



MasterCraft



FISCAL 2018 FOURTH-QUARTER RESULTS

September 6th, 2018

DISCLAIMER

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.

These forward-looking statements are necessarily based upon estimates and assumptions that, while considered reasonable by the Company and its management, are inherently uncertain. Factors that may cause actual results to differ materially from current expectations include, but are not limited to, those factors identified in the Company's prospectus in the sections titled "Risk factors," "Special note regarding forward-looking statements" and "Management's discussion and analysis of financial condition and results of operations." New risks and uncertainties arise over time, and it is not possible for us to predict all such factors or how they may affect us.

Nothing in this presentation should be regarded as a representation by any person that the forward-looking statements set forth herein will be achieved or that any of the contemplated results of such forward-looking statements will be achieved. You should not place undue reliance on forward-looking statements, which speak only as of the date they are made. The Company undertakes no duty to update these forward-looking statements. Certain of the economic and market information contained herein has been obtained from published sources and/or prepared by other parties. None of the Company or any of its directors, stockholders, officers, affiliates, employees, agents or advisers, nor any other person, assumes any responsibility for the accuracy, reliability or completeness of any information in this presentation, and we expressly disclaim any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in expectation or events, conditions or circumstances on which such statements are based.

This presentation includes certain non-GAAP financial measures, including Adjusted EBITDA. 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 Adjusted EBITDA to net income, the most directly comparable financial measure prepared in accordance with U.S. GAAP.

This presentation is confidential and may not be reproduced or otherwise distributed or disseminated, in whole or part, without the prior written consent of the Company, which consent may be withheld in its sole and absolute discretion.

Any investment in the Company will be subject to certain risks related to the nature of the Company's business and the structure and operations of the Company. Any investment in the Company should be made only with an appreciation of the applicable risks, which are described in the Company's filings with the SEC.



STRATEGIC OVERVIEW



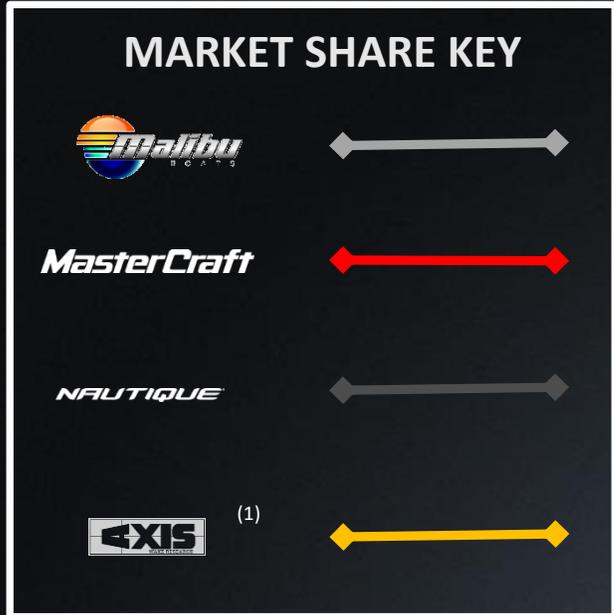
HIGHLIGHTS

- Net sales for the fourth quarter increased 63.6%, while fiscal year net sales increased 45.5%
- Adjusted EBITDA rose to \$19.8 million from \$11.5 million for the quarter and increased to \$64.0 million from \$43.5 million for the fiscal year
- Net income for the quarter totaled \$13.1 million, up from \$6.3 million and fiscal year net income totaled \$39.7 million up from \$19.6 million
- Diluted earnings per share increased to \$0.70 for the fourth quarter from \$0.34, and the fiscal year was up to \$2.12 per share compared to \$1.05
- Fully diluted pro forma Adjusted net income per share increased to \$0.66 for the fourth quarter, versus \$0.35 and grew during the fiscal year to \$2.09 per share compared to \$1.30
- In FY18 the Company made debt payments of \$39.3 million enabled by its strong cash flow

