

***MASTERCRAFT
BOAT HOLDINGS INC.***



**44TH ANNUAL RAYMOND
JAMES INSTITUTIONAL
INVESTORS CONFERENCE**

MARCH 6, 2023

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 Annual Report on Form 10-K for the year ended June 30, 2022, and Quarterly Reports on Form 10-Q for the quarter ended January 1, 2023, in the sections titled "Risk factors," "Cautionary 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. Neither the Company nor 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 EBITDA, Adjusted EBITDA, EBITDA Margin, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Net Income Per Share, and Free Cash Flow. 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, Adjusted Net Income Per Share, and Free Cash Flow.

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.

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.

On September 2, 2022, the Company completed the sale of its NauticStar business. This business, which was previously reported as the Company's NauticStar segment until fiscal 2023, is now being reported as discontinued operations for all periods presented.

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.

COMPANY PARTICIPANTS



Fred Brightbill
CEO and Chairman of the Board



Tim Oxley
Chief Financial Officer



George Steinbarger
Chief Revenue Officer





INVESTMENT HIGHLIGHTS

Iconic MasterCraft Brand Anchoring Strong Portfolio



#1 brand⁽¹⁾ in the fastest growing, highest-margin category of the powerboat industry, representing 70% of consolidated net sales

Strong Track Record and Commitment to Growth



Committed to pursuing organic and inorganic growth that aligns with our strategic vision and creates shareholder value

Financial Flexibility & Resilience



Fortress balance sheet & strong cash flow to fuel growth and ensure resilience throughout the business cycle

