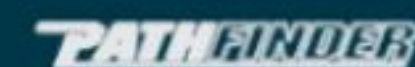


# MALIBU

BOATS, INC.™

# INVESTOR PRESENTATION

MARCH 2024



# FORWARD LOOKING STATEMENTS

This presentation includes forward-looking statements (as such term is defined in 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,” “will,” “should,” “continue” and similar expressions, comparable terminology or the negative thereof, and includes statements in this presentation regarding trends toward larger, more custom boats; our expectations for opportunities for growth and demand for our products, including beyond calendar year 2023; and our ability to continue to deliver value for our stockholders.

Forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied in the forward-looking statements, including, but not limited to: general industry, economic and business conditions; our large fixed cost base; increases in the cost of, or unavailability of, raw materials, component parts and transportation costs; disruptions in our suppliers’ operations; our reliance on third-party suppliers for raw materials and components and any interruption of our informal supply arrangements; our reliance on certain suppliers for our engines and outboard motors; our ability to meet our manufacturing workforce needs; exposure to workers’ compensation claims and other workplace liabilities; our ability to grow our business through acquisitions and integrate such acquisitions to fully realize their expected benefits; our growth strategy which may require us to secure significant additional capital; our ability to protect our intellectual property; disruptions to our network and information systems; our success at developing and implementing a new enterprise resource planning system; risks inherent in operating in foreign jurisdictions; the effects of the COVID-19 pandemic on us; a natural disaster, global pandemic or other disruption at our manufacturing facilities; increases in income tax rates or changes in income tax laws; our dependence on key personnel; our ability to enhance existing products and market new or enhanced products; the continued strength of our brands; the seasonality of our business; intense competition within our industry; increased consumer preference for used boats or the supply of new boats by competitors in excess of demand; competition with other activities for consumers’ scarce leisure time; changes in currency exchange rates; inflation and increases in interest rates; an increase in energy and fuel costs; our reliance on our network of independent dealers and increasing competition for dealers; the financial health of our dealers and their continued access to financing; our obligation to repurchase inventory of certain dealers; our exposure to claims for product liability and warranty claims; changes to U.S. trade policy, tariffs and import/export regulations; any failure to comply with laws and regulations including environmental, workplace safety and other regulatory requirements; our holding company structure; covenants in our credit agreement governing our revolving credit facility which may limit our operating flexibility; our variable rate indebtedness which subjects us to interest rate risk; our obligation to make certain payments under a tax receivables agreement; any failure to maintain effective internal control over financial reporting or disclosure controls or procedures; and other factors affecting us detailed from time to time in our filings with the Securities and Exchange Commission. Many of these risks and uncertainties are outside our control, and there may be other risks and uncertainties which we do not currently anticipate because they relate to events and depend on circumstances that may or may not occur in the future. Although we believe that the expectations reflected in any forward-looking statements are based on reasonable assumptions at the time made, we can give no assurance that our expectations will be achieved. Undue reliance should not be placed on these forward-looking statements, which speak only as of the date hereof. We undertake no obligation (and we expressly disclaim any obligation) to update or supplement any forward-looking statements that may become untrue because of subsequent events, whether because of new information, future events, changes in assumptions or otherwise. 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 & DEFINITION OF NON-GAAP FINANCIAL MEASURE

This presentation includes the following financial measures defined as non-GAAP financial measures by the Securities and Exchange Commission: Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Fully Distributed Net Income and Adjusted Fully Distributed Net Income per Share. 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 U.S. generally accepted accounting principles ("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 net income before interest expense, income taxes, depreciation, amortization and non-cash, non-recurring or non-operating expenses, including non-cash compensation expense. We define Adjusted EBITDA Margin as Adjusted EBITDA divided by net sales. Adjusted EBITDA and Adjusted EBITDA Margin are not measures of net income as determined by GAAP. Management believes Adjusted EBITDA and Adjusted EBITDA Margin allow investors to evaluate our operating performance and compare our results of operations from period to period on a consistent basis by excluding items that management does not believe are indicative of our core operating performance. Management uses Adjusted EBITDA to assist in highlighting trends in our operating results without regard to our financing methods, capital structure, and non-recurring or 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.

Certain items excluded from Adjusted EBITDA are significant components in understanding and assessing a company's financial performance, such as a company's cost of capital and tax structure, as well as the historical costs of depreciable assets.

We define Adjusted Fully Distributed Net Income as net income attributable to Malibu Boats, Inc. (i) excluding income tax expense, (ii) excluding the effect of non-recurring or non-cash items, (iii) assuming the exchange of all LLC units into shares of Class A Common Stock, which results in the elimination of non-controlling interest in Malibu Boats Holdings, LLC (the "LLC"), and (iv) reflecting an adjustment for income tax expense on fully distributed net income before income taxes at our estimated effective income tax rate. Adjusted Fully Distributed Net Income is a non-GAAP financial measure because it represents net income attributable to Malibu Boats, Inc., before non-recurring or non-cash items and the effects of non-controlling 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 on a consistent basis from period to period because it removes non-cash or non-recurring items, and eliminates the variability of non-controlling interest as a result of member owner exchanges of LLC units into shares of Class A Common Stock. In addition, because Adjusted Fully Distributed Net Income is susceptible to varying calculations, the Adjusted Fully Distributed Net Income measures, as presented in this presentation, may differ from and may, therefore, not be comparable to similarly titled measures used by other companies.

A reconciliation of our net income as determined in accordance with GAAP to Adjusted EBITDA and the numerator and denominator for our net income available to Class A Common Stock per share to Adjusted Fully Distributed Net Income per share of Class A Common Stock is provided under "Reconciliation of Non-GAAP Financial Measures".



# MALIBU BOATS, INC.™ AT-A-GLANCE

## THE PREMIER RECREATIONAL POWER BOAT MANUFACTURER

- FOUNDED IN 1982
- 2014 INITIAL PUBLIC OFFERING
- 400+ DEALER LOCATIONS<sup>1</sup>
- 40+ COUNTRIES MALIBU PRODUCTS ARE SOLD
- 8 ICONIC BRANDS
- 8 MANUFACTURING LOCATIONS
- 5 ACQUISITIONS, 3 START UPS SINCE IPO

1. As of June 30, 2023.

**MALIBU**  
BOATS, INC.™



# WORLD CLASS TEAM COMBINING DEEP MARINE EXPERIENCE AND BEST-IN-CLASS TALENT

## Michael Hooks Executive Chair

- Joined Malibu in 2006
- Over 18 years of marine experience

## Jack Springer CEO

- Joined Malibu in 2009
- Over 43 years of total work experience
- Over 17 years of marine experience

## Ritchie Anderson President

- Joined Malibu in 2011
- Over 40 years of marine experience

## Bruce Beckman CFO

- Joined Malibu in 2023
- Over 34 years of manufacturing experience

## Debbie Kent CHRO

- Joined Malibu in 2011
- Over 13 years of marine experience
- Over 35 years of total work experience

## Keith Aulson CIO

- Joined Malibu in 2023
- Over 25 years of total work experience

## Donna Tallent SVP, Operations

- Joined Malibu in 2010
- Over 25 years of marine experience

## Jason Turner President, Cobalt

- Joined Malibu in 2021
- Over 25 years of marine experience

## Chris Gratz SVP, Pursuit

- Joined Malibu in 2006
- Over 19 years of marine experience

## Matt Saloom President, MBG

- Joined Malibu in 2022
- Over 19 years of marine experience

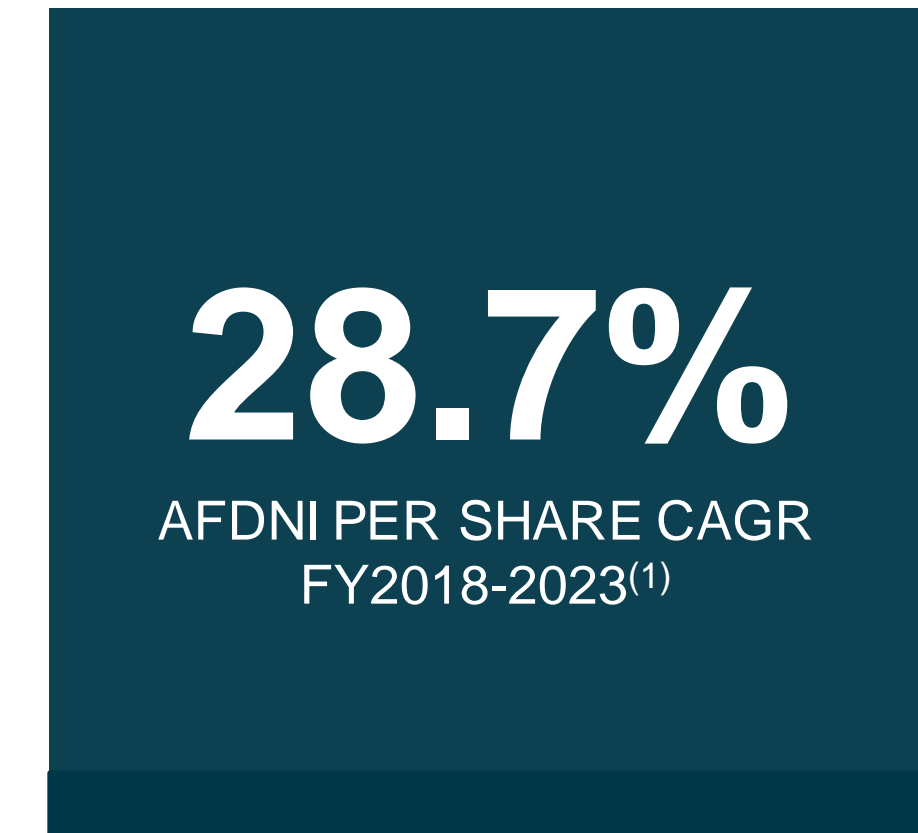
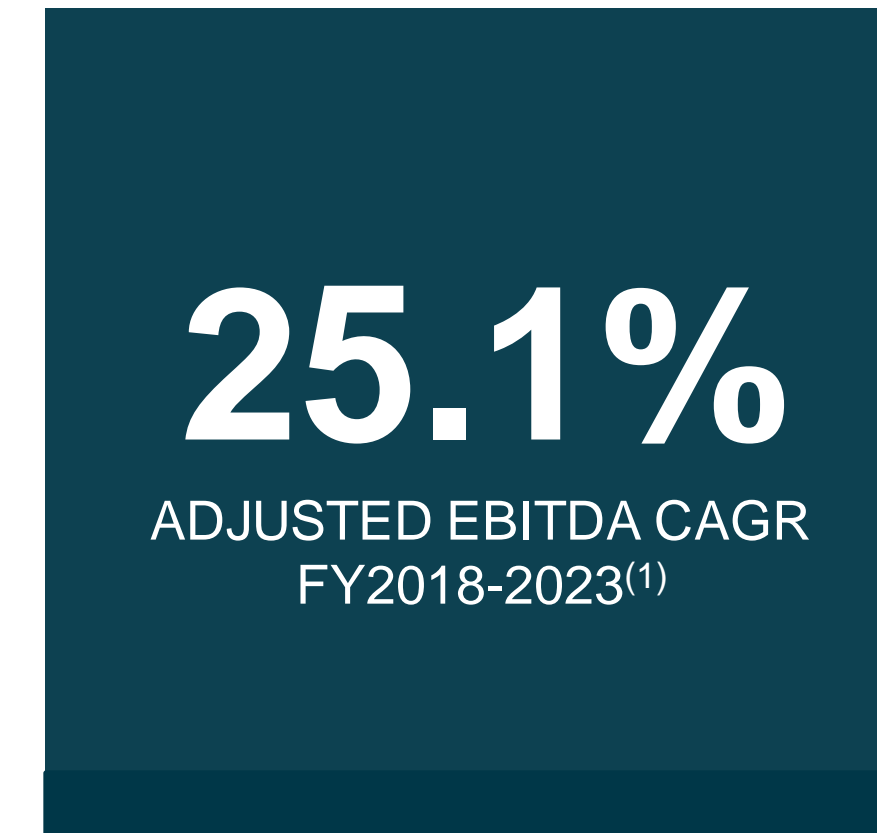
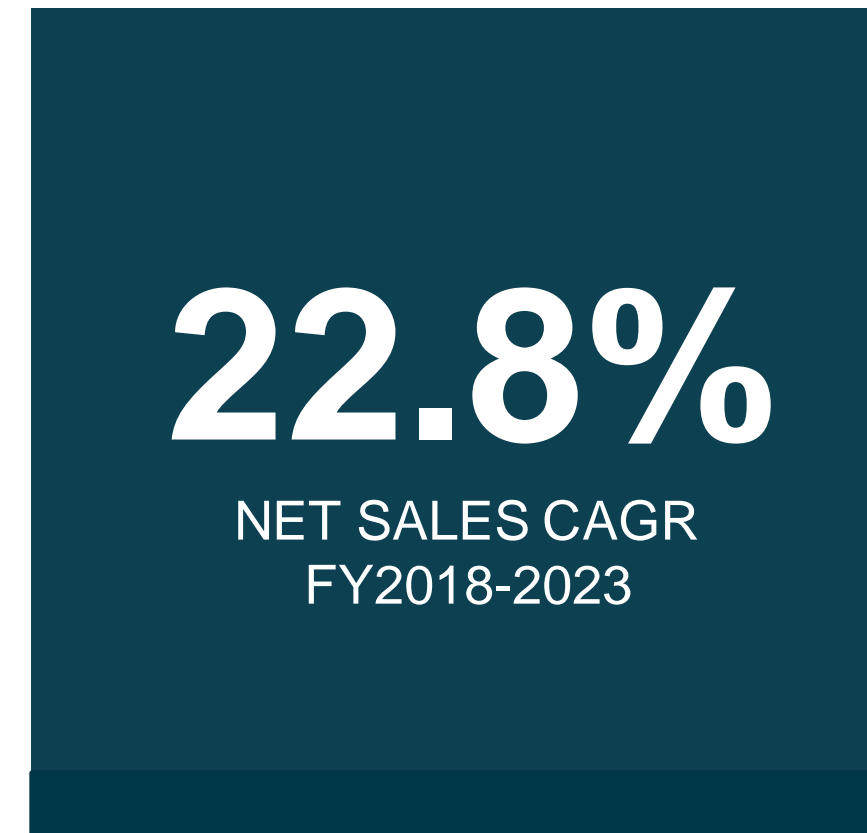
## David Cluka VP, Sales

