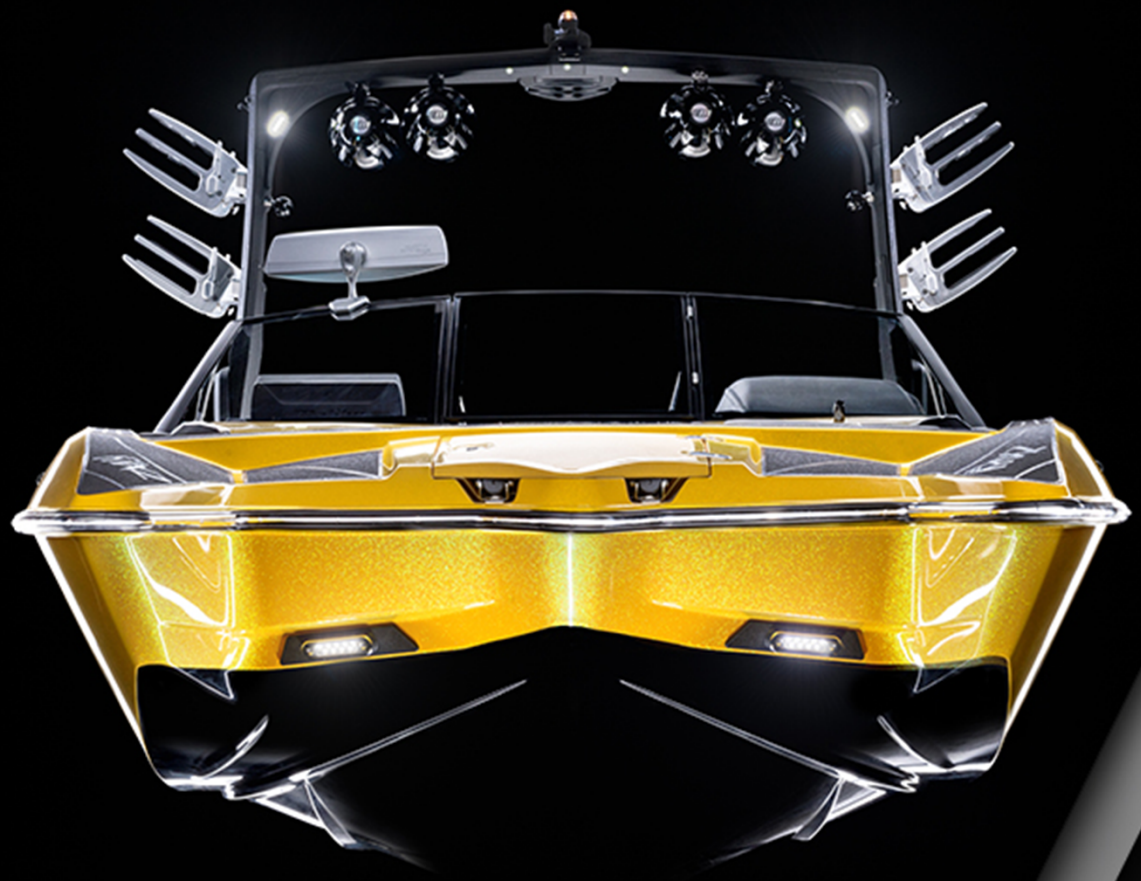


MALIBU BOATS INC.

Third Quarter 2015 Earnings Results

May 5, 2015

Safe Harbor Statement

Statements in this presentation that are not purely historical, including statements regarding Malibu Boats, Inc.'s ("Malibu Boats") intentions, hopes, beliefs, expectations, representations, projections, estimates, plans or predictions of the future are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by such words and phrases as "believes," "anticipates," "expects," "intends," "estimates," "may," "should," "continue," and similar expressions, comparable terminology or the negative thereof.