Premium Performance at Attractive Valuation

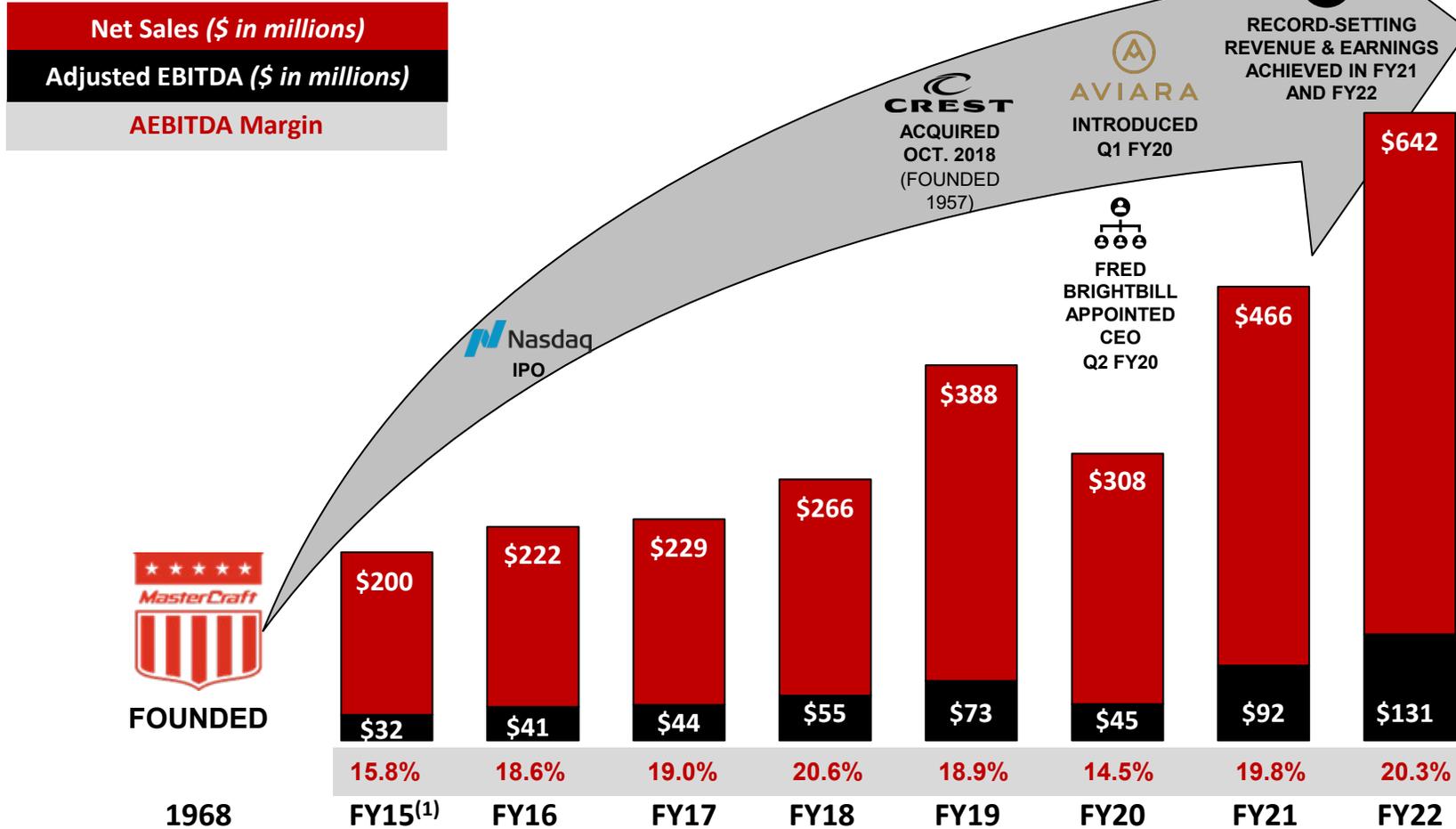


Valuation underappreciates performance driven by our people, strong brands, & positive secular growth trends

**Leading boat manufacturer with diversified portfolio of strong brands, committed to quality, innovation, and growth
Trading at attractive valuation given record operating and financial performance and brand leadership**

(1) Source: SSI Data; R12 retail sales data as of September 30, 2022; all States reporting.

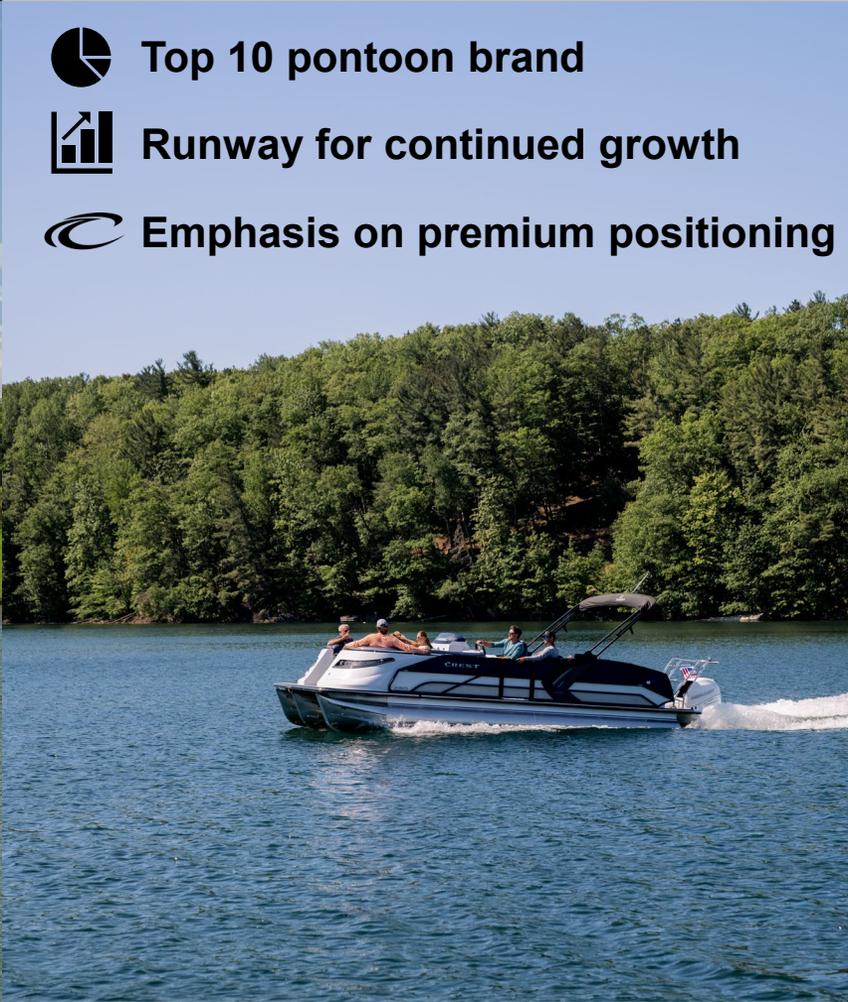
PROVEN TRACK RECORD OF GROWTH AND FINANCIAL PERFORMANCE



Leveraging our strong brands to accelerate growth, diversify, and create value

Note: Financial information referenced is presented on a continuing operations basis.