- Joined Malibu in 2023
- Over 24 years of manufacturing experience

OVER 100+ YEARS OF INDUSTRY EXPERIENCE

# MARKET LEADER WITH STRONG PERFORMANCE

- Leader across marine industry segments
- Strong track record of strategic transformation and financial performance
- Well-positioned throughout the cycle
  - Avg. Down cycle: Maintain gross margins between 20%-24%
  - Avg. Down cycle: EBITDA margins in mid-teens
- Maintained strategic investments, agility in capturing growth during the next cycle
  - Recent facility expansion and vertical integration investments provide capacity to accelerate earnings growth
  - Culture of innovation leveraged across market-leading brands provides competitive advantage
  - Strong Cash flow and disciplined approach to capital allocation continuing to explore strategic opportunities



Note: View slide 7 for annual results from 2018 to 2023.

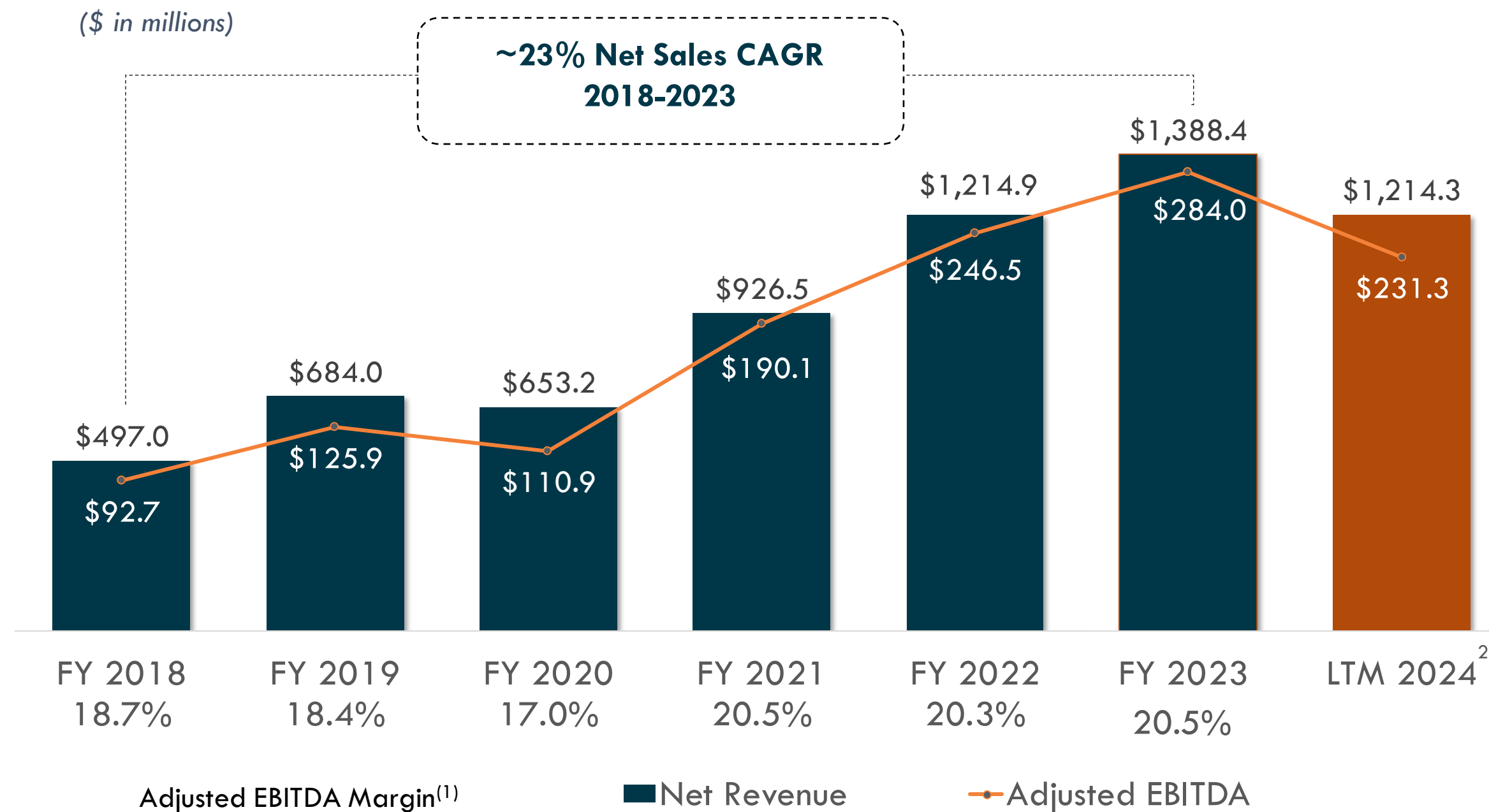


## WINNING CULTURE DRIVING OPERATIONAL EXCELLENCE AND INNOVATION

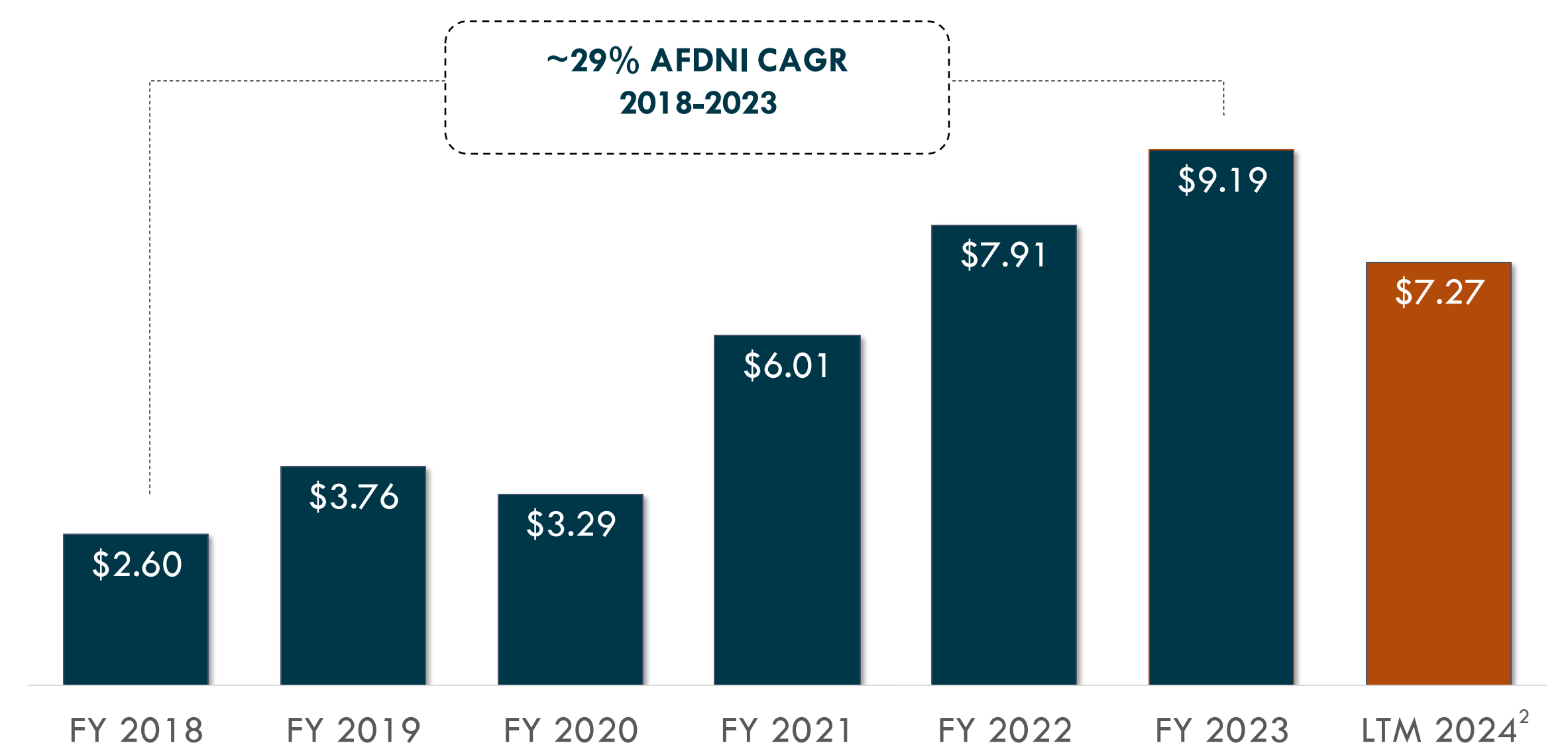
1. Adjusted EBITDA, EBITDA Margin and AFDNI per Share are non-GAAP measures. See "Use and Definition of Non-GAAP Financial Measures" and Appendix for a reconciliation to net income.  
2. Market share figures are for the United States recreational boating market based on 2022 figures provided by the Statistical Surveys Inc. (SSI).