The forward-looking statements involve risks and uncertainties including, but not limited to, the risk that Malibu Boats will not be able to grow its market share in the performance sport boat industry, successfully introduce new products, meet its full-year outlook targets and obtain its expected results from the acquisition of its Australian licensee. It is important to note that Malibu Boats' actual results could differ materially from those in any such forward-looking statements. Factors that could cause actual results to differ materially include, but are not limited to, general economic conditions, demand for Malibu Boats' products, changes in consumer preferences, competition within our industry, reliance on a network of independent dealers, Malibu Boats' ability to manage its manufacturing levels and large fixed cost base, the successful introduction of new products and other factors. Many of these risks and uncertainties are outside Malibu Boats' control, and there may be other risks and uncertainties which Malibu Boats does not currently anticipate because they relate to events and depend on circumstances that may or may not occur in the future. Malibu Boats' business could be affected by a number of other factors, including the risk factors listed from time to time in Malibu Boats' SEC reports including, but not limited to, the Annual Report on Form 10-K for the year ended June 30, 2014. Malibu Boats can give no assurance that its expectations will be achieved. Malibu Boats cautions investors not to place undue reliance on the forward-looking statements contained in this presentation. Malibu Boats disclaims any obligation, and does not undertake to update or revise any forward-looking statements in this presentation. Comparison of results for current and prior periods are not intended to express any future trends or indications of future performance, unless expressed as such, and should only be viewed as historical data.

Use and Definition of Non-GAAP Financial Measures

This presentation includes the following financial measures defined as non-GAAP financial measures by the SEC: Adjusted EBITDA and Adjusted Fully Distributed Net Income. These measures have limitations as analytical tools and should not be considered as an alternative to, or more meaningful than, net income as determined in accordance with GAAP or as an indicator of our liquidity. Our presentation of these non-GAAP financial measures should also not be construed as an inference that our results will be unaffected by unusual or non-recurring items. Our computations of these non-GAAP financial measures may not be comparable to other similarly titled measures of other companies.

We define Adjusted EBITDA as earnings (loss) before interest expense, income taxes, depreciation, amortization and non-cash, non-recurring and non-operating expenses, including management fees and expenses, certain professional fees and litigation settlement, acquisition and integration related expenses, non-cash compensation expense and offering related expenses. Management believes Adjusted EBITDA is useful because it allows management to evaluate our operating performance and compare the results of our operations from period to period and against our peers without regard to our financing methods, capital structure and non-recurring and non-operating expenses. We exclude the items listed above from net income in arriving at Adjusted EBITDA because these amounts can vary substantially from company to company within our industry depending upon accounting methods and book values of assets, capital structures, the methods by which assets were acquired and other factors.

We define Adjusted Fully Distributed Net Income ("AFDNI") as net income attributable to Malibu (i) excluding income tax expense, (ii) excluding the effect of non-recurring and non-cash items, (iii) assuming the exchange of all Units ("LLC Units") of Malibu Boats Holdings, LLC (the "LLC") into shares of Class A common stock, which results in the elimination of noncontrolling interest in the LLC, and (iv) reflecting an adjustment for income tax expense on fully distributed net income before income taxes (assuming no income attributable to non-controlling interests) at our estimated effective income tax rate. Adjusted Fully Distributed Net Income is a non-GAAP financial measure because it represents net income (loss) attributable to Malibu Boats, Inc., before non-recurring or non-cash items and the effects of noncontrolling interests in the LLC. We use Adjusted Fully Distributed Net Income to facilitate a comparison of our operating performance on a consistent basis from period to period that, when viewed in combination with our results prepared in accordance with GAAP, provides a more complete understanding of factors and trends affecting our business than GAAP measures alone. We believe Adjusted Fully Distributed Net Income assists our board of directors, management and investors in comparing our net income (loss) on a consistent basis from period to period because it removes non-cash and non-recurring items, and eliminates the variability of noncontrolling interest as a result of member owner exchanges of LLC Units into shares of Class A Common Stock.

A reconciliation of our net income (loss) as determined in accordance with GAAP to Adjusted EBITDA, and of our net income (loss) attributable to Malibu Boats, Inc. to Adjusted Fully Distributed Net Income is provided in the appendix to these slides.

