

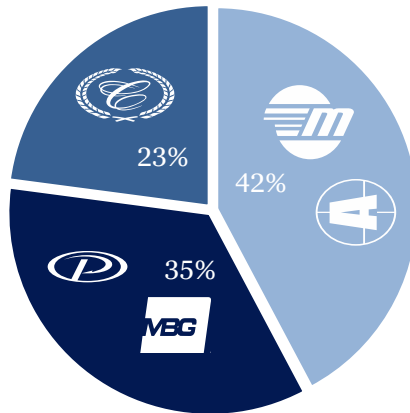
# MALIBU

## BOATS, INC.™

### ABOUT

Based in Loudon, Tennessee, Malibu Boats, Inc. (MBUU) is a leading designer, manufacturer and marketer of a diverse range of recreational powerboats, including performance sport, sterndrive and outboard boats. Malibu Boats, Inc. is the market leader in the performance sport boat category through its Malibu and Axis boat brands, the leader in the 20' - 40' segment of the sterndrive boat category through its Cobalt brand, and in a leading position in the saltwater fishing boat market with its Pursuit and Cobia offshore boats and Pathfinder, Maverick, and Hewes flats and bay boat brands. A pre-eminent innovator in the powerboat industry, Malibu Boats, Inc. designs products that appeal to an expanding range of recreational boaters, fisherman and water sports enthusiasts whose passion for boating is a key component of their active lifestyles.

**LTM Net Sales**  
(As of December 31, 2023)

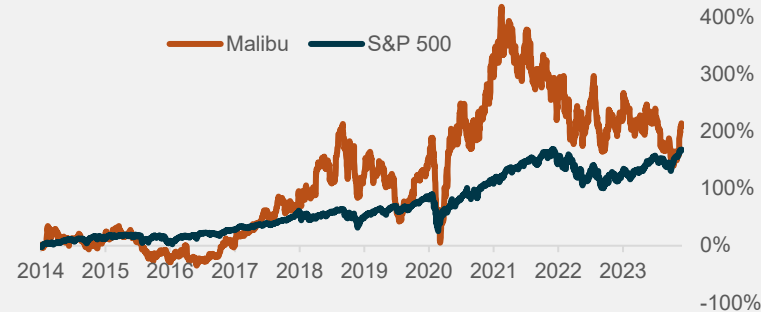


### STOCK SNAPSHOT

**Ticker:** MBUU (NASDAQ)  
**Market Cap:** \$1.1B\*  
**Volume:** 136,590\*

*Consistent track record of delivering shareholder value*

**MBUU Inception to Date Performance vs. S&P 500**  
as of 12/31/2023



*\*As of December 31, 2023*

### INVESTMENT APPEALS

- Platform of scale with leading market positions
- Industry leading product design and innovation
- Diverse product offering / highly recognized premium brands
- Operational excellence & vertical integration
- Large and growing distribution network
- Track record of successful strategic acquisitions

