

**MASTERCRAFT
BOAT HOLDINGS INC.**



FISCAL FIRST QUARTER 2024 RESULTS

NOVEMBER 8, 2023

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of the federal securities laws, which statements involve substantial risks and uncertainties. Forward-looking statements generally relate to future events and include, without limitation, projections, forecasts and estimates about possible or assumed future results of the Company's business, financial condition, liquidity, results of operations, plans and objectives. In some cases, you can identify forward-looking statements because they contain words such as "may," "might," "will," "would," "should," "expect," "plan," "anticipate," "could," "intend," "target," "project," "contemplate," "believe," "estimate," "predict," "likely," "potential" or "continue" or the negative of these words or other similar terms or expressions that concern our expectations, strategy, plans or intentions.

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This presentation includes certain non-GAAP financial measures, including EBITDA, Adjusted EBITDA, EBITDA Margin, Adjusted EBITDA Margin, Adjusted Net Income, and Adjusted Net Income Per Share. These non-GAAP financial measures should be considered only as supplemental to, and not as superior to, financial measures prepared in accordance with GAAP. Please refer to the Appendix of this presentation for a reconciliation of Net Income, the most directly comparable financial measure prepared in accordance with U.S. GAAP, to EBITDA, Adjusted EBITDA, Adjusted Net Income, and Adjusted Net Income Per Share.

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We do not provide forward-looking guidance for certain financial measures on a U.S. GAAP basis because we are unable to predict certain items contained in the U.S. GAAP measures without unreasonable efforts. These items may include acquisition-related costs, litigation charges or settlements, impairment charges, and certain other unusual adjustments.

Unless otherwise noted, the commentary herein is made on a continuing operations basis.

CALL PARTICIPANTS



Fred Brightbill
CEO and Chairman of the Board



Tim Oxley
Chief Financial Officer



Bobby Potter
VP of Strategy & Investor Relations



DIVERSIFIED PORTFOLIO OF LEADING BRANDS

SERVING THE FASTEST GROWING CATEGORIES OF THE POWERBOAT INDUSTRY

MasterCraft



SKI-WAKE BOATS

Iconic brand recognized as the premier brand in the fastest-growing, highest-margin category of the powerboat industry, focused on high performance, relentless innovation and the highest quality

CREST



PONTOON BOATS

Growing pontoon brand delivering consumers a broad product offering of high-quality, stylish and comfortable boats at an incredible value



AVIARA



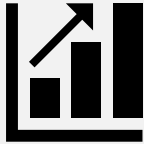
LUXURY DAY BOATS

De novo brand that creates an elevated open water experience by fusing progressive European style and effortless comfort with American engineering



FISCAL FIRST QUARTER 2024 RESULTS

FIRST QUARTER 2024 EARNINGS HIGHLIGHTS



Better-than-Expected Financial Results

- Net sales of \$104.2 million, down 38.5%
- Diluted Adjusted Net Income per share of \$0.47, down 67.1%
- Adjusted EBITDA of \$12.2 million, down 66.0%



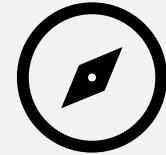
Resilient Balance Sheet Provides Abundant Flexibility

- Fortress balance sheet provides resilience and flexibility
- Well positioned to pursue capital allocation priorities
- Laying the foundation for future growth with targeted initiatives



Rebalancing Dealer Inventories

- Dealer inventories declined modestly during quarter
- Unsupportive macroeconomic factors creating uncertainty and limiting retail visibility
- 2024 production plans rebalance dealer inventories with projected retail demand



Holding Fiscal 2024 Guidance

- Net sales between \$390M and \$420M
- Adjusted EBITDA between \$42M and \$52M
- Adjusted Earnings Per Share between \$1.46 and \$1.88
- Capital expenditures in the \$22M range

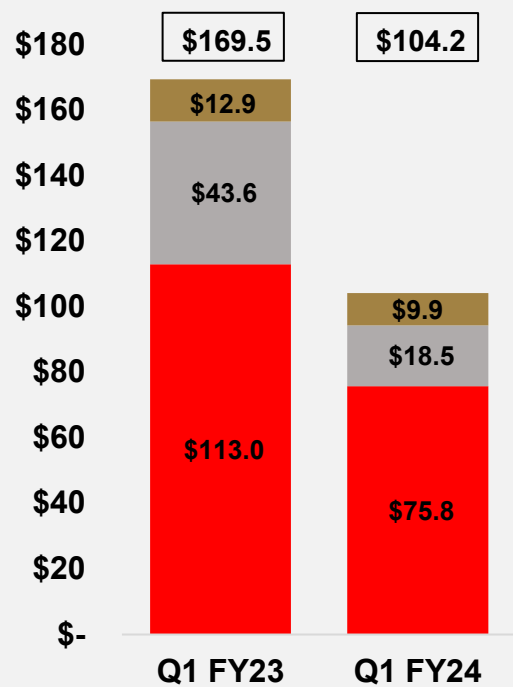


- Delivered better than expected Q1 2024 results despite macroeconomic uncertainty and demand weakness
- Focused on rebalancing dealer inventories