# HISTORICAL PERFORMANCE & GROWTH

## Net Sales & Adjusted EBITDA<sup>(1)</sup>



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



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

- Increased Adjusted Fully Distributed Net Income Per Share 8 out of 9 years since IPO in FY 2014
- ~32% Adjusted Fully Distributed Net Income Per Share CAGR since IPO in FY 2014

1. Adjusted EBITDA, EBITDA Margin and AFDNI per Share are non-GAAP measures. See "Use and Definition of Non-GAAP Financial Measures" and Appendix for a reconciliation to net income.

2. LTM as of December 31, 2023.



# OUR STRENGTHS

STRATEGICALLY POSITIONED FOR OUTSTANDING PERFORMANCE

# MALIBU'S COMPETITIVE STRENGTHS

▶ **PLATFORM OF SCALE WITH LEADING MARKET POSITIONS**

▶ **INDUSTRY LEADING PRODUCT DESIGN AND INNOVATION**

▶ **DIVERSE PREMIUM PRODUCT OFFERING / HIGHLY RECOGNIZED BRANDS**

▶ **OPERATIONAL EXCELLENCE & VERTICAL INTEGRATION**

▶ **LARGE AND GROWING DISTRIBUTION NETWORK**

▶ **TRACK RECORD OF SUCCESSFUL STRATEGIC ACQUISITIONS**

# DIVERSE PREMIUM PRODUCT OFFERING



**MALIBU/AXIS**

**42%**

% of  
LTM Total Sales<sup>1</sup>



11 models  
20-26ft

6 models  
20-25ft

Premium Performance /  
Recreational Boats

Entry-level  
Performance /  
Recreational Boats

Retail Price \$80K-  
\$300K

Retail Price \$80K –  
\$175K



**SALTWATER FISHING**

**35%**

% of  
LTM Total Sales<sup>1</sup>



18 models  
24-46ft

11 models  
21-34ft

8 models  
22-27ft

6 models  
16-21ft

Outboard  
Recreational Boats

Premium  
Performance /  
Recreational Boats

Entry-level  
Performance /  
Recreational Boats

Sterndrive & outboard  
Recreational Boats

Retail Price \$130K  
– \$1.4M

Retail Price \$60K-  
\$500K

Retail Price \$60K –  
\$250K

Retail Price \$45K – \$125K



**COBALT**

**23%**

% of  
LTM Total Sales<sup>1</sup>



COBALT BOATS

18 models  
22-36ft

Sterndrive & outboard  
Recreational Boats

Retail Price \$75K – \$625K

1. LTM Total Sales as of December 31, 2023.

# CULTURE OF INNOVATION AND CROSS BRAND INTEGRATION



Launch Axis brand of boats to attract entry-level consumers



Malibu MXZ series of premium picklefork boats introduced



Malibu introduces the re-engineered, performance enhancing Integrated Surf Platform (ISP) featuring Power Wedge II



Malibu introduces Command Wheel with steering wheel controls



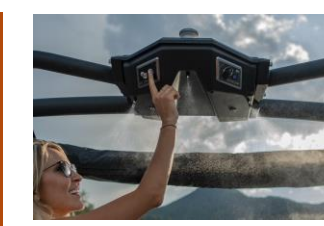
Malibu introduces the ultra-premium M235



Malibu introduces waterproof wireless charging



Malibu vertically integrates the Cobalt Flip-Down Swim Step feature onto Malibu



Malibu introduces Gx Tower Mister



Malibu introduces G5 Tower



First touch screen dash introduced by Axis



Axis introduces first 25' boat: T250



2022 Product Innovation Award for the all-new Wakesetter 25 LSV



Cobalt R35 automated galley

## 2009 - 2017

## 2018

## 2019

## 2020

## 2021

## 2022

## 2023

Malibu vertically integrates towers and board racks



Introduce Surf Gate technology that revolutionizes the control of waves and wakes



Command Center is released featuring two touchscreens



Malibu releases Surf Band which allows riders to control the wave from their wrist



Malibu introduces backup camera



Malibu introduces bow docking camera



Malibu introduces the fully-powered Gx tower



Malibu introduces Stern Turn



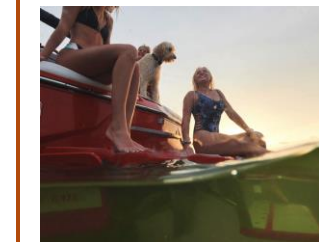
Malibu begins integrating its own Soft Grip flooring into all Malibu and Axis boats



Malibu introduces brand new luxury M240 featuring Surf Gate Fusion



Malibu integrates Cobalt Powered Swim Step to Malibu



Pursuit introduces S428 with automated galley / seating

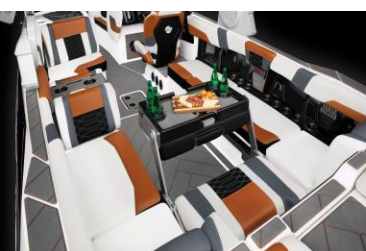


Malibu was the only company to receive two innovation awards at the Miami Boat Show



Malibu wins first place for its new trailer design

Malibu introduces new Malibu 26 LSV with Max Pivot Seats



# SELECTED NEW FY24 PRODUCT INTRODUCTIONS

REPRESENTATIVE OF FY24 MODEL YEAR



**Malibu 23 LSV**



**Malibu M242**



**Axis A245**



**Cobalt Sports Series  
22-23' (3 new models)**



**Cobalt R33 Surf**



**Pursuit OS 405**

NEW ENTRY POINT  
OFFERING



**Malibu LX-R**



**Axis T220-r**

# OPERATIONAL EXCELLENCE & VERTICAL INTEGRATION



## OPERATIONAL EXCELLENCE

- Culture centered on superior employees building the highest quality products in the most efficient manner
- Provides an unmatched value to our dealers and customers
- Vertical integration supports operational excellence
- Allows us to encounter and overcome operating issues out of our control quickly
- Implementing the same strategy at Cobalt, Pursuit, and ultimately Maverick Boat Group
- Drives margin expansion over the long-term



## VERTICAL INTEGRATION

- Vertical integration strategy is a competitive differentiator across all brands, driving overall growth and profitability
- Allows us to control a greater portion of our supply chain, quality and input costs
- Enhancing our in-house tooling capabilities and integrating our Monsoon engines across our brands
- Additional vertical integration projects are always in the works
- More opportunities to generate new synergies across brands in FY 2024 and beyond

A Malibu boat is shown on the water, with a wakeboarder and a surfer. The boat is white with a blue stripe and has 'MALIBU' written on the side. The wakeboarder is wearing a blue life vest and is riding a blue and white wakeboard. The surfer is wearing a red cap and is riding a surfboard. The background is a blurred view of the water and the sky.