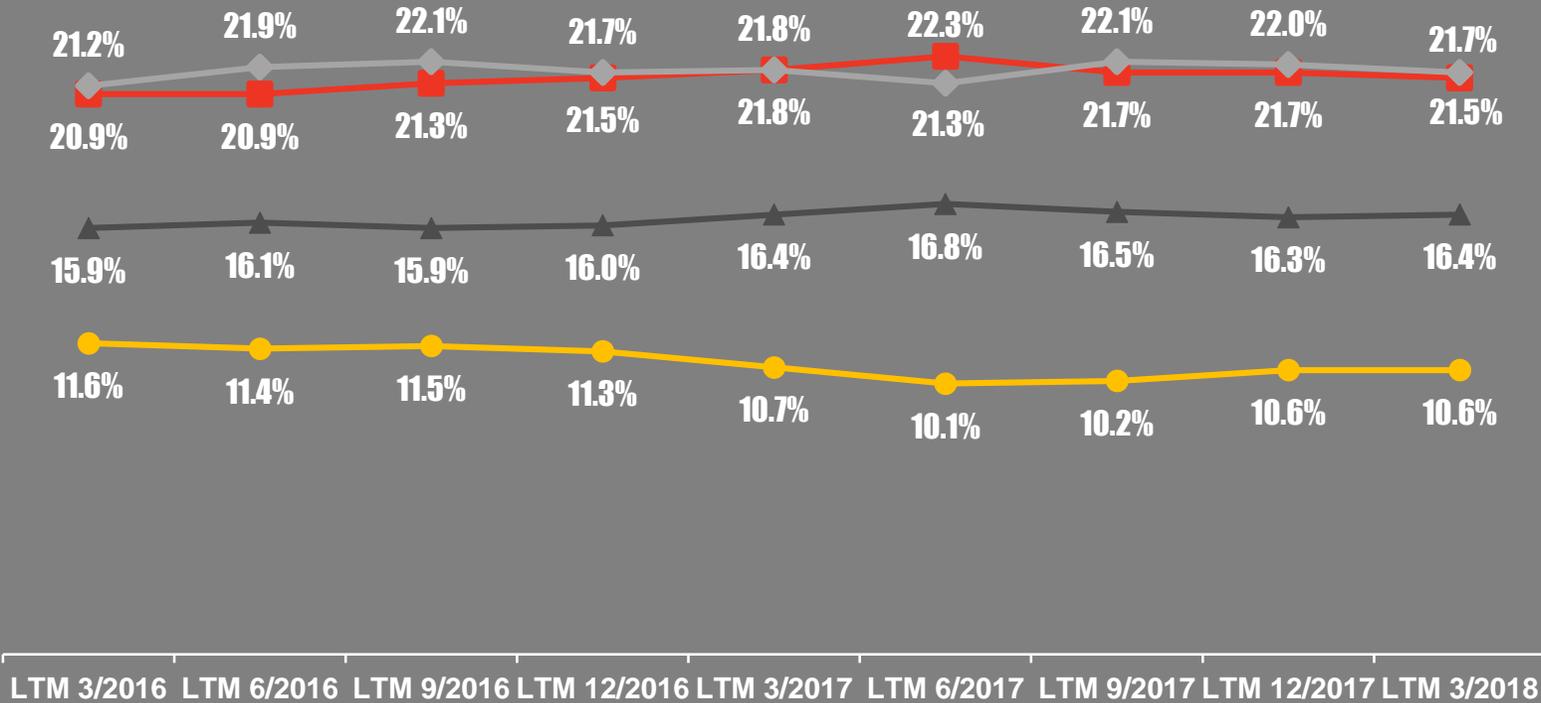


LEADING MARKET SHARE POSITION

Just starting to realize benefits of many recent initiatives that management has executed



ROLLING QUARTERLY LTM MARKET SHARE THROUGH MAR 2018 ⁽¹⁾



- Continue to increase profit margin from 23.9% in FY15, to 27.6% in FY16, to 27.8% in FY17
- Our emphasis has been and will continue to be about profitable, sustainable market share
- We've consistently held a leading market share position in the U.S. over the past decade

Source: SSI and company SEC filings.

(1) Axis is an independent brand within Malibu Boats.

OVERVIEW OF GROWTH STRATEGIES

We Continue to Focus on the Growth Strategies Presented During the July 2015 IPO...