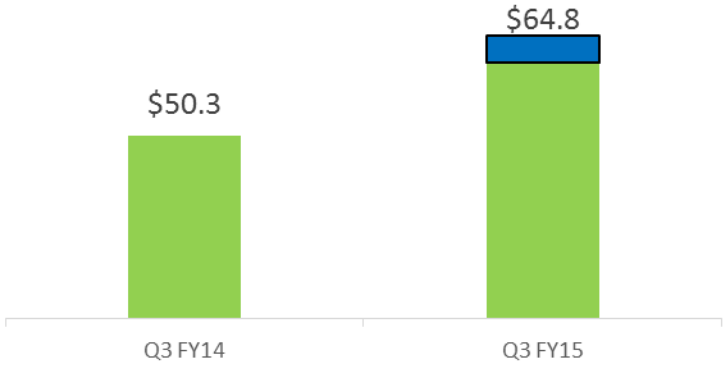
MALIBU BOATS – EARNINGS RELEASE



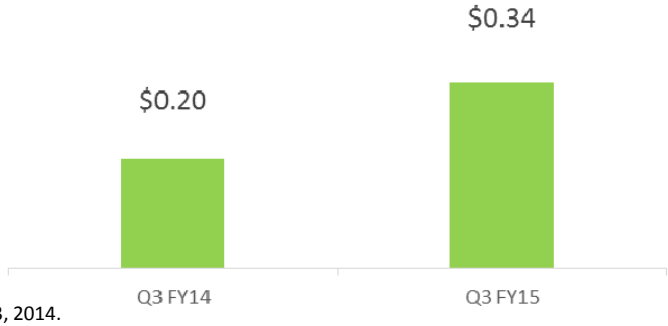
Quarter Commentary

- Record 3rd quarter net sales, gross profit, Adjusted EBITDA, and AFDNI
  - Sales are up approximately 29% year-over-year
- Net sales per unit increased 3.5%
  - 1% mix shift to Malibu
  - Strong optional feature selection
- Strong profit growth through bottom line driven by volume and operational execution

Net Sales(1)



AFDNI(2)



(1) The blue section of the graph represents incremental results from our Australian Licensee acquired on October 23, 2014.
(2) See Appendix for a reconciliation of Net Income (Loss) to Adjusted Fully Distributed Net Income.

Market Commentary

- Retail Momentum
  - Boat show and year end sales activity up year-over-year
  - Entering core selling season now/calendar year demand still TBD
- Dealer inventory is healthy
  - Estimated inventory up a couple weeks over prior year given timing of shipments (see fiscal Q2/Q3 growth), but falling
  - Strong flooring payoff in April
- Consistent market share leadership

Domestic Market Growth (1)

CY2014 – 14.7%

Higher than we expected

Q1 CY2015 – 6%

Market Share (1)

CY2014 Down Modestly

CY2013 Revised Upwards

Believe new product positions us well for future gains

1. Source: Statistical Surveys, Inc. (“SSI”).

Key Takeaways

- Boating industry still in recovery and performance boat segment finished calendar 2014 strongly
- International challenges persist
- Excitement about our product roadmap
  - Consumer acceptance of MY2015, models and features
  - MY2016 pivot towards Malibu brand
- Continuing to execute operationally
  - Good gross margin performance
  - Investments in vertical integration on track

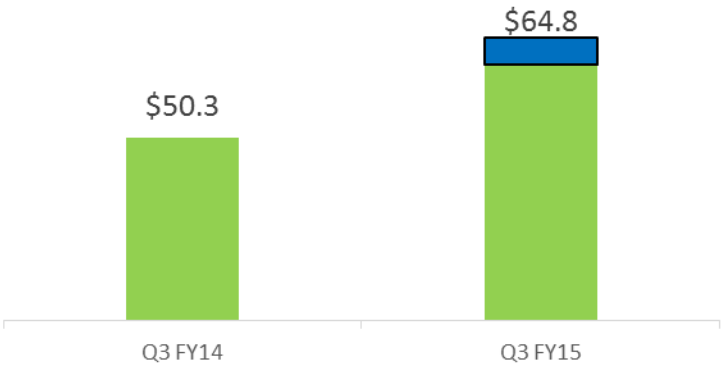
MALIBU BOATS – EARNINGS RELEASE



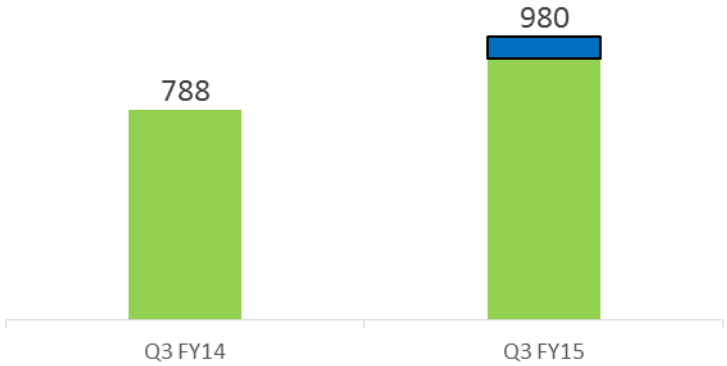
Wayne Wilson
Chief Financial Officer
MALIBU BOATS INC.