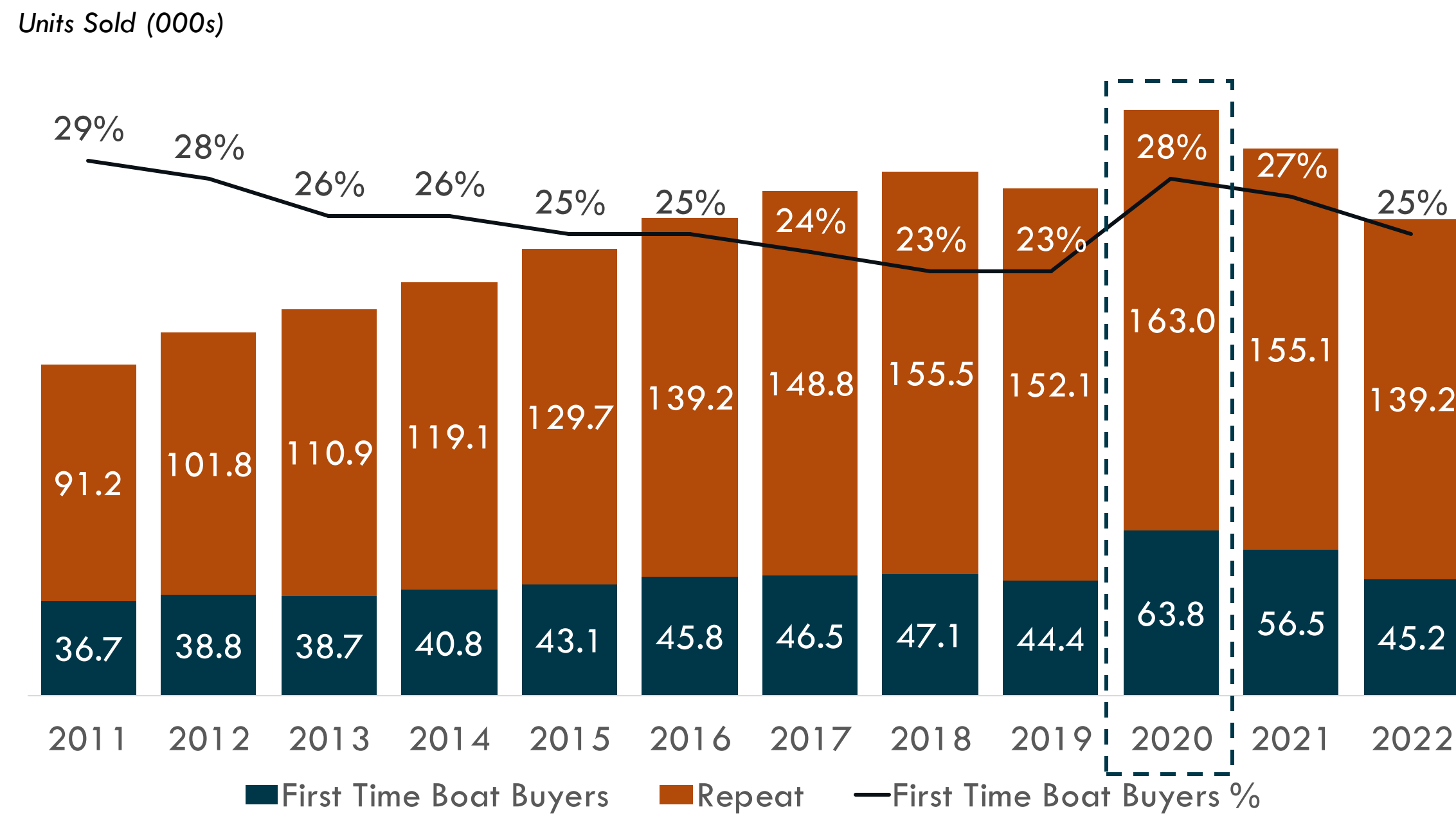
# POSITIONED FOR NEXT WAVE OF GROWTH

**MALIBU**  
BOATS, INC.™



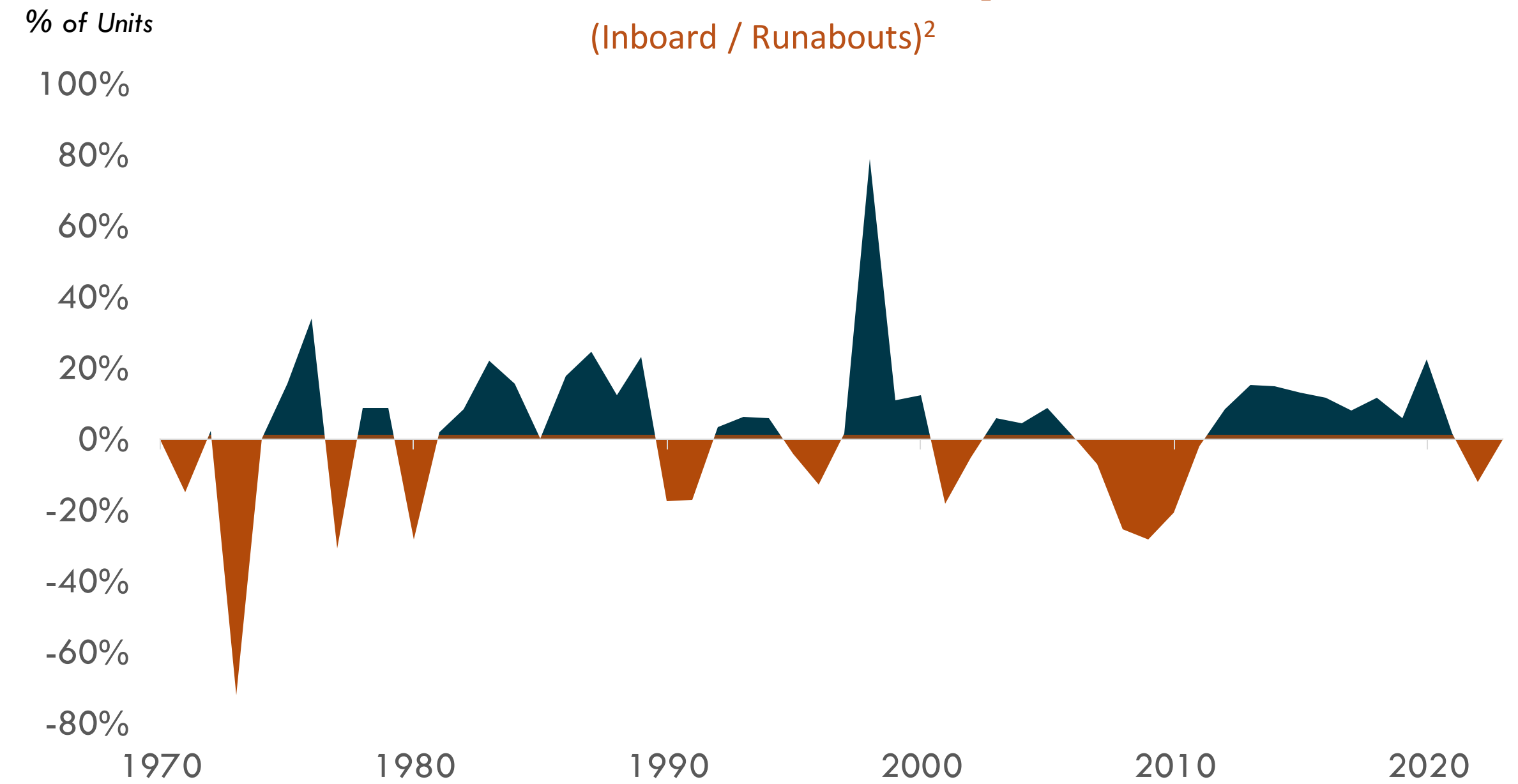
# MACRO-ECONOMIC TAILWINDS ENABLES GROWTH

## New Boat Cycle Dynamics<sup>1</sup>



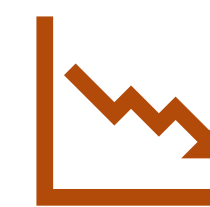
## Market Recovery

(Inboard / Runabouts)<sup>2</sup>

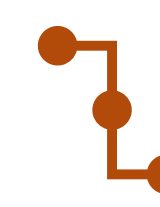


**Average Replacement Cycle of 3-5 Years**

## Market Drivers



**Shift in Interest Rate Pressures**



**Normalized Supply Chain**



**New Boat Cohort Replacement Cycle**



**Demographic Shifts in Saltwater**

1. Info-link Technologies New Boat Sales.  
2. NMMA Inboard Runabout Market annual units.

# CAPACITY AND CAPABILITIES IN PLACE TO SUPPORT GROWTH

## Recently Completed Capacity Expansion



Pursuit – Completed FY20

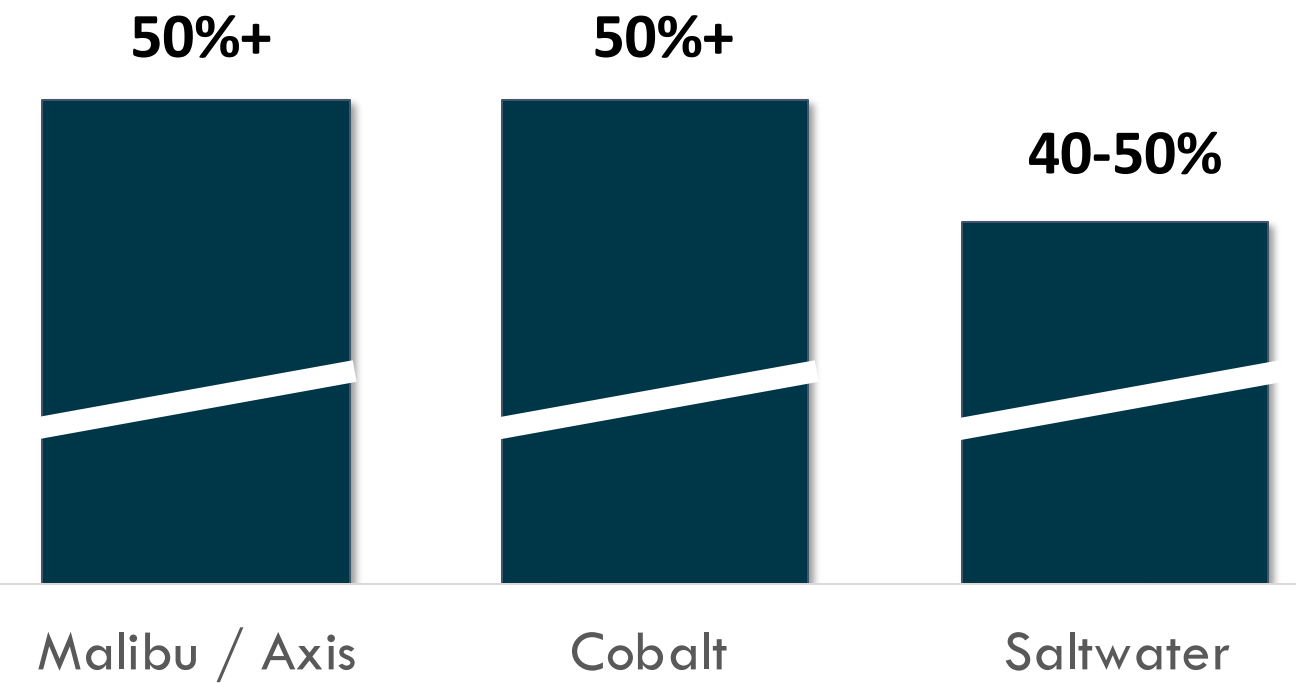


Maverick – Completed FY22



Cobalt - Exp. Q3 FY24

## Future Growth Capacity<sup>1</sup>



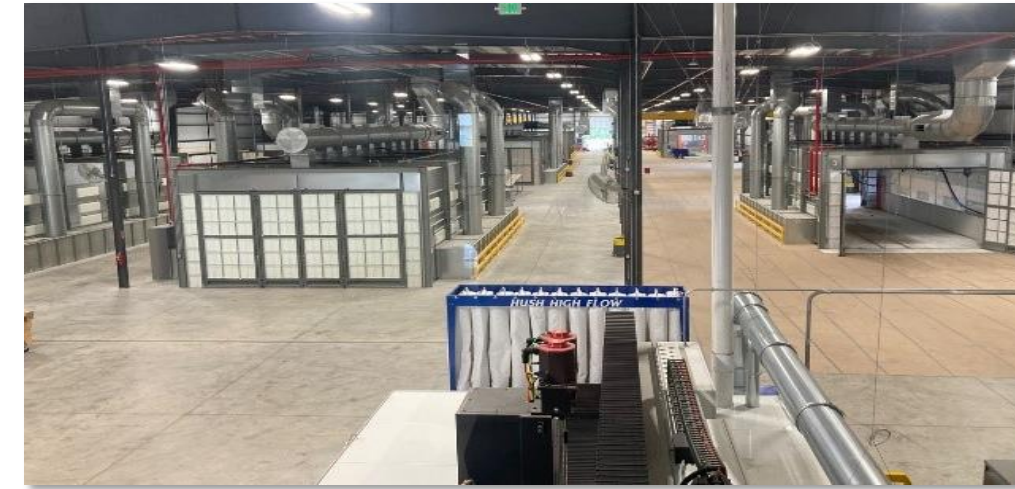
## Vertical Integration / Increased Capabilities



