retail environment

Shareholders' equity decreased primarily due to decreased net income and purchases of treasury stock, partially offset by increases in non-controlling interest and other comprehensive income

Cash and cash equivalents



Inventories



Property and Equipment, net



Shareholders' Equity



Current Ratio



Net Leverage Ratio



Guidance (as of January 29, 2026)

Fiscal 2026	
Metric	Range
Adjusted EBITDA*	\$110 million to \$125 million
Adjusted Net Income*	\$0.40 to \$0.95 per diluted share

* MarineMax's fiscal 2026 guidance excludes the potential impact of material acquisitions or other unforeseen developments, including changes in tariffs and broader global economic conditions. See Slide 3 for an explanation of why reconciliations of Adjusted net income and Adjusted EBITDA to their corresponding GAAP measures cannot be provided without unreasonable effort.

Appendix

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Adjusted EBITDA Reconciliation

MarineMax, Inc. and Subsidiaries Supplemental Financial Information

(Amounts in thousands)
(Unaudited)

	Three Months Ended	
	December 31,	
	2025	2024
Net (loss) income attributable to MarineMax, Inc.	\$ (7,926)	\$ 18,066
Interest expense (excluding floor plan)	7,355	8,401
Income tax (benefit) provision	(2,841)	2,103
Depreciation and amortization	12,582	11,597
Stock-based compensation expense	2,645	5,473
Transaction and other costs	2,975	221
Change in fair value of contingent consideration	414	(25,817)
Restructuring expense	147	503
Weather expenses	9	4,968
Foreign currency	184	542
Adjusted EBITDA	<u>\$ 15,544</u>	<u>\$ 26,057</u>

Adjusted Net (Loss) Income Reconciliation

MarineMax, Inc. and Subsidiaries
Supplemental Financial Information
(Amounts in thousands, except share and per share data)
(Unaudited)

	Three Months Ended	
	December 31,	
	2025	2024
Net (loss) income attributable to MarineMax, Inc.	\$ (7,926)	\$ 18,066
Transaction and other costs (1)	2,975	221
Intangible amortization (2)	960	1,428
Change in fair value of contingent consideration (3)	414	(25,817)
Weather expenses	9	4,968
Restructuring expense (4)	147	503
Tax adjustments for items noted above (5)	(1,131)	4,693
Adjusted net (loss) income attributable to MarineMax, Inc.	<u>\$ (4,552)</u>	<u>\$ 4,062</u>
Diluted net (loss) income per common share	\$ (0.36)	\$ 0.77
Transaction and other costs (1)	0.13	0.01
Intangible amortization (2)	0.04	0.06
Change in fair value of contingent consideration (3)	0.02	(1.10)
Weather expenses	—	0.21
Restructuring expense (4)	0.01	0.02
Tax adjustments for items noted above (5)	(0.05)	0.20
Adjusted diluted net (loss) income per common share	<u>\$ (0.21)</u>	<u>\$ 0.17</u>

- (1) Transaction and other costs relate to acquisition transaction, integration, and other costs in the period.
(2) Represents amortization expense for acquisition-related intangible assets.
(3) Represents (gains) expenses to record contingent consideration liabilities at fair value.
(4) Represents expenses incurred as a result of restructuring and store closings.
(5) Adjustments for taxes for items are calculated based on an estimated effective tax rate.