- 1** Continue to Develop **New and Innovative Products** in Core Markets
- 2** Penetrate the **Entry-Level and Mid-Line Segment** of the Performance Sport Boat Category
- 3** Capture **Additional Share** from Adjacent Boating Categories
- 4** Further Strengthen Dealer Network
- 5** Continuous Operational Enhancement to **Drive Margin Expansion**

... And Have the Results to Prove Our Execution on These Strategies

- ✓ 3 new models launched in 2017 including the XT23, XT20 and XT21
- ✓ 3 new models launched in 2018 including the XT22, XT25 and XSTAR
- ✓ Revolutionary new technology showcased in the new DockStar Handling System
- ✓ Won 6 NMMA Innovation awards in the last seven years
- ✓ Launched NXT series (“\$50k All Day”), connecting with target demographic for the entry-level boat segment
- ✓ 43% of NXT buyers are new to boating and 33% are transitioning from sterndrives
- ✓ Launching XT to round out product offering and reach broader audience
- ✓ Increased presence with leading dealers; 6 dealers in the top 20 and 21 dealers in the top 100
- ✓ Expanded the MasterCraft dealer network to 95 North American dealers with 158 locations and 45 international dealers with 76 locations and the NauticStar dealer network to 81 North American dealers with 95 locations and 1 international dealer with 1 location
- ✓ 2015 IndustryWeek Best Plant in North America demonstrating operational excellence

Source: Company Filings, Earnings Transcripts and the Annual New Boat Dealer Survey conducted by B. Riley & Co.

NAUTICSTAR ACQUISITION

- On October 2nd, 2017 announced the acquisition of NauticStar, LLC, a leading manufacturer of 18-28 foot, high-quality bay boats, deck boats and offshore center console boats
- Purchase price of \$80.5 million
- Deal unites two leading and complementary boat brands
- NauticStar portfolio adds to MasterCraft's product diversity
- MasterCraft gains presence in salt water fishing and general recreation – two of the fastest growing segments in the broader boating industry
- Increases in net sales and gross profit pre-acquisition highlight potential for strong growth in FY18 and beyond



METRIC	FY2016	FY2017
Units Sold	1,785	2,145
Growth %	14.4%	20.2%
Net Sales	\$59.9	\$76.9
Growth %	22.0%	28.4%
Gross Profit	\$9.8	\$13.9
Margin %	16.3%	18.2%

Note: Figures include pro-forma unaudited pre-acquisition fiscal year June 30th results for NauticStar

ABOUT NAUTICSTAR

- Founded in 2002, located in Amory, Mississippi
- NauticStar has a reputation for reliability, quality and consistency with a loyal network of dealers and customers including professional and sport fisherman, and recreational and pleasure boating enthusiast
- Established network of 95 dealer locations in North America
- Operates a 200,000 square-foot manufacturing facility



MasterCraft



KEY FINANCIAL

Information

FISCAL 2018 FOURTH-QUARTER RESULTS

METRIC	FY 2018 Q4	FY 2017 Q4
Units Sold – MasterCraft	814	700
Units Sold – NauticStar	533	—
Consolidated Q over Q Growth %	92.4%	5.6%
Net Sales – MasterCraft	\$73.8	\$58.3
Net Sales – NauticStar	\$21.6	—
Consolidated Q over Q Growth %	63.6%	9.3%
Adjusted EBITDA	\$19.8	\$11.5
Q over Q Growth %	71.9%	16.2%
Margin %	20.8%	19.8%

Note: Recent development figures exclude certain other non-cash or non-operating expenses. See Appendix for reconciliation of Adjusted EBITDA. “Q over Q” defined as the current fiscal period over the prior fiscal period. Growth for FY18 Q4 is calculated with results from FY17 Q4.

FISCAL 2018 YEAR RESULTS

METRIC	FY 2018	FY 2017
Units Sold – MasterCraft	3,068	2,790
Units Sold – NauticStar	1,687	—
Consolidated Y over Y Growth %	70.4%	1.8%
Net Sales – MasterCraft	\$266.3	\$228.6
Net Sales – NauticStar	\$66.4	—
Consolidated Y over Y Growth %	45.5%	3.2%
Adjusted EBITDA	\$64.0	\$43.5
Y over Y Growth %	47.3%	5.5%
Margin %	19.2%	19.0%

Note: Recent development figures exclude certain other non-cash or non-operating expenses. See Appendix for reconciliation of Adjusted EBITDA. “Y over Y” defined as the current fiscal period over the prior fiscal period. Growth for FY18 is calculated with results from FY17.

FISCAL 2019 COMBINED GUIDANCE

METRIC	FYE 2019 TARGET
Revenue Growth	Low-teens percent growth range
Adjusted EBITDA Margin ⁽¹⁾	Mid 18 percent range
EPS Growth ⁽²⁾	High-teens percent growth range

Note: These goals are forward-looking, are subject to significant business, economic, regulatory and competitive uncertainties and contingencies, many of which are beyond the control of the Company and its management, and are based upon assumptions with respect to future decisions, which are subject to change. Actual results will vary and those variations may be material. For discussion of some of the important factors that could cause these variations, please consult the "Risk Factors" section of the prospectus. Nothing in this presentation should be regarded as a representation by any person that these goals will be achieved and the Company undertakes no duty to update its goals.