Tailers and Wire Harnesses



Monsoon Engines



Tooling Design Center

## Operational Excellence

Greater Control of Costs,  
Quantity and Supply Chain

**~25%**

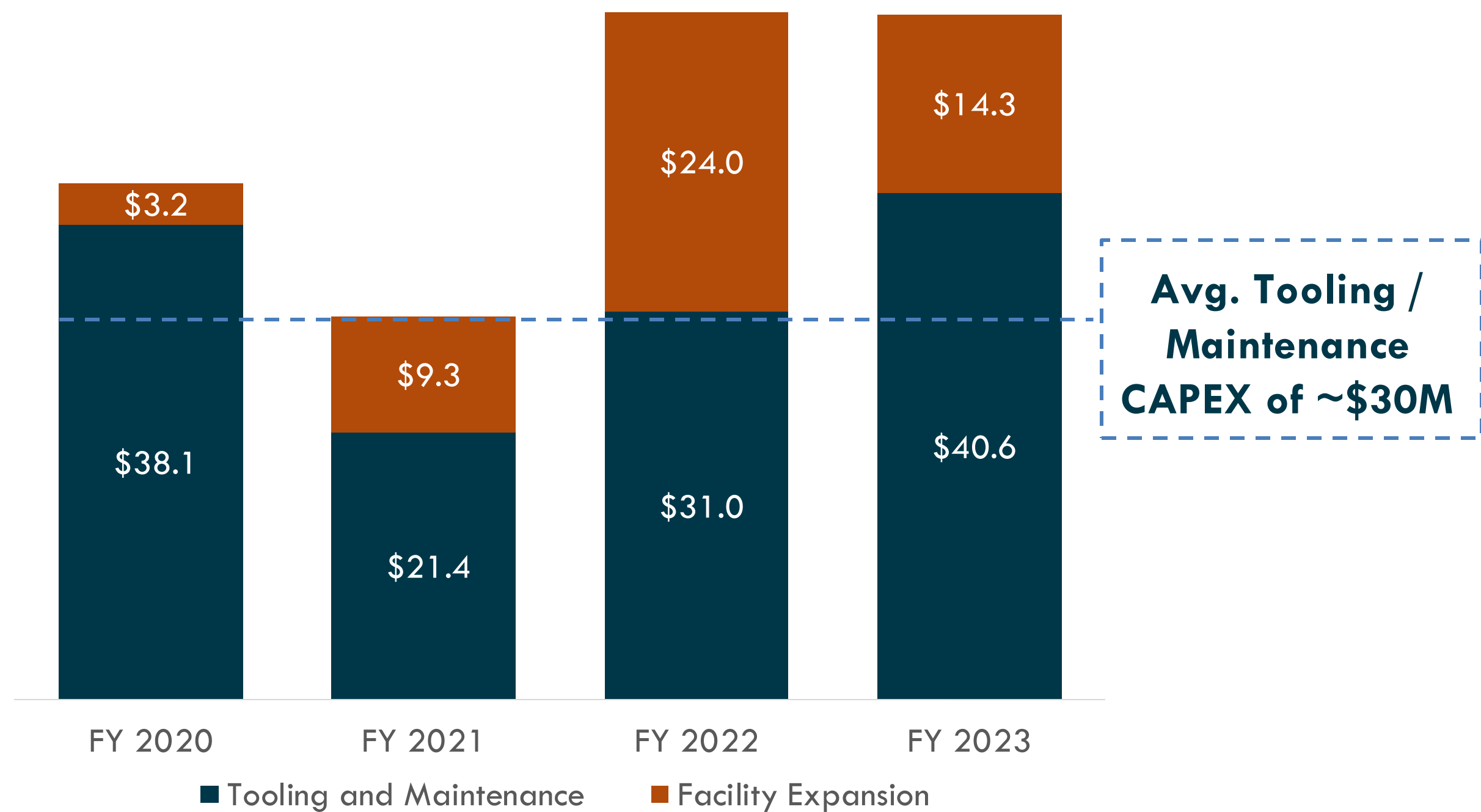
More tow boats bill of materials  
in-house than our competition

1. Capacity represents unit volume and mix shift potential through higher ASP boats.

# NORMALIZED CAPEX AND STRONG CASH FLOW GENERATION

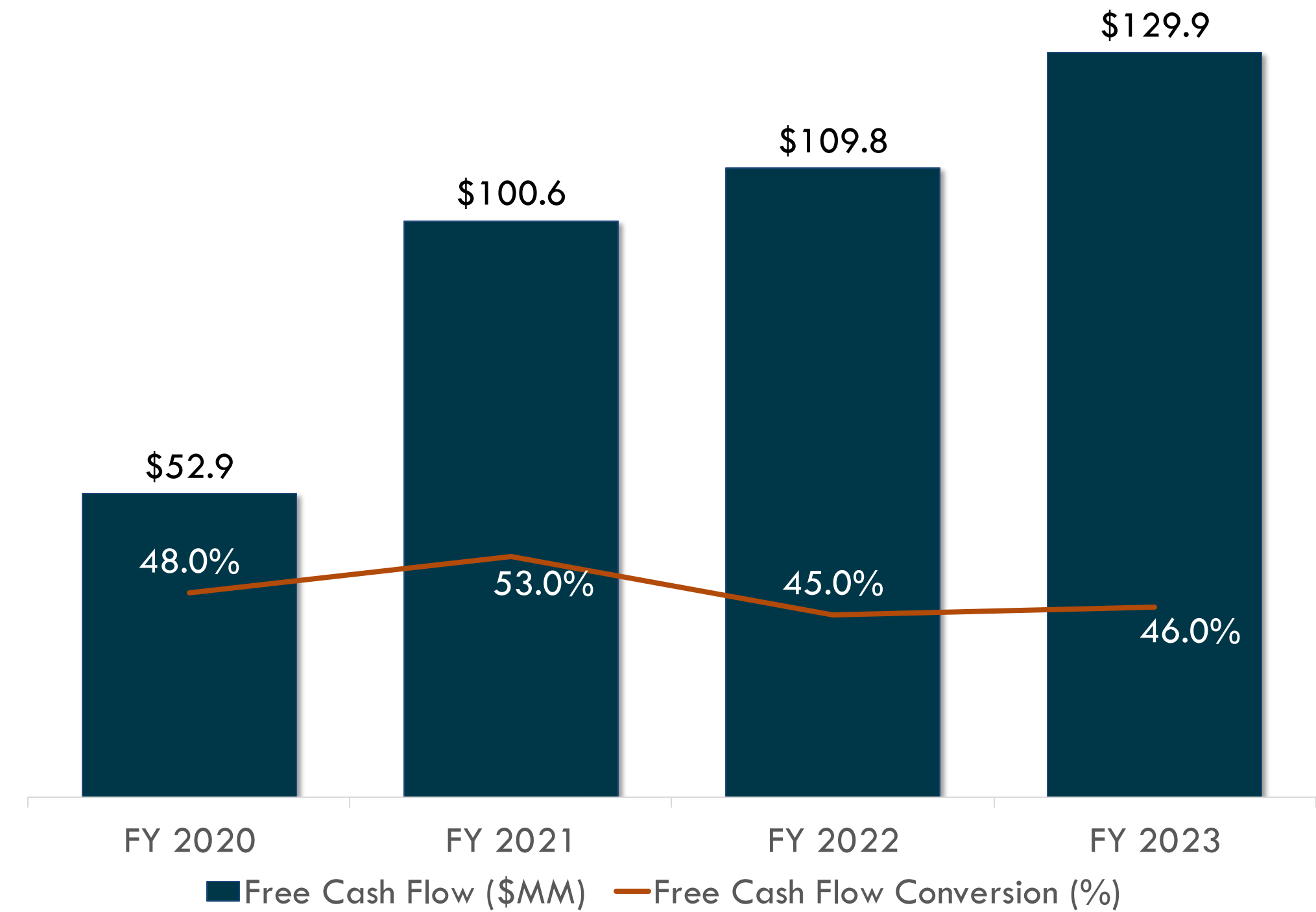
## Normalized CAPEX...

(\$ in millions)



## ...Expanding FCF<sup>1</sup>

(\$ in millions)



1. Free Cash Flow dollars calculated using Cash from Operations less Capital Expenditure. Free cash flow conversion % calculated using free cash flow and adjusted EBITDA figures. Adjusted EBITDA is a non-GAAP measure. See "Use and Definition of Non-GAAP Financial Measures" and Appendix for a reconciliation to net income.

# CAPITAL ALLOCATION PRIORITIES

## 1. ORGANIC INVESTMENT / STRATEGIC ACQUISITIONS

Technology / Product Line  
Innovation

Vertical  
Integration / Capacity  
Expansion

Expand Portfolio

## 2. DEBT PAYDOWN

## 3. RETURN OF CAPITAL TO SHAREHOLDERS<sup>(1)</sup>

1. Total shares repurchased from FY20-FY23 is \$56.4 million

# TRACK RECORD OF SUCCESSFUL STRATEGIC ACQUISITIONS

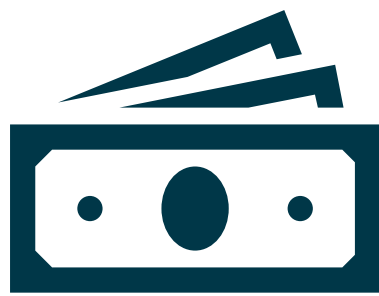
Seamless Integration and Strong Growth of Cobalt, Pursuit and Maverick Boat Group

Deployed \$380M

Combined: Post Acquisition to LTM<sup>1</sup>



**+55%**  
Sales \$ Consolidated



**\$400M**  
Cumulative EBITDA \$

**200 - 400 bps**  
EBITDA Margin  
Expansion per brand

Aggressive Growth and Strong Operational Management Post Acquisition

1. LTM as of December 31, 2023.

# MALIBU'S COMPETITIVE STRENGTHS

▶ **PLATFORM OF SCALE WITH LEADING MARKET POSITIONS**

▶ **INDUSTRY LEADING PRODUCT DESIGN AND INNOVATION**

▶ **DIVERSE PREMIUM PRODUCT OFFERING / HIGHLY RECOGNIZED BRANDS**

▶ **OPERATIONAL EXCELLENCE & VERTICAL INTEGRATION**

▶ **LARGE AND GROWING DISTRIBUTION NETWORK**

▶ **TRACK RECORD OF SUCCESSFUL STRATEGIC ACQUISITIONS**

A Malibu boat is shown on a lake, towing a wakeboarder. The boat is white with a dark blue hull and has a wakeboard rack on the back. A person is sitting at the helm, and two other people are in the boat. The wakeboarder is wearing a blue life vest and is being towed by the boat. The text "FINANCIAL PERFORMANCE" is overlaid on the image in a large, bold, dark blue font.