1) FY15 excludes financial results attributable to our Hydra-Sports business and the related manufacturing agreement.



-  #1 ski-wake brand
-  Most-awarded in ski-wake
-  Iconic marine brand

-  Top 10 pontoon brand
-  Runway for continued growth
-  Emphasis on premium positioning

-  Innovative luxury day boat brand
-  Runway for continued growth
-  Rapidly achieving brand leadership

Diversified portfolio of growing, innovative marine brands



SECULAR GROWTH TRENDS

-  Growing consumer base
-  Outdoor participation
-  Population migration



BOATING INDUSTRY OVERVIEW

 **#1** Boating and fishing is the top contributor to the \$862B outdoor recreation industry⁽¹⁾

 **\$50.4B** of GDP from boating and fishing⁽¹⁾

 **≈100M** Americans boat annually⁽¹⁾

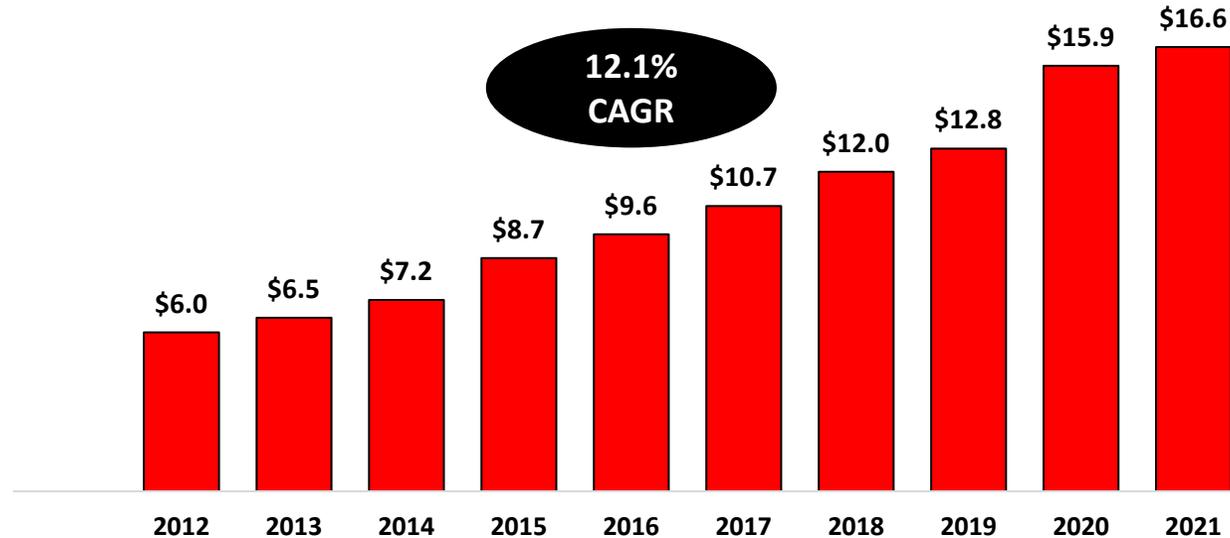