+ 19 BOAT OF THE YEAR & 31 PRODUCT EXCELLENCE AWARDS + 19 BOAT OF THE YEAR & 31 PRODUCT EXCELLENCE AWA

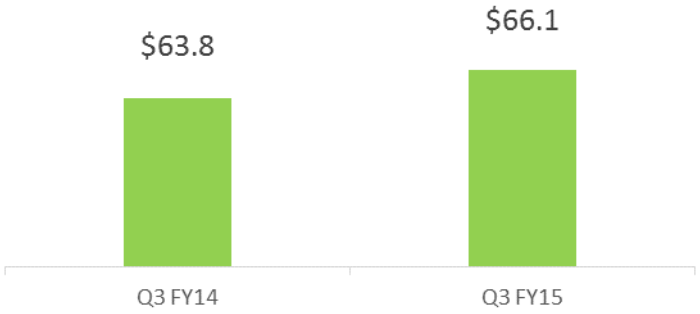
Net Sales – 28.8% Growth (1)



Volume – 24.4% Growth (1)



Net Sales per Unit – 3.5% Growth



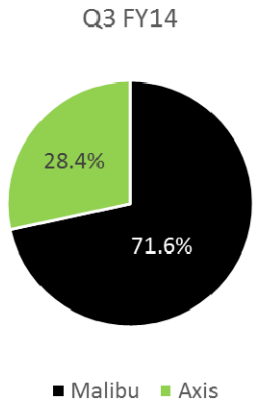
Net Sale per Unit Components

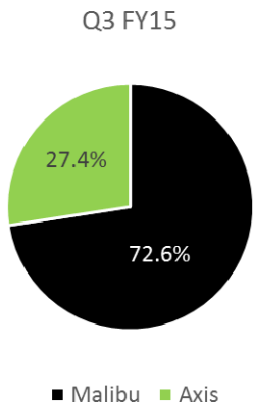
- Year-over-year price increases
- Increased optional feature selection
- 1% mix shift to Malibu
- Australia drag (6.7% ex. Australia)

(1) The blue section of the graph represents incremental results from our Australian Licensee acquired on October 23, 2014.

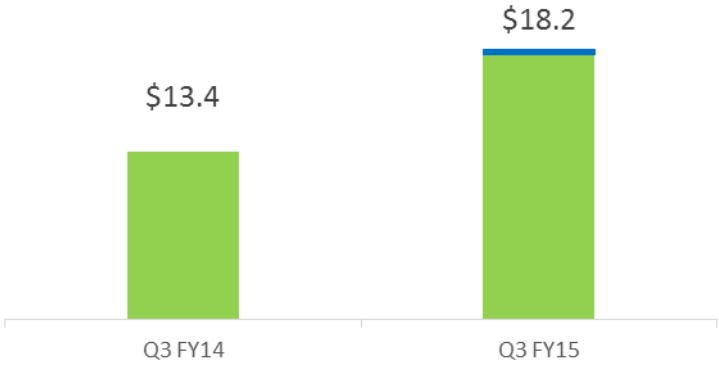
CONTINUED GROWTH…

Mix Comparison

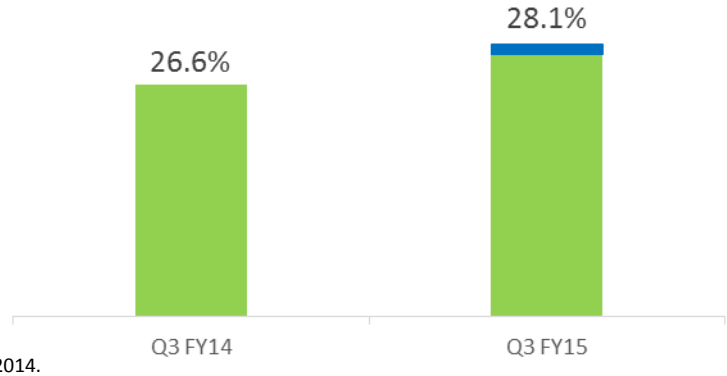




Gross Profit – 35.6% Growth(1) (2)



Adjusted Gross Margin(1)(2)



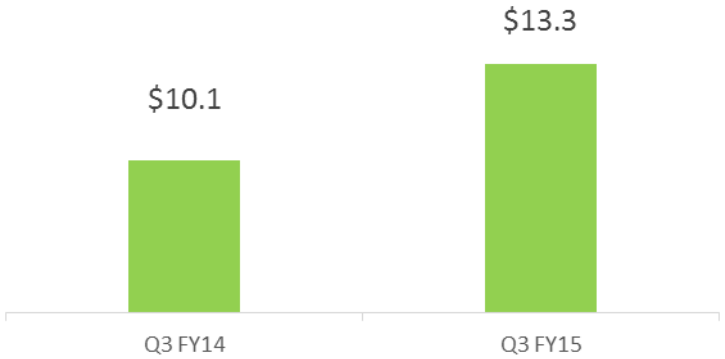
(1) Gross Profit adjusted for $275k in Australia acquisition related cost of goods sold.