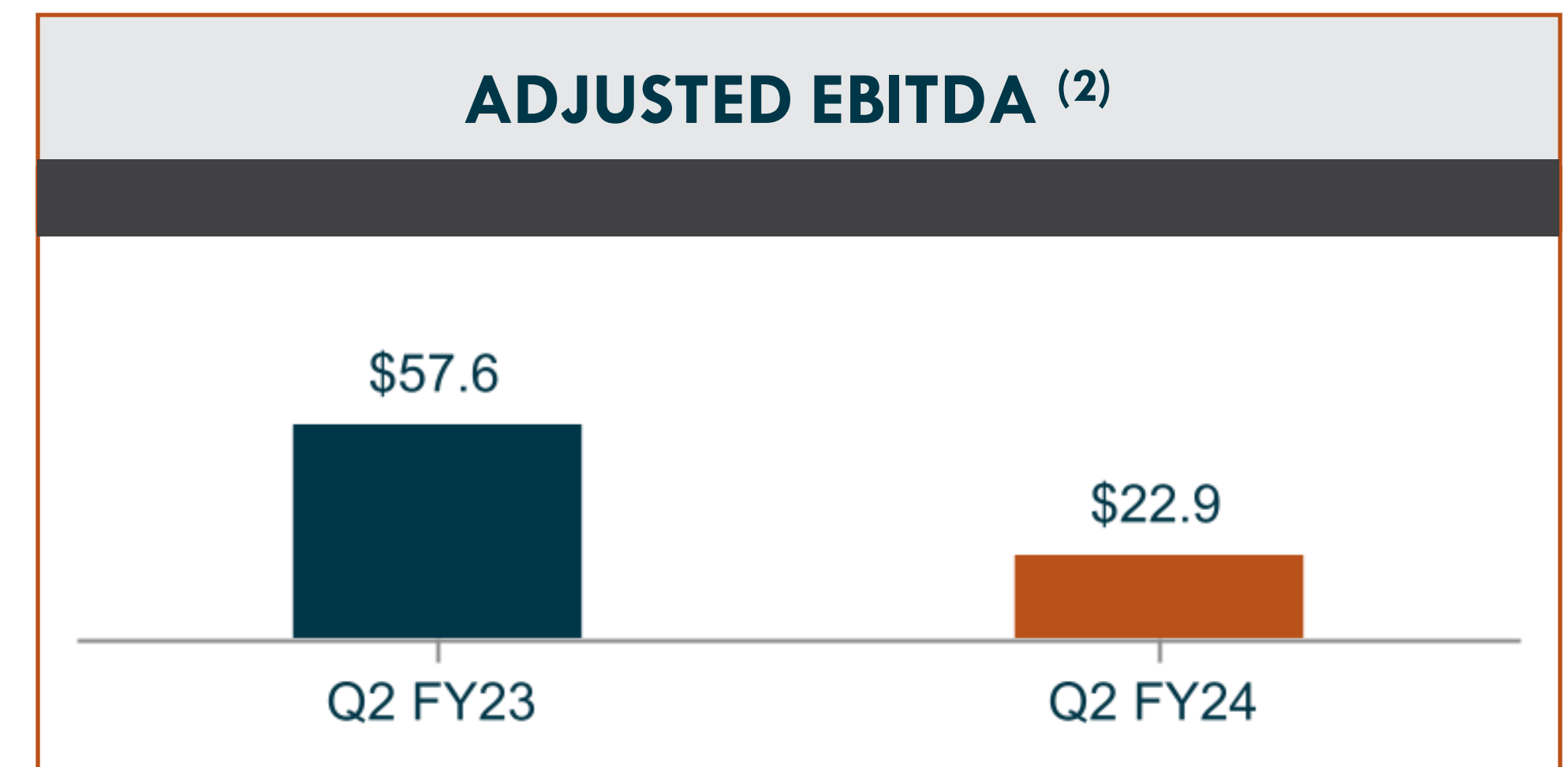
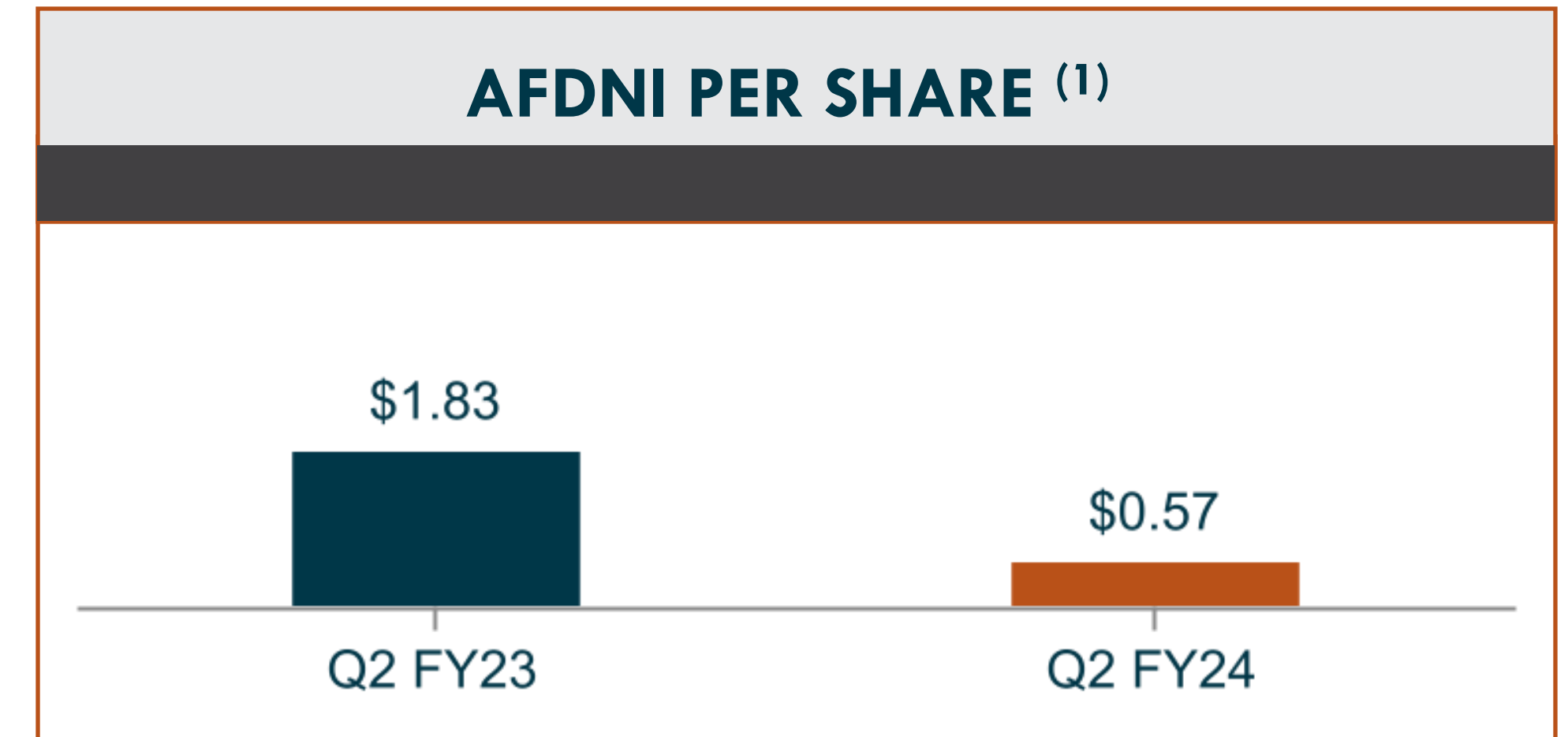
# FINANCIAL PERFORMANCE

**MALIBU**  
BOATS. INC.™



# THREE MONTHS ENDED FISCAL Q2 2024

- Navigated another quarter amid our slowest season of the year and a challenging macro environment
- Q2 FY24 net sales of \$211.1 million, down 37.7% year-over-year
  - Driven by a softening retail demand and elevated inventory levels
- Gross margin of 17.8%, down 460bps year-over-year
  - Decline driven by fixed cost deleverage due to lower sales and increased mix of the Saltwater Fishing segment
- Adjusted EBITDA margin of 10.9%



1. See Appendix for a reconciliation of Net Income to Adjusted Fully Distributed Net Income.

2. See Appendix for a reconciliation of Non-GAAP Adjusted EBITDA to Net Income.

# FY24 FULL YEAR OUTLOOK

METRIC	TARGET <sup>(1)</sup>
Consolidated Net Sales	Decline of mid-to-high thirties
Adjusted EBITDA Margin	Down 800-900 basis points

1. Guidance as of Fiscal Second Quarter 2024 Earnings reported on January 30, 2024, reaffirmed as of February 20, 2024.

# MALIBU

BOATS, INC.™

## THANK YOU! QUESTIONS?



# MALIBU



BOATS, INC.™

# APPENDIX



# RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED EBITDA AND ADJUSTED EBITDA MARGIN:

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

	Three Months Ended December 31,	
	2023	2022
Net income	\$ 10,144	\$ 36,396
Provision for income taxes	3,906	11,185
Interest expense	671	910
Depreciation	6,343	5,388
Amortization	1,713	1,715
Professional fees <sup>1</sup>	290	—
Stock-based compensation expense <sup>2</sup>	(137)	2,016
Adjusted EBITDA	\$ 22,930	\$ 57,610
Net Sales	\$ 211,074	\$ 338,732
Net Income Margin <sup>3</sup>	4.8 %	10.7 %
Adjusted EBITDA Margin <sup>3</sup>	10.9 %	17.0 %

# RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED EBITDA AND ADJUSTED EBITDA MARGIN:

- (1) For the three months ended December 31, 2023, represents legal and advisory fees related to product liability cases that were settled for \$100.0 million in June 2023.
- (2) 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.
- (3) We calculate net income margin as net income divided by net sales and we define adjusted EBITDA margin as adjusted EBITDA divided by net sales.

## RECONCILIATION OF NET INCOME ATTRIBUTABLE TO CLASS A COMMON STOCK TO ADJUSTED FULLY DISTRIBUTED NET INCOME OF CLASS A COMMON STOCK (UNAUDITED):

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

	Three Months Ended December 31,	
	2023	2022
<b>Reconciliation of numerator for net income available to Class A Common Stock per share to Adjusted Fully Distributed Net Income per Share of Class A Common Stock:</b>		
Net income attributable to Malibu Boats, Inc.	\$ 9,881	\$ 35,162
Provision for income taxes	3,906	11,185
Professional fees <sup>1</sup>	290	—
Acquisition related expenses <sup>2</sup>	1,677	1,677
Stock-based compensation expense <sup>3</sup>	(137)	2,016
Net income attributable to non-controlling interest <sup>4</sup>	263	1,234
Fully distributed net income before income taxes	15,880	51,274
Income tax expense on fully distributed income before income taxes <sup>5</sup>	3,890	12,441
Adjusted fully distributed net income	\$ 11,990	\$ 38,833

## RECONCILIATION OF NET INCOME ATTRIBUTABLE TO CLASS A COMMON STOCK TO ADJUSTED FULLY DISTRIBUTED NET INCOME OF CLASS A COMMON STOCK (UNAUDITED):

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

	Three Months Ended December 31,	
	2023	2022
<b>Reconciliation of denominator for net income available to Class A Common Stock per share to Adjusted Fully Distributed Net Income per Share of Class A Common Stock:</b>		
Weighted average shares outstanding of Class A Common Stock used for basic net income per share:	20,375,750	20,404,583
Adjustments to weighted average shares of Class A Common Stock:		
Weighted-average LLC units held by non-controlling unit holders <sup>6</sup>	455,919	600,919
Weighted-average unvested restricted stock awards issued to management <sup>7</sup>	259,652	284,830
Adjusted weighted average shares of Class A Common Stock outstanding used in computing Adjusted Fully Distributed Net Income per Share of Class A Common Stock:	<u>21,091,321</u>	<u>21,290,332</u>

