



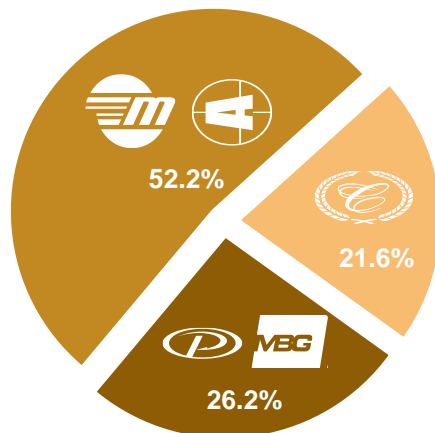
## ABOUT

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.

## OUR BRANDS



### FY 2021 Net Sales

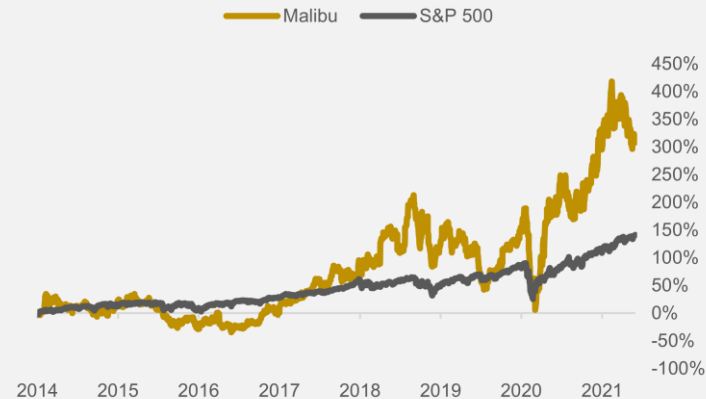


## STOCK SNAPSHOT

**Ticker:** MBUU (NASDAQ)  
**Market Cap:** \$1,528.7M\*  
**Volume:** 2,163,490\*

*Consistent track record of delivering shareholder value*

MBUU Inception to Date Performance vs. S&P 500  
 as of 6/30/2021



\*As of June 30, 2021

## INVESTMENT APPEALS

- Dynamic operational excellence
- World class product development
- Sound, strategic acquisitions of premium brands
- Unparalleled vertical integration strategy
- Highly variable cost structure
- Market leader and growing in multiple segments

## LEADERSHIP

**Jack D. Springer**  
 Chief Executive Officer and Director

**Wayne R. Wilson**  
 Chief Financial Officer

**Ritchie L. Anderson**  
 Chief Operating Officer

**Bruce F. Thompson**  
 President of Pursuit Boats

**Cory Dugger**  
 President of Maverick Boat Group

**Deborah S. Kent**  
 Vice President of Human Resources

**Greg Ward**  
 Vice President of Information Systems

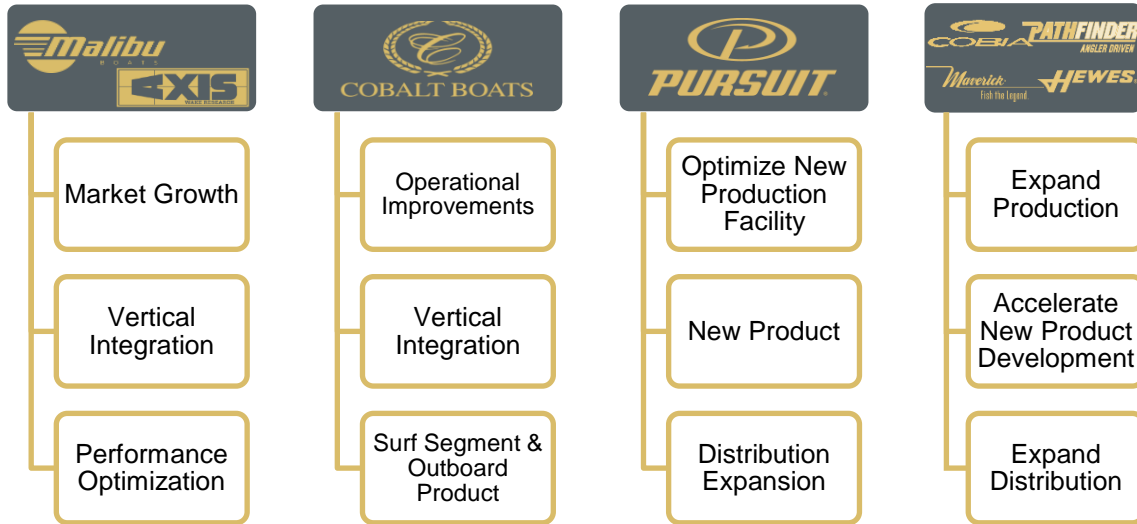
**Eric K. Bondy**  
 Vice President of Sales

# FINANCIAL SNAPSHOT

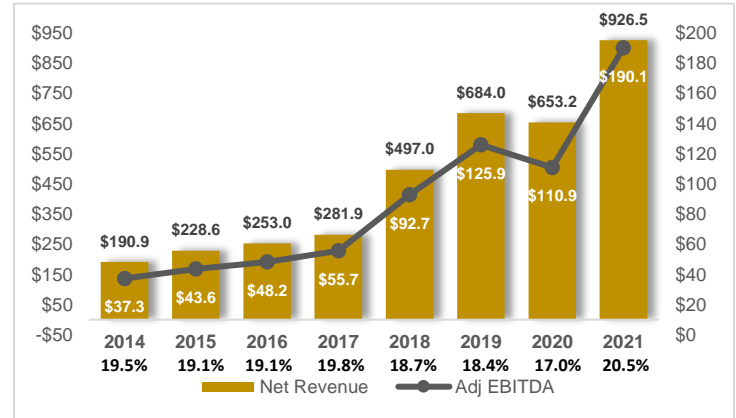
## THREE MONTHS ENDED Q4 FY2021 HIGHLIGHTS

- **Net Revenue** - \$276.7 million, up 133.2% from \$118.7 million
- **Adjusted EBITDA<sup>(1)</sup>** - \$57.6 million, up 272.2% from \$15.5 million
- **Earnings** - \$1.84 adjusted fully distributed net income per share, up 360.0% from \$0.40 per share

## CLEAR PATH FOR CONTINUED GROWTH

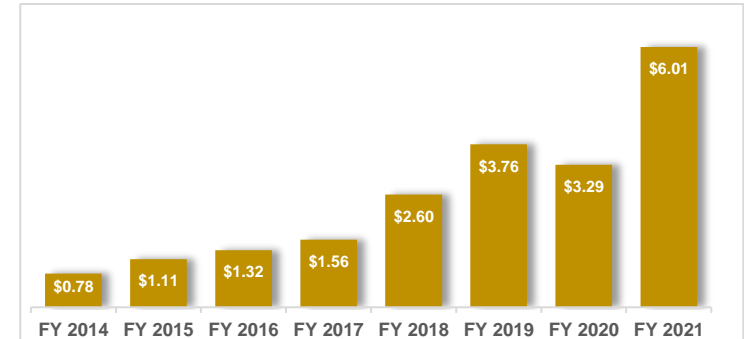


Net Revenue and Adjusted EBITDA<sup>(1)</sup> as of June 30, 2021 (\$M)



- Consistently delivered record Net Revenue and Adjusted EBITDA<sup>(1)</sup> annually and quarterly on a fiscal year-over-year basis from IPO in 2014 through 2019 and once again in 2021
- FY21 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:
  - 82.7% growth in FY2021
  - 12.5% decline in FY2020
  - 44.6% growth in FY2019
  - 66.7% growth in FY2018

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

## CONTACT

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