FIRST QUARTER COMPARATIVE RESULTS

NET SALES

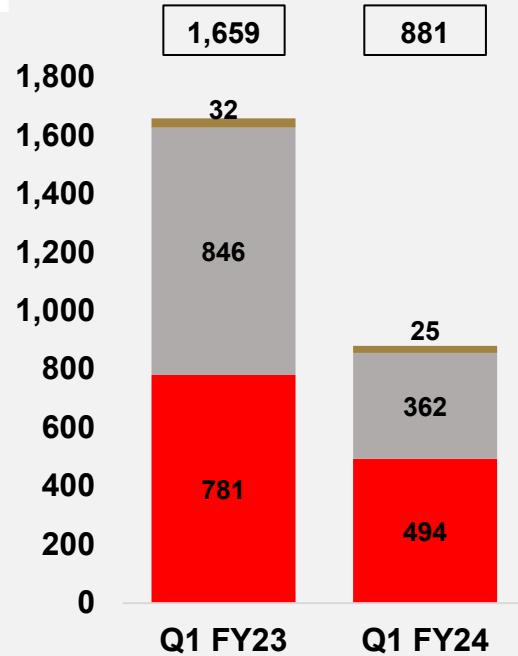
(\$'s in millions)



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- Net sales of \$104.2M, down 38.5% from Q1 FY23

UNIT VOLUME

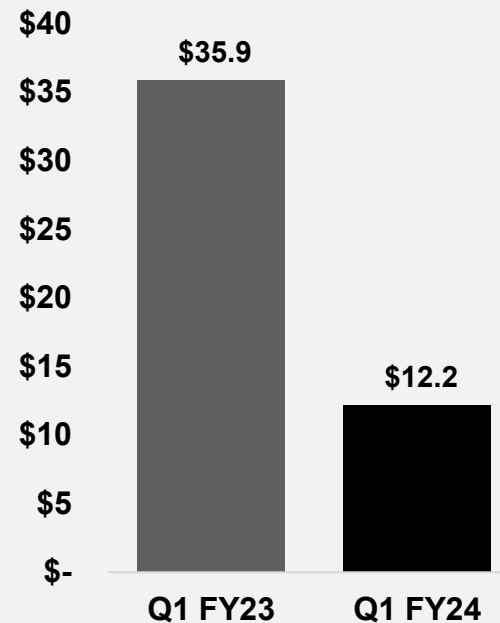


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- Wholesale units of 881, down 46.9% from Q1 FY23

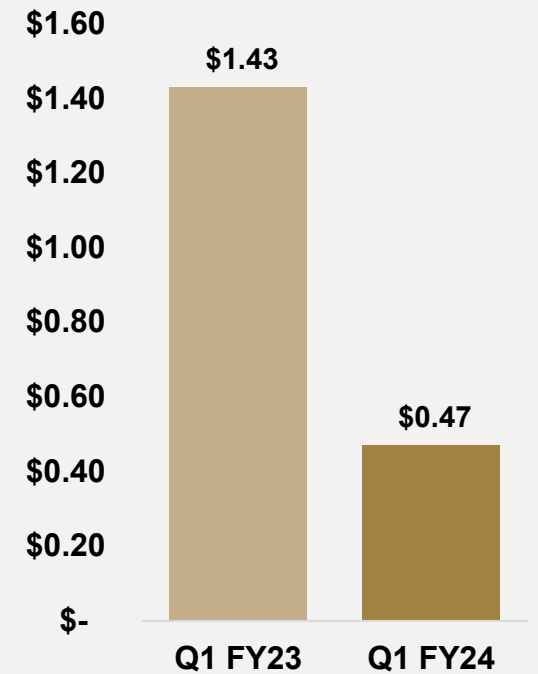
ADJUSTED EBITDA

(\$'s in millions)