(2) The blue section of the graph represents incremental results from our Australian Licensee acquired on October 23, 2014.

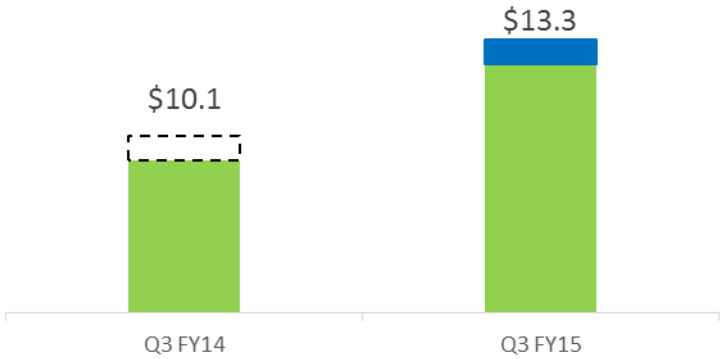
…AND PERFORMANCE

+ 60,000+ BOATS ON THE WATER—AND COUNTING + 60,000+ BOATS ON THE WATER—AND COUNTING + 60,000+ BOATS

Adjusted EBITDA – 31.9% Increase (1)



Adj. EBITDA – Comparable Basis (1)(2)(3)



Adjusted EBITDA

- Strong growth driven by increased volume and Australia acquisition
- Some incremental public company expenses incurred in FY15 that were not incurred in FY14

(1) See Appendix for a reconciliation of Non-GAAP Adjusted EBITDA to Net Income (Loss).
(2) The blue section of the graph represents incremental results from our Australian Licensee acquired on October 23, 2014.
(3) The dotted section represents public company expenses incurred in FY15 and not in FY14

Full Year Outlook

Metric	Target	Change
Unit Volume	Mid to high single digit	Unchanged
Volume Growth Profile	Flat Y/Y Q4 – US	Updated
Mix	Axis slightly over 30%	Unchanged
Net Sales per Unit	Mid single digits – US Low single digits – Consolidated	Updated Unchanged
Gross Margin	Modest margin expansion – US	Unchanged
Legal Expenses	$3.0 million, net of settlement	Updated
Adjusted EBITDA Margin	Nearly Flat – Consolidated	Updated
Australia	Specific	Updated

APPENDIX



+ 60,000+ BOATS ON THE WATER—AND COUNTING + 60,000+ BOATS ON THE WATER—AND COUNTING + 60,000+ BOATS

Reconciliation of Net Income (loss) to Non-GAAP Adjusted EBITDA and Adjusted EBITDA Margin (Unaudited):

The following table sets forth a reconciliation of net income (loss) as determined in accordance with GAAP to Adjusted EBITDA and Adjusted EBITDA Margin for the periods indicated (dollars in thousands):

	Three Months Ended March 31,	
	2015	2014
Net income (loss)	$ 7,643	$ (987)
Provision for income taxes	3,414	76
Interest expense	116	1,207
Depreciation	622	445
Amortization	593	1,294
Management fees and expenses [1]	—	4,541
Professional fees and litigation settlement [2]	(408)	749
Acquisition and integration related expenses [3]	366	—
Stock based compensation expense [4]	314	2,077
Offering related expenses [5]	628	670
Adjusted EBITDA	$ 13,288	$ 10,072
Adjusted EBITDA margin	20.5%	20.0%