### LEADERSHIP

#### **Jack D. Springer**

Chief Executive Officer  
and Director

#### **Bruce Beckman**

Chief Financial Officer

#### **Ritchie L. Anderson**

Chief Operating Officer

#### **Deborah S. Kent**

Chief Human Resources  
Officer

#### **Keith P. Aulson**

Chief Information Officer

#### **Chris Gratz**

Senior Vice President,  
Engineering & Operations

#### **M. Jason Turner**

President of Cobalt

#### **Matthew A. Saloom**

President of Maverick Boat  
Group

#### **Dave M. Cluka**

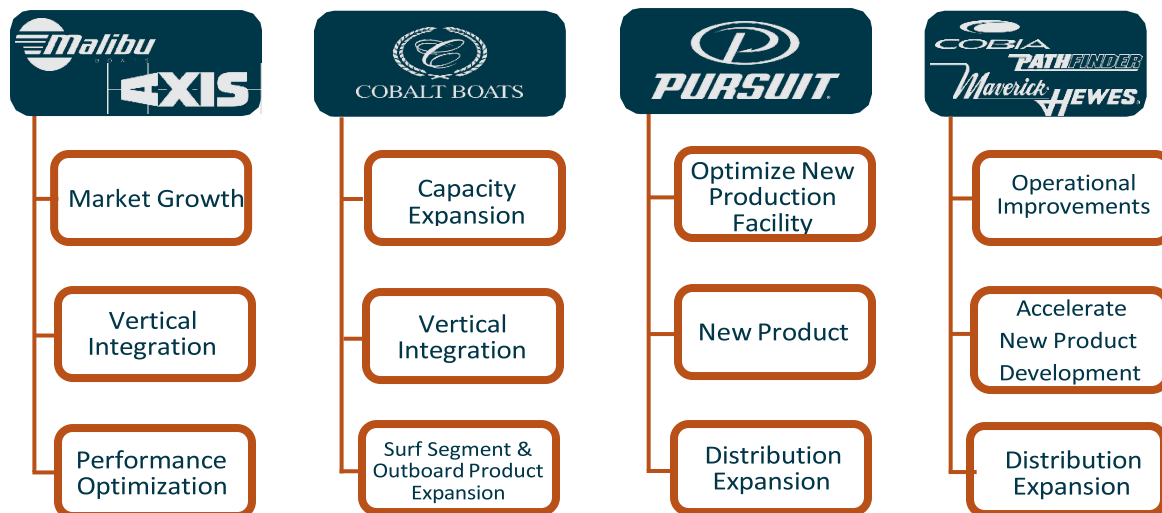
Vice President of Sales

## FINANCIAL SNAPSHOT

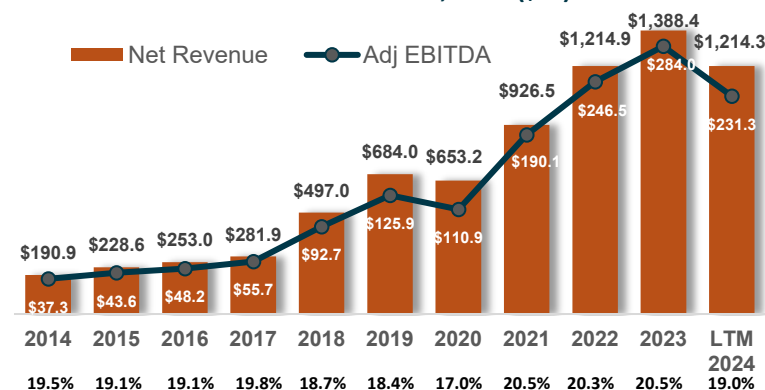
### THREE MONTHS ENDED Q2 FY2024 RESULTS

- **Q2 Net Sales** - \$211.1 million, down 37.7% from \$338.7 million
- **Adjusted EBITDA<sup>(1)</sup>** - \$22.9 million, decreased 60.2% from \$57.6 million
- **Earnings** - \$0.57 adjusted fully distributed net income per share, decreased 68.9% from \$1.83 per share

### CLEAR PATH FOR CONTINUED GROWTH

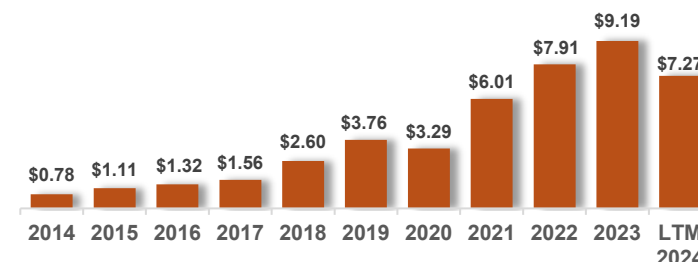


### Net Revenue and Adjusted EBITDA<sup>(1)</sup> as of December 31, 2023 (\$M)



- Consistently delivered record Net Revenue and Adjusted EBITDA<sup>(1)</sup> annually on a fiscal year-over-year basis from IPO in 2014 through 2019 and 2021 through 2023
- FY23 Adjusted EBITDA Margins<sup>(1)</sup> exceeded stated 20% long-term goal

### Adjusted Fully Distributed Net Income Per Share<sup>(1)</sup>



- Substantial AFDNI<sup>(1)</sup> per share results:
  - o 16.2% growth in FY2023
  - o 31.6% growth in FY2022
  - o 82.7% growth in FY2021

<sup>(1)</sup> Adjusted EBITDA, EBITDA Margin and AFDNI per Share are non-GAAP measures

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