- Adjusted EBITDA of \$12.2M, down 66.0% from Q1 FY23

ADJUSTED DILUTED NET INCOME PER SHARE



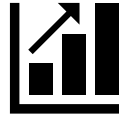
- \$0.47 per share, down 67.1% from Q1 FY23

CAPITAL ALLOCATION FRAMEWORK



RETAIN STRONG FINANCIAL POSITION

- Maintain healthy balance sheet
- Ensure adequate liquidity
- Zero net debt



INVEST IN GROWTH

Organic Growth:

- New products / R&D
- Internal brand development
- Capacity expansion

M&A:

- Strategic acquisitions to fill consumer white space



RETURN EXCESS CASH

- Additional \$50 million share repurchase program authorized in July 2023
- Continue to prudently and opportunistically return excess cash to shareholders



KEY METRICS

(\$'s in millions)

Cash and Investments	\$90.0
Total Debt	\$52.6
Capital Expenditures (Q1)	\$4.4
Share Repurchases (Q1)	\$5.8



FISCAL YEAR 2024 GUIDANCE

METRIC	FY 2024 Q2	FY 2024
Net Sales	Approximately \$96M	Between \$390M and \$420M
Adjusted EBITDA	Approximately \$7M	Between \$42M and \$52M
Adjusted EPS	Approximately \$0.22	Between \$1.46 and \$1.88
Capital Expenditures	Not Provided	Approximately \$22M

- Guidance continues to reflect view that industry retail unit sales could be down as much as mid-teens percent for FY24
- Expect to generate positive free cash flow





APPENDIX

FIRST QUARTER ADJUSTED EBITDA RECONCILIATION

- The following table sets forth a reconciliation of net income from continuing operations as determined in accordance with U.S. GAAP to EBITDA and adjusted EBITDA and net income from continuing operations margin to EBITDA margin and adjusted EBITDA margin (each expressed as a percentage of net sales) for the periods indicated:

(\$ in thousands)	Q1 FY24	% of sales	Q1 FY23	% of sales
Net income from continuing operations	\$7,076	6.8%	\$24,635	14.5%
Income tax expense	1,950		7,176	
Interest expense	878		562	
Interest income	(1,351)		(151)	
Depreciation and amortization	2,727		2,601	
EBITDA	\$11,280	10.8%	\$34,823	20.5%
Share-based compensation	939		1,120	
Adjusted EBITDA	\$12,219	11.7%	\$35,943	21.2%

FIRST QUARTER ADJUSTED NET INCOME RECONCILIATION

- The following table sets forth a reconciliation of net income from continuing operations as determined in accordance with U.S. GAAP to adjusted net income for the periods indicated:

(\$ in thousands, except per share and share amounts)	Q1 FY24	Q1 FY23
Net income from continuing operations	\$7,076	\$24,635
Income tax expense	1,950	7,176
Amortization of acquisition intangibles	462	462
Share-based compensation	939	1,120
Adjusted net income before income taxes	\$10,427	\$33,393
Adjusted income tax expense ⁽¹⁾	2,294	7,680
Adjusted net income	\$8,133	\$25,713
Adjusted net income per share		
Basic	\$0.47	\$1.43
Diluted	\$0.47	\$1.43
Weighted average shares used for the computation of:⁽²⁾		
Basic adjusted net income per share	17,156,283	17,946,061
Diluted adjusted net income per share	17,224,608	18,031,725

1) For fiscal 2024 and 2023, income tax expense reflects an income tax rate of 22.0% and 23.0%, respectively, for each period presented.

2) Represents the Weighted Average Shares used for the computation of Basic and Diluted earnings per share as presented on the Consolidated Statements of Operations to calculate Adjusted Net Income per basic and diluted share for all periods presented herein.

FIRST QUARTER ADJUSTED NET INCOME PER SHARE RECONCILIATION

- The following table sets forth a reconciliation of net income from continuing operations per diluted share as determined in accordance with U.S. GAAP to adjusted net income per diluted share for the periods indicated:

(\$ in thousands, except per share amounts)	Q1 FY24	Q1 FY23
Net income from continuing operations per diluted share	\$0.41	\$1.37
Income tax expense	0.11	0.40
Amortization of acquisition intangibles	0.03	0.03
Share-based compensation	0.05	0.06
Adjusted net income per diluted share before income taxes	\$0.60	\$1.86
Impact of adjusted income tax expense on net income per diluted share before income taxes ⁽¹⁾	(0.13)	(0.43)
Adjusted net income per diluted share	\$0.47	\$1.43

1) For fiscal 2024 and 2023, income tax expense reflects an income tax rate of 22.0% and 23.0%, respectively, for each period presented.

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