 **>500** # of marine OEMs⁽²⁾

 **12M** boats registered in the United States⁽³⁾

 **\$16.6B** of new boat sales in 2021⁽¹⁾

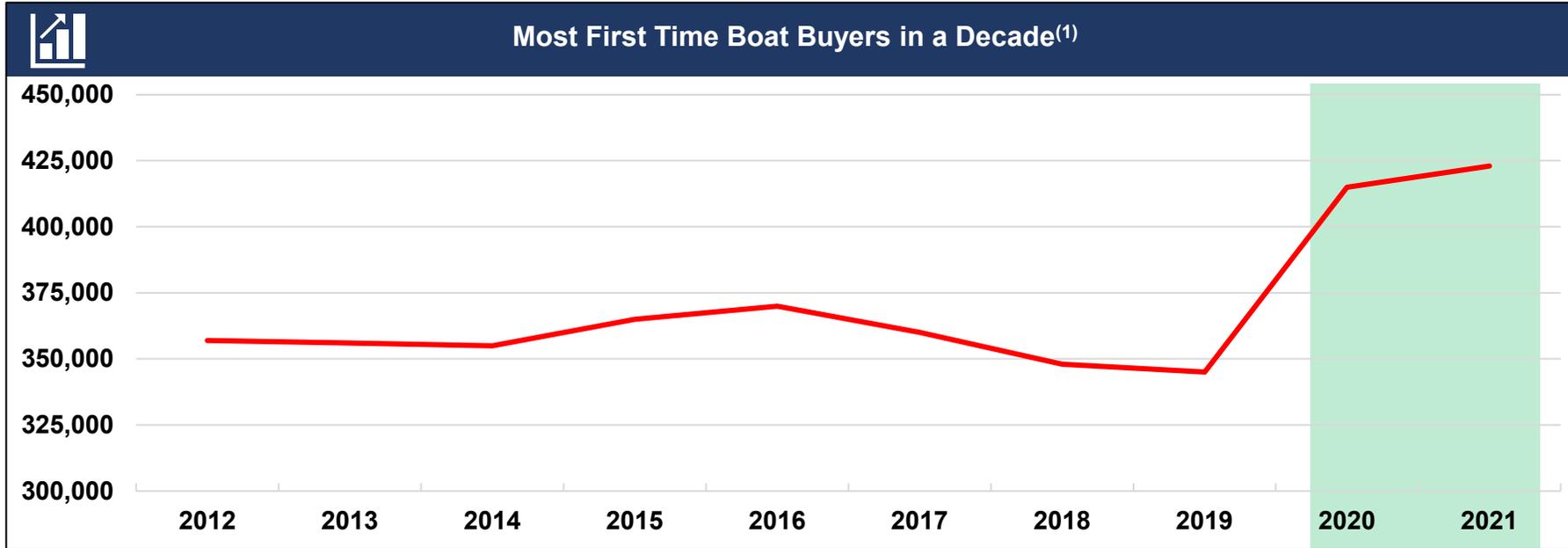
Annual U.S. Sales of New Boats

\$ in billions



(1) Source: U.S. Bureau of Economic Analysis
 (2) Source: SSI Data; R12 retail sales data as of September 30, 2022; all States reporting. Includes OEMs with >9 boats manufactured.
 (3) Source: U.S. Coast Guard

GROWTH IN BOATING CONSUMER BASE



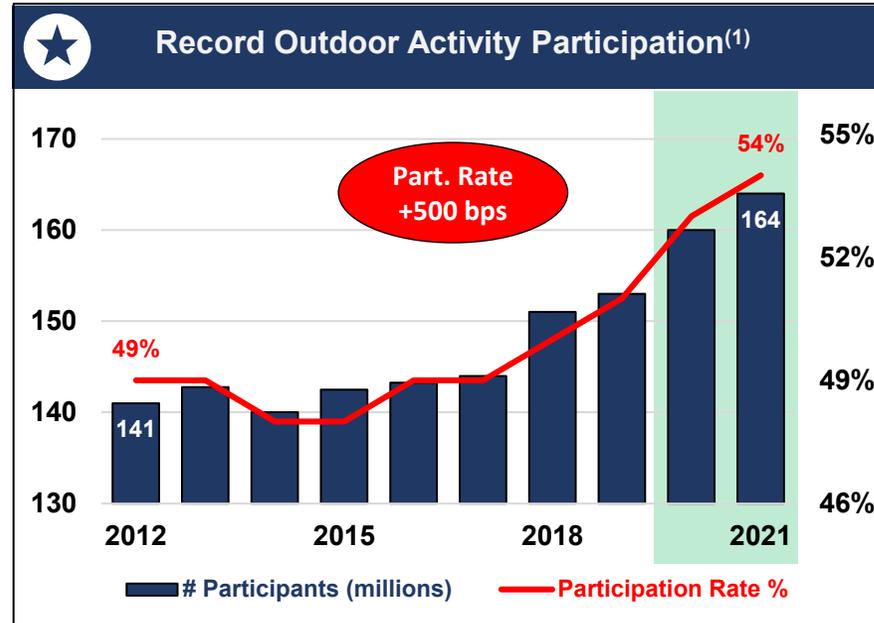
- New consumers accounting for more than 1/3 of buyers⁽¹⁾
- 80% industry new boating retention rate (5-year)⁽³⁾
- 40% of consumers selling their boat during last summer's boating season primarily looking to upgrade⁽²⁾
- Our aspirational brands are positioned to benefit from consumers' desire to upgrade