## RECONCILIATION OF NET INCOME ATTRIBUTABLE TO CLASS A COMMON STOCK TO ADJUSTED FULLY DISTRIBUTED NET INCOME OF CLASS A COMMON STOCK (UNAUDITED):

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

	Three Months Ended December 31,	
	2023	2022
Net income available to Class A Common Stock per share	\$ 0.49	\$ 1.73
Impact of adjustments:		
Provision for income taxes	0.19	0.55
Professional fees <sup>1</sup>	0.02	—
Acquisition related expenses <sup>2</sup>	0.08	0.08
Stock-based compensation expense <sup>3</sup>	(0.01)	0.10
Net income attributable to non-controlling interest <sup>4</sup>	0.01	0.06
Fully distributed net income per share before income taxes	0.78	2.52
Impact of income tax expense on fully distributed income before income taxes <sup>5</sup>	(0.19)	(0.61)
Impact of increased share count <sup>8</sup>	(0.02)	(0.08)
Adjusted Fully Distributed Net Income per Share of Class A Common Stock	\$ 0.57	\$ 1.83

## RECONCILIATION OF NET INCOME ATTRIBUTABLE TO CLASS A COMMON STOCK TO ADJUSTED FULLY DISTRIBUTED NET INCOME OF CLASS A COMMON STOCK (UNAUDITED):

- (1) For the three months ended December 31, 2023, represents legal and advisory fees related to product liability cases that were settled for \$100.0 million in June 2023.
- (2) For the three months ended December 31, 2023 and 2022, represents amortization of intangibles acquired in connection with the acquisitions of Maverick Boat Group, Pursuit and Cobalt.
- (3) 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.
- (4) 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.
- (5) Reflects income tax expense at an estimated normalized annual effective income tax rate of 24.5% and 24.3% of income before income taxes for the three months ended December 31, 2023 and 2022, respectively, assuming the conversion of all LLC Units into shares of Class A Common Stock. The estimated normalized annual effective income tax rate for fiscal year 2024 is based on the federal statutory rate plus a blended state rate adjusted for the research and development tax credit, the foreign derived intangible income deduction, and foreign income taxes attributable to our Australian subsidiary.
- (6) Represents the weighted-average shares outstanding of LLC Units held by non-controlling interests assuming they were exchanged into Class A Common Stock on a one-for-one basis.
- (7) Represents the weighted-average unvested restricted stock awards included in outstanding shares during the applicable period that were convertible into Class A Common Stock and granted to members of management.
- (8) Reflects impact of increased share counts assuming the exchange of all weighted-average shares outstanding of LLC Units into shares of Class A Common Stock and the conversion of all weighted-average unvested restricted stock awards included in outstanding shares granted to members of management.

# RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED EBITDA AND ADJUSTED EBITDA MARGIN

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

	Fiscal Year Ended June 30,						Three Months Ended			
	2018	2019	2020	2021	2022	2023	3/31/2023	6/30/2023	9/30/2023	12/31/2023
<b>Net (Loss) Income</b>	\$ 30,969	\$ 69,701	\$ 64,656	\$ 114,282	\$ 163,430	\$ 107,910	\$ 53,452	\$ (18,043)	\$ 20,770	\$ 10,144
<b>(Benefit) Provision for Income Taxes<sup>1</sup></b>	58,418	22,096	19,076	33,979	46,535	33,581	16,272	(4,899)	6,978	3,906
<b>Acquisition and Integration Related Expenses<sup>2</sup></b>	2,859	5,245	-	5,112	-	-	-	-	-	-
<b>Interest Expense</b>	5,385	6,464	3,888	2,529	2,875	2,962	649	118	884	671
<b>Depreciation &amp; Amortization</b>	12,854	15,960	18,380	22,891	26,322	28,720	7,143	7,462	8,039	8,056
<b>Professional Fees &amp; Litigation<sup>3</sup></b>	26	739	1,013	5,817	-	104,781	-	104,781	857	290
<b>Stock-based Compensation Expenses<sup>4</sup></b>	1,973	2,607	3,042	5,581	6,342	5,894	1,751	492	1,460	(137)
<b>Engine Development<sup>5</sup></b>	4,871	3,186	-	-	-	-	-	-	-	-
<b>UAW Strike Impact<sup>6</sup></b>	-	-	2,564	-	-	-	-	-	-	-
<b>Adjustments to Tax Receivable Agreement<sup>7</sup></b>	(24,637)	(103)	(1,672)	(88)	1,025	188	-	-	-	-
<b>Adjusted EBITDA</b>	\$ 92,718	\$ 125,895	\$ 110,947	\$ 190,103	\$ 246,529	\$ 284,036	\$ 79,267	\$ 90,099	\$ 38,988	\$ 22,930
<b>% Margin<sup>8</sup></b>	18.7%	18.4%	17.0%	20.5%	20.3%	20.5%	21.1%	24.2%	15.2%	10.9%
<b>Capital Expenditures</b>	(10,449)	(17,938)	(41,291)	(30,677)	(55,064)	(54,840)	(21,166)	(11,335)	(39,527)	(12,574)

# RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED EBITDA, AND ADJUSTED EBITDA MARGIN

- (1) Provision for income taxes for fiscal years 2020, 2019 and 2018 reflect the impact of the Tax Act adopted in December 2017, which among other items, lowered the U.S. corporate income tax rate from 35% to 21%, effective January 1, 2018. For fiscal year 2018, we recorded an increase to income tax expense of \$44.5 million for the remeasurement of deferred taxes on the enactment date of the Tax Act and the deferred tax impact related to the reduction in the tax receivable agreement liability.
- (2) For fiscal year ended 2021, represents legal and advisory fees incurred in connection with our acquisition of Maverick Boat Group on December 31, 2020. Integration related expenses for fiscal year 2021 include post-acquisition adjustments to cost of goods sold of \$0.9 million for the fair value step up of inventory acquired from Maverick Boat Group, which was sold during the third quarter of fiscal year 2021. For fiscal year 2019, represents integration costs and legal, professional and advisory fees incurred in connection with our acquisition of Pursuit on October 15, 2018. For fiscal year 2018, represents integration costs and legal, professional and advisory fees incurred in connection with our acquisition of Pursuit and our acquisition of Cobalt on July 6, 2017. Integration related expenses for fiscal year 2019 include post-acquisition adjustments to cost of goods sold of \$0.9 million for the fair value step up of Pursuit inventory acquired, most of which was sold during the second quarter of fiscal year 2019. Integration related expenses for fiscal year 2018 include post-acquisition adjustments to cost of goods sold of \$1.5 million for the fair value step up of Cobalt inventory acquired, most of which was sold during the first quarter of fiscal year 2018.
- (3) For fiscal years 2019, 2020 and 2021, represents legal and advisory fees related to our litigation with Skier's Choice, Inc. Fiscal year 2023, represents legal and advisory fees related to product liability cases that were settled for \$100.0 million in June 2023.
- (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.
- (5) Represents costs incurred in connection with our vertical integration of engines including product development costs and supplier transition performance incentives.
- (6) For fiscal year 2020, represents costs incurred in connection with interruption to our engine supply during the UAW strike against General Motors. We purchase engines from General Motors LLC that we then prepare for marine use for our Malibu and Axis boats. During the UAW strike, General Motors suspended delivery of engine blocks to us and we incurred costs by entering into purchase agreements with two suppliers for additional engines to supplement our inventory of engine blocks for Malibu and Axis boats.
- (7) For fiscal year 2023, we recognized other expense from an adjustment in our tax receivable agreement liability mainly derived by future benefits from Tennessee net operating losses at Malibu Boats, Inc. For fiscal year 2022, we recognized other expense from an adjustment in our tax receivable agreement liability due to an increase in the state tax rate used in computing our future tax obligations and in turn, an increase in the future benefit we expect to pay under our tax receivable agreement with pre-IPO owners. For fiscal years 2021, 2020, and 2019, we recognized other income from an adjustment in our tax receivable agreement liability as a result of a decrease in the estimated tax rate used in computing our future tax obligations and in turn, a decrease in the future tax benefit we expect to pay under our tax receivable agreement with pre-IPO owners. For fiscal year 2019, the rate decrease was mainly offset by an increase to other expense for tax receivable agreement liability derived by future tax benefits from Tennessee net operating losses at Malibu Boats, Inc. For fiscal year 2018, we recognized other income as a result of a decrease in our estimated tax receivable agreement liability. The reduction in our tax receivable agreement liability resulted primarily from the adoption of the Tax Act during the second quarter of fiscal year 2018, which decreased the estimated tax rate used in computing our future tax obligations and, in turn, decreased the future tax benefit we expect to realize related to increased tax basis from previous sales and exchanges of LLC Units by our pre-IPO owners.
- (8) We calculate net income margin as net income divided by net sales and we define adjusted EBITDA margin as adjusted EBITDA divided by net sales.

# RECONCILIATION OF NET INCOME ATTRIBUTABLE TO CLASS A COMMON STOCK TO ADJUSTED FULLY DISTRIBUTED NET INCOME OF CLASS A COMMON STOCK (UNAUDITED):

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

Reconciliation of numerator for net income available to Class A Common Stock per share to Adjusted Fully Distributed Net Income per Share of Class A Common Stock:	Fiscal Year Ended June 30,						Three Months Ended			
	2018	2019	2020	2021	2022	2023	3/31/2023	6/30/2023	9/30/2023	12/31/2023
Net income attributable to Malibu Boats, Inc.	\$ 27,613	\$ 66,066	\$ 61,562	\$ 109,841	\$ 157,632	\$ 104,513	\$ 51,888	\$ (17,420)	\$ 20,259	\$ 9,881
Income tax provision <sup>1</sup>	58,418	22,096	19,076	33,979	46,535	33,581	16,272	(4,899)	6,978	3,906
Professional fees and litigation <sup>2</sup>	26	739	1,013	5,817	-	104,781	-	104,781	857	290
Acquisition and integration related expenses <sup>3</sup>	5,719	9,506	4,262	10,558	6,653	6,654	1,641	1,659	1,677	1,677
Fair market value adjustment for interest rate swap <sup>4</sup>	(369)	350	68	-	-	-	-	-	-	-
Stock-based compensation expense <sup>5</sup>	1,973	2,607	3,042	5,581	6,342	5,894	1,751	492	1,460	(137)
Engine development <sup>6</sup>	4,871	3,186	-	-	-	-	-	-	-	-
UAW strike impact <sup>7</sup>	-	-	2,564	-	-	-	-	-	-	-
Adjustment to tax receivable agreement <sup>8</sup>	(24,637)	(103)	(1,672)	(88)	1,025	188	-	188	-	-
Net income attributable to non-controlling interest <sup>9</sup>	3,356	3,635	3,094	4,441	5,798	3,397	1,564	(623)	511	263
Fully distributed net income before income taxes	76,970	108,082	93,009	170,129	223,985	259,008	73,116	84,178	31,742	15,880
Income tax expense on fully distributed income before income taxes <sup>10</sup>	20,908	26,048	21,857	40,150	53,308	62,939	17,767	20,455	7,777	3,890
Adjusted Fully Distributed net income	<u>\$ 56,062</u>	<u>\$ 82,034</u>	<u>\$ 71,152</u>	<u>\$ 129,979</u>	<u>\$ 170,677</u>	<u>\$ 196,069</u>	<u>\$ 55,349</u>	<u>\$ 63,723</u>	<u>\$ 23,965</u>	<u>\$ 11,990</u>