(1) Represents management fees and out-of-pocket expenses paid pursuant to our management agreement with Malibu Boats Investor, LLC, an affiliate, which was terminated upon the closing of our IPO. Upon termination of the agreement, we paid a one time termination fee of $3.75 million.
(2) Represents legal and advisory fees related to our litigation with Pacific Coast Marine Windshield Ltd., or "PCMW", and Nautique Boat Company, or “Nautique”, offset by the portion of the $2.3 million settlement received from Nautique for past infringement claims under the Nautique Settlement Agreement entered into on February 6, 2015.
(3) Acquisition related expenses of $91 for the three months ended March 31, 2015 include legal and advisory fees incurred in connection with our acquisition of Malibu Boats Pty. Ltd. completed on October 23, 2014. Integration related expenses include $275 for the three months ended March 31, 2015 related to excess cost of goods sold recognized at Malibu Boats Pty. Ltd related to goods purchased from our U.S. operating segment prior to the acquisition date.
(4) Represents equity-based incentives awarded to certain of our employees under the Malibu Boats, Inc. Long-Term Incentive Plan and profit interests issued under the previously existing limited liability company agreement of the LLC. The Company recorded a $1.8 million stock compensation charge for the three months ended March 31, 2014 as a result of the modification of certain profits interest awards previously granted in 2012 under the first amended and restated limited liability company agreement of the LLC, as amended, in connection with our IPO.
(5) For the three months ended March 31, 2015, offering related expenses include legal and advisory costs associated with our tender offer which was announced March 13, 2015. For the three months ended March 31, 2014, it represents legal, accounting and other expenses directly related to our Recapitalization and IPO.

Reconciliation of Non-GAAP Adjusted Fully Distributed Net Income (Unaudited):

The following table sets forth a reconciliation of net income (loss) attributable to Malibu Boats, Inc. stockholders to Adjusted Fully Distributed Net Income for the periods presented (dollars in thousands, except per share data):

	Three Months Ended March 31,	
	2015	2014
Net income (loss) attributable to Malibu Boats, Inc.	$ 4,365	$ (370)
Provision for income taxes	3,414	76
Management fees and expenses [1]	—	4,541
Professional fees and litigation settlement [2]	(408)	749
Acquisition and integration related expenses [3]	366	—
Stock based compensation expense [4]	314	2,077
Offering related expenses [5]	628	670
Net income (loss) attributable to non-controlling interest [6]	3,278	(617)
Fully distributed net income before income taxes	11,957	7,126
Income tax expense on fully distributed income before income taxes [7]	4,245	2,682
Adjusted Fully Distributed net income	7,712	4,444
Adjusted Fully Distributed Net Income per share of Class A Common Stock [8]:		
Basic	$ 0.34	$ 0.20
Diluted	$ 0.34	$ 0.20
Weighted average shares of Class A Common Stock outstanding used in computing Adjusted Fully Distributed Net Income [9]:		
Basic	22,678,824	22,428,567
Diluted	22,678,824	22,428,567

Reconciliation of Non-GAAP Adjusted Fully Distributed Net Income (Unaudited):

(1) Represents management fees and out-of-pocket expenses paid pursuant to our management agreement with Malibu Boats Investor, LLC, an affiliate, which was terminated upon the closing of our IPO. Upon termination of the agreement, we paid a one time termination fee of $3.75 million.
(2) Represents legal and advisory fees related to our litigation with PCMW and Nautique offset by the portion of the $2.3 million settlement received from Nautique for past infringement claims under the Nautique Settlement Agreement entered into on February 6, 2015.
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(5) For the three months ended March 31, 2015, offering related expenses include legal and advisory costs associated with our tender offer which was announced March 13, 2015. For the three months ended March 31, 2014, it represents legal, accounting and other expenses directly related to our Recapitalization and IPO.
(6) Reflects the elimination of the non-controlling interest in the LLC as if all LLC members had fully exchanged their LLC Units for shares of Class A Common Stock. Earnings (loss) prior and up to our IPO on February 5, 2014 were entirely allocable to members of the LLC, as such we updated our historical presentation to attribute these earnings (loss) to the non-controlling interest LLC Unit holders.
(7) Reflects income tax expense at an estimated normalized annual effective income tax rate of 35.5% and 37.6% of income before income taxes for the three months ended March 31, 2015 and 2014, respectively, assuming the conversion of all LLC Units into shares of Class A Common Stock and the tax impact of excluding offering related expenses. The estimated normalized annual effective income tax rate is based on the federal statutory rate plus a blended state rate adjusted for deductions under Section 199 of the Internal Revenue Code of 1986, as amended, state taxes attributable to the LLC, and foreign income taxes attributable to our Australian based subsidiary.
(8) Adjusted fully distributed net income divided by the shares of Class A Common Stock outstanding in (9) below.
(9) The weighted average shares of Class A Common Stock represents (i) the 15,609,309 shares of Class A Common Stock outstanding as of March 31, 2015, plus (ii) the 7,001,844 remaining LLC Units not held by the Company as of March 31, 2015 as if they were exchanged on a one-for-one basis for the Company's Class A Common Stock, plus (iii) the 67,671 fully vested stock units outstanding as of March 31, 2015 granted to directors for their services.