(1) Estimated Integration costs associated with our NauticStar, LLC acquisition have been considered in providing this guidance.

(2) Adjusted net income per proforma share growth

MasterCraft



APPENDIX

ADJUSTED EBITDA RECONCILIATION

The following table sets forth a reconciliation of net income as determined in accordance with GAAP to adjusted EBITDA to for the periods indicated:

(Dollars in thousands, unaudited)

	FY 2018 Q4	FY 2017 Q4	FY 2018	FY 2017
Net Income	\$13,144	\$6,315	\$39,653	\$19,570
Income Tax Expense	4,847	3,706	12,856	11,723
Interest Expense	947	538	3,474	2,222
Depreciation and Amortization	1,421	789	5,086	3,231
EBITDA	\$20,359	\$11,348	\$61,069	\$36,746
Transaction Expense ⁽¹⁾	11	8	1,744	71
Inventory Step-up Adjustment – Acquisition Related ⁽²⁾	—	—	501	—
Litigation Charge ⁽³⁾	—	—	—	5,948
Warranty Adjustment ⁽⁴⁾	(1,033)	—	(1,033)	—
New Brand Startup Costs ⁽⁵⁾	204	—	561	—
Stock-Based Compensation	305	191	1,186	711
Adjusted EBITDA	\$19,846	\$11,547	\$64,028	\$43,476
Adjusted EBITDA margin⁽⁶⁾	20.8%	19.8%	19.2%	19.0%

ADJUSTED EBITDA RECONCILIATION

- (1) Represents fees, expenses and integration costs associated with our acquisition of NauticStar and our follow-on offering and secondary offering in the prior-year period.
- (2) Represents post-acquisition adjustment to cost of goods sold for the fair value step up of inventory acquired all of which was sold during the second quarter of fiscal 2018.
- (3) Represents legal and advisory fees related to our litigation with Malibu Boats, LLC, which was settled during the fourth quarter of fiscal 2017.
- (4) Represents an out-of-period adjustment to correct an immaterial error related to our warranty accrual calculation identified during the fiscal year ended June 30, 2018.
- (5) Represents startup costs associated with a completely new boat brand in a segment of the market neither MasterCraft nor NauticStar serves. For the fiscal year ended June 30, 2018, includes \$19, \$85, and \$253 of charges incurred in the first, second, and third quarters of fiscal 2018, respectively.
- (6) We define Adjusted EBITDA margin as Adjusted EBITDA expressed as a percentage of net sales.

ADJUSTED NET INCOME RECONCILIATION

The following table sets forth a reconciliation of net income as determined in accordance with GAAP to Adjusted net income for the periods indicated:

	(Dollars in thousands, unaudited)			
	FY 2018 Q4	FY 2017 Q4	FY 2018	FY 2017
Net Income	\$13,144	\$6,315	\$39,653	\$19,570
Income Tax Expense	4,847	3,706	12,856	11,723
Transaction Expense ⁽¹⁾	11	8	1,744	71
Inventory Step-up Adjustment – Acquisition Related ⁽²⁾	—	—	501	—
Litigation Charge ⁽³⁾	—	—	—	5,948
Warranty Adjustment ⁽⁴⁾	(1,033)	—	(1,033)	—
New Brand Startup Costs ⁽⁵⁾	204	—	561	—
Stock-Based Compensation	353	191	1,186	711
Adjusted Net Income Before Income Taxes⁽⁶⁾	17,478	10,220	55,468	38,023
Adjusted Income Tax Expense ⁽⁷⁾	5,069	3,679	16,086	13,688
Adjusted Net Income	\$12,409	\$6,541	\$39,382	\$24,335
Pro-Forma Adjusted Net Income Per Common Share				
Basic	\$0.67	\$0.35	\$2.11	\$1.31
Diluted	\$0.66	\$0.35	\$2.09	\$1.30
Pro-forma Weighted Average Shares used for the computation of:				
Basic Adjusted Net Income Per Share ⁽⁸⁾	18,639,028	18,611,028	18,625,769	18,597,357
Diluted Adjusted Net Income Per Share ⁽⁸⁾	18,807,100	18,730,717	18,800,236	18,711,089