**New consumers are entering the boating market at the highest rate in more than a decade
Our broad range of products appeal to both first-time buyers and those looking to upgrade**



(1) Source: National Marine Manufacturers Association.
 (2) Source: Boat Trader's survey of more than 3,500 consumers using its For Sale By Owner platform, June 2022.
 (3) Source: Wells Fargo Research.

GROWTH IN OUTDOOR ACTIVITY PARTICIPATION



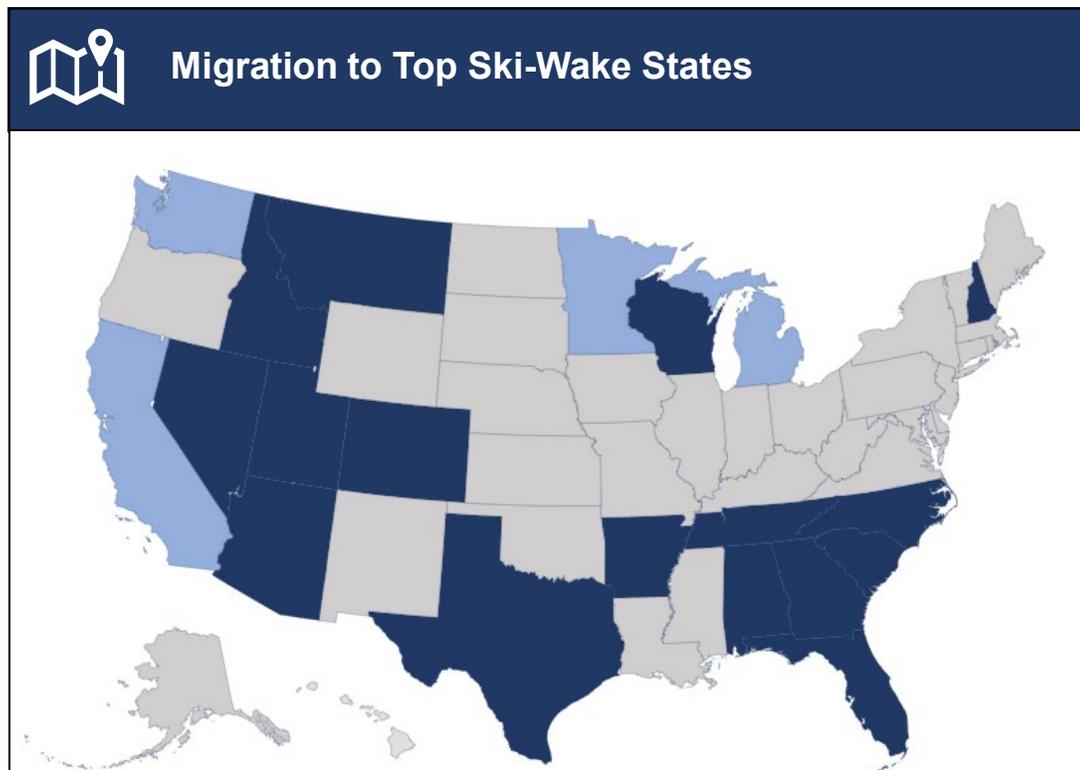
- Preexisting growth trend accelerated by pandemic
- Record 164M Americans (54%) participated in outdoor recreation in 2021
- Participation up across demographics, particularly women and children

- 5th fastest-growing out of more than 115 activities
- Outpaced only by highly-accessible activities such as hiking and trail running

Long-term growth trend in participation was accelerated by the pandemic and recently reached record levels
MasterCraft benefiting from high growth rates in wakesurfing participation