# RECONCILIATION OF NET INCOME ATTRIBUTABLE TO CLASS A COMMON STOCK TO ADJUSTED FULLY DISTRIBUTED NET INCOME OF CLASS A COMMON STOCK (UNAUDITED):

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

Reconciliation of denominator for net income available to Class A Common Stock per share to Adjusted Fully Distributed Net Income per Share of Class A Common Stock:	Fiscal Year Ended June 30,						Three Months Ended			
	2018	2019	2020	2021	2022	2023	3/31/2023	6/30/2023	9/30/2023	12/31/2023
<b>Weighted average shares outstanding of Class A Common Stock used for basic net income per share <sup>1</sup></b>	20,189,879	20,832,445	20,662,750	20,752,652	20,749,237	20,501,844	20,533,649	20,611,175	20,586,487	20,375,750
<b>Adjustments to weighted average shares of Class A Common Stock:</b>										
<b>Weighted-average LLC units held by non-controlling unit holders <sup>2</sup></b>	1,138,917	880,144	806,943	665,217	600,919	543,909	516,322	455,919	455,919	455,919
<b>Weighted-average unvested restricted stock awards issued to management <sup>3</sup></b>	132,673	130,520	155,433	212,579	252,135	272,116	290,450	258,655	232,584	259,652
<b>Adjusted weighted average shares of Class A Common Stock outstanding used in computing Adjusted Fully Distributed Net Income per Share of Class A Common Stock:</b>	21,461,469	21,843,109	21,625,126	21,630,448	21,602,291	21,317,869	21,340,421	21,325,749	21,274,990	21,091,321

1. The difference in the weighted average shares outstanding for all periods, relates to the difference in the weighting of shares outstanding of Class A common stock during this period for the calculation of the basic net income per share for our financial statements and basic net income per share for adjusted fully distributed net income.
2. Represents the weighted average shares outstanding of LLC Units held by non-controlling interests assuming they were exchanged into Class A Common Stock on a one-for-one basis.
3. Represents the weighted average unvested restricted stock awards included in outstanding shares during the applicable period that were convertible into Class A Common Stock and granted to members of management.

# RECONCILIATION OF NET INCOME ATTRIBUTABLE TO CLASS A COMMON STOCK TO ADJUSTED FULLY DISTRIBUTED NET INCOME OF CLASS A COMMON STOCK (UNAUDITED):

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

Reconciliation of net income available to Class A Common Stock per share of AFDNI per Share of Class A Common Stock	Fiscal Year Ended June 30,						Three Months Ended			
	2018	2019	2020	2021	2022	2023	3/31/2023	6/30/2023	9/30/2023	12/31/2023
Net income attributable to Malibu Boats, Inc.	\$ 1.37	\$ 3.17	\$ 2.98	\$ 5.29	\$ 7.60	\$ 5.10	\$ 2.53	\$ (0.86)	\$ 0.98	\$ 0.49
Income tax provision <sup>1</sup>	2.89	1.06	0.92	1.64	2.24	1.64	0.79	(0.24)	0.34	0.19
Professional fees & litigation <sup>2</sup>	-	0.04	0.05	0.28	-	5.11	-	5.08	0.04	0.02
Acquisition and integration related expenses <sup>3</sup>	0.28	0.46	0.21	0.51	0.32	0.32	0.08	0.08	0.08	0.08
Fair market value adjustment for interest rate swap <sup>4</sup>	(0.02)	0.02	-	-	-	-	-	-	-	-
Stock based compensation expense <sup>5</sup>	0.10	0.13	0.15	0.27	0.31	0.29	0.09	0.02	0.07	(0.01)
Engine development <sup>6</sup>	0.24	0.15	-	-	-	-	-	-	-	-
UAW Strike Impact <sup>7</sup>			0.12	-	-	-	-	-	-	-
Adjustment to tax receivable agreement <sup>8</sup>	(1.22)	-	(0.08)	-	0.05	0.01	-	0.01	-	-
Net income attributable to non-controlling interest <sup>9</sup>	0.17	0.17	0.15	0.21	0.28	0.17	0.08	(0.03)	0.02	0.01
Fully distributed net income before income taxes	3.81	5.20	4.50	8.20	10.80	12.64	3.57	4.06	1.53	0.78
Income tax expense on fully distributed income before income taxes <sup>10</sup>	(1.04)	(1.25)	(1.06)	(1.93)	(2.57)	(3.07)	(0.87)	(0.99)	(0.38)	(0.19)
Impact of increased share count <sup>11</sup>	(0.17)	(0.19)	(0.15)	(0.26)	(0.32)	(0.38)	(0.11)	(0.09)	(0.02)	(0.02)
Adjusted Fully Distributed net income	\$ 2.60	\$ 3.76	\$ 3.29	\$ 6.01	\$ 7.91	\$ 9.19	\$ 2.59	\$ 2.98	\$ 1.13	\$ 0.57

# RECONCILIATION OF NET INCOME ATTRIBUTABLE TO CLASS A COMMON STOCK TO ADJUSTED FULLY DISTRIBUTED NET INCOME OF CLASS A COMMON STOCK (UNAUDITED):

- (1) Provision for income taxes for fiscal years 2020, 2019 and 2018 reflect the impact of the Tax Act adopted in December 2017, which among other items, lowered the U.S. corporate income tax rate from 35% to 21%, effective January 1, 2018. For fiscal year 2018, we recorded an increase to income tax expense of \$44.5 million for the remeasurement of deferred taxes on the enactment date of the Tax Act and the deferred tax impact related to the reduction in the tax receivable agreement liability.
- (2) For fiscal years 2019, 2020 and 2021, represents legal and advisory fees related to our litigation with Skier's Choice, Inc. For the three months ended fiscal year 2023, represents legal and advisory fees related to product liability cases that were settled for \$100.0 million in June 2023.
- (3) For fiscal year ended 2021, represents legal and advisory fees incurred in connection with our acquisition of Maverick Boat Group on December 31, 2020. Integration related expenses for fiscal year 2021 include post-acquisition adjustments to cost of goods sold of \$0.9 million for the fair value step up of inventory acquired from Maverick Boat Group, which was sold during the third quarter of fiscal year 2021. For fiscal year 2019, represents integration costs and legal, professional and advisory fees incurred in connection with our acquisition of Pursuit on October 15, 2018. For fiscal year 2018, represents integration costs and legal, professional and advisory fees incurred in connection with our acquisition of Pursuit and our acquisition of Cobalt on July 6, 2017. Integration related expenses for fiscal year 2019 include post-acquisition adjustments to cost of goods sold of \$0.9 million for the fair value step up of Pursuit inventory acquired, most of which was sold during the second quarter of fiscal year 2019. Integration related expenses for fiscal year 2018 include post-acquisition adjustments to cost of goods sold of \$1.5 million for the fair value step up of Cobalt inventory acquired, most of which was sold during the first quarter of fiscal year 2018.
- (4) Represents the change in fair value of our interest rate swap entered into on July 1, 2015. The swap matured on March 31, 2020.
- (5) 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.
- (6) Represents costs incurred in connection with our vertical integration of engines including product development costs and supplier transition performance incentives.
- (7) For fiscal year 2020, represents costs incurred in connection with interruption to our engine supply during the UAW strike against General Motors. We purchase engines from General Motors LLC that we then prepare for marine use for our Malibu and Axis boats. During the UAW strike, General Motors suspended delivery of engine blocks to us and we incurred costs by entering into purchase agreements with two suppliers for additional engines to supplement our inventory of engine blocks for Malibu and Axis boats.
- (8) For fiscal year 2023, we recognized other expense from an adjustment in our tax receivable agreement liability mainly derived by future benefits from Tennessee net operating losses at Malibu Boats, Inc. For fiscal year 2022, we recognized other expense from an adjustment in our tax receivable agreement liability due to an increase in the state tax rate used in computing our future tax obligations and in turn, an increase in the future benefit we expect to pay under our tax receivable agreement with pre-IPO owners. For fiscal years 2021, 2020, and 2019, we recognized other income from an adjustment in our tax receivable agreement liability as a result of a decrease in the estimated tax rate used in computing our future tax obligations and in turn, a decrease in the future tax benefit we expect to pay under our tax receivable agreement with pre-IPO owners. For fiscal year 2019, the rate decrease was mainly offset by an increase to other expense for tax receivable agreement liability derived by future tax benefits from Tennessee net operating losses at Malibu Boats, Inc. For fiscal year 2018, we recognized other income as a result of a decrease in our estimated tax receivable agreement liability. The reduction in our tax receivable agreement liability resulted primarily from the adoption of the Tax Act during the second quarter of fiscal year 2018, which decreased the estimated tax rate used in computing our future tax obligations and, in turn, decreased the future tax benefit we expect to realize related to increased tax basis from previous sales and exchanges of LLC Units by our pre-IPO owners.
- (9) 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.
- (10) Reflects income tax expense at an estimated normalized annual effective income tax rate of 24.3%, 23.8%, 23.6%, 23.5%, 24.1% and 27.2% of income before taxes for fiscal year 2023, 2022, 2021 2020, 2019 and 2018, respectively, in each case assuming the conversion of all LLC Units into shares of Class A Common Stock. The estimated normalized annual effective income tax rate for fiscal years 2023, 2022, 2021 and 2020 is based on the federal statutory rate plus a blended state rate adjusted for the research and development tax credit, the foreign derived intangible income deduction, and foreign income taxes attributable to our Australian subsidiary. The estimated normalized annual effective income tax rate for fiscal year 2019 is based on the federal statutory rate plus a blended state rate adjusted for the research and development tax credit and foreign income taxes attributable to our Australian subsidiary. The estimated normalized effective income tax rate for fiscal year 2018 is based on the federal statutory rate plus a blended state rate adjusted for deductions under Section 199 of the Internal Revenue Code, state taxes attributable to the LLC, and foreign income taxes attributable to our Australian subsidiary. Reflects income tax expense at an estimated normalized annual effective income tax rate of 24.5% of income before income taxes for the three months ended September 30, 2023, assuming the conversion of all LLC Units into shares of Class A Common Stock. The estimated normalized annual effective income tax rate for fiscal year 2024 is based on the federal statutory rate plus a blended state rate adjusted for the research and development tax credit, the foreign derived intangible income deduction, and foreign income taxes attributable to our Australian subsidiary.
- (11) Reflects impact of increased share counts assuming the exchange of all weighted-average shares outstanding of LLC Units into shares of Class A Common Stock and the conversion of all weighted-average unvested restricted stock awards included in 37 outstanding shares granted to members of management.