ADJUSTED NET INCOME RECONCILIATION

- (1) Represents fees, expenses and integration costs associated with our acquisition of NauticStar and our follow-on offering and secondary offering in the prior-year period.
- (2) Represents post-acquisition adjustment to cost of goods sold for the fair value step up of inventory acquired all of which was sold during the second quarter of fiscal 2018.
- (3) Represents legal and advisory fees related to our litigation with Malibu Boats, LLC, which was settled during the fourth quarter of fiscal 2017.
- (4) Represents an out-of-period adjustment to correct an immaterial error related to our warranty accrual calculation identified during the fiscal year ended June 30, 2018.
- (5) Represents startup costs associated with a completely new boat brand in a segment of the market neither MasterCraft nor NauticStar serves. For the fiscal year ended June 30, 2018, includes \$19, \$85 and \$253 of charges incurred in the first, second and third quarters of fiscal 2018, respectively.
- (6) Prior periods presented exclude amortization charges for acquired intangible assets incurred during the fourth quarter of fiscal 2018 and the year to date period of \$0.5 million and \$1.5 million, respectively.
- (7) Reflects income tax expense at an estimated annual effective income tax rate of 29% for all current-year periods presented and 36% for all prior-year periods presented. We expect our estimated annual effective income tax rate to be reduced to about 24% for fiscal 2019.
- (8) The weighted average shares used for computation of pro-forma diluted earnings per common share gives effect to 42,233 shares of restricted stock awards, 67,134 performance stock units and 58,706 shares for the dilutive effect of stock options. The average of the prior quarters is used for computation of the nine months ended periods.

ADJUSTED NET INCOME PER SHARE RECONCILIATION

The following table shows the reconciliation of net income per diluted share to diluted pro forma Adjusted net income per share for the periods presented:

	FY 2018 Q4	FY 2017 Q4	FY 2018	FY 2017
Net Income per diluted share	\$0.70	\$0.34	\$2.12	\$1.05
Impact of adjustments:				
Income Tax Expense	0.26	0.20	0.69	0.63
Transaction Expense ⁽¹⁾	—	—	0.09	—
Inventory Step-up Adjustment – Acquisition Related ⁽²⁾	—	—	0.03	—
Litigation charge ⁽³⁾	—	—	—	0.32
Warranty Adjustment ⁽⁴⁾	(0.06)	—	(0.06)	—
New Brand Startup Costs ⁽⁵⁾	0.01	—	0.03	—
Stock-Based Compensation	0.02	0.01	0.06	0.04
Net Income per diluted share before income taxes⁽⁶⁾	0.93	0.55	2.96	2.04
Impact of adjusted income tax expense on net income per diluted share before income taxes ⁽⁷⁾	(0.27)	(0.20)	(0.86)	(0.73)
Impact of increased share count ⁽⁸⁾	—	—	(0.01)	(0.01)
Adjusted Net Income per diluted pro-forma weighted average share	\$0.66	\$0.35	\$2.09	\$1.30

ADJUSTED NET INCOME PER SHARE RECONCILIATION

- (1) Represents fees, expenses and integration costs associated with our acquisition of NauticStar and our follow-on offering and secondary offering in the prior-year period.
- (2) Represents post-acquisition adjustment to cost of goods sold for the fair value step up of inventory acquired all of which was sold during the second quarter of fiscal 2018.
- (3) Represents legal and advisory fees related to our litigation with Malibu Boats, LLC, which was settled during the fourth quarter of fiscal 2017.
- (4) Represents an out-of-period adjustment to correct an immaterial error related to our warranty accrual calculation identified during the fiscal year ended June 30, 2018.
- (5) Represents startup costs associated with a completely new boat brand in a segment of the market neither MasterCraft nor NauticStar serves. For the fiscal year ended June 30, 2018, includes \$19, \$85, and \$253 of charges incurred in the first, second and third quarters of fiscal 2018, respectively.
- (6) Prior periods presented exclude amortization charges for acquired intangible assets incurred during the fourth quarter of fiscal 2018 and the year to date period of \$0.5 million and \$1.5 million, respectively.
- (7) Reflects income tax expense at an estimated annual effective income tax rate of 29% for all current-year periods presented and 36% for all prior-year periods presented. We expect our estimated annual effective income tax rate to be reduced to about 24% for fiscal 2019.
- (8) Reflects impact of increased share counts giving effect to the exchange of all restricted stock awards, the vesting of all performance stock units and for the dilutive effect of stock options included in outstanding shares.