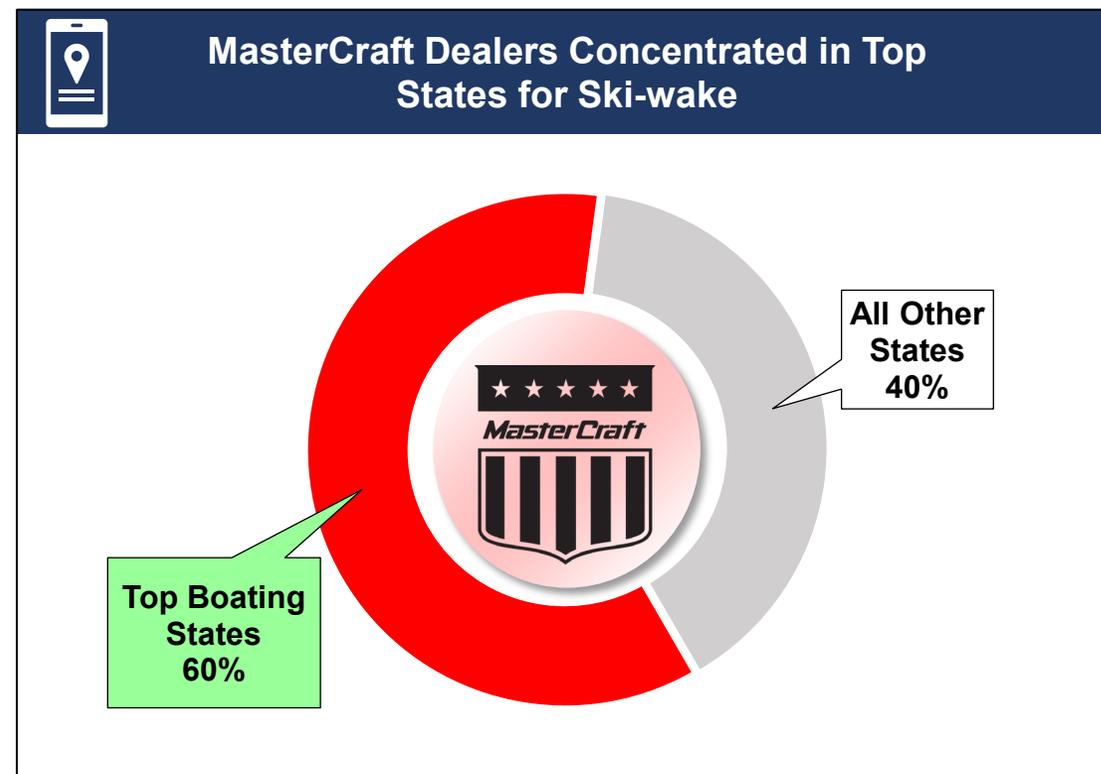
(1) Source: Outdoor Foundation 2022 Outdoor Participation Trends Report

POPULATION SHIFT TO TOP BOATING STATES



■ Top 20 Ski-wake State & Top Net Migration State⁽¹⁾
■ Other Top 20 Ski-wake States

- 16 of the top 20 ski-wake boating states are experiencing net positive migration ⁽¹⁾
- Similar trends exist for pontoon (Crest) and luxury dayboat (Aviara)



- 60% of MasterCraft's US dealer locations are in the top 20 states for ski-wake retail sales
- More than 75% of MasterCraft retail sales were in the Top 20 states in 2022 ⁽²⁾

Net positive migration to top boating states providing a secular growth tailwind for recreational boat demand

We are well-positioned to capitalize through our leading brands and extensive dealer networks

(1) Company research, based on proprietary composite score ranking using various data sources, including ski-wake retail sales data from SSI data and migration data from US Census Bureau.

(2) Source: SSI Data; R12 retail sales data as of September 30, 2022; all States reporting.

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Committed to Growth



Multiple growth avenues

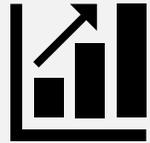


Ample financial flexibility



Prudent capital allocation

CAPITAL ALLOCATION FRAMEWORK



Invest in Growth

Organic Growth:

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

M&A:

- Strategic acquisitions to fill consumer white space



Return Excess Cash to Shareholders

- \$50 million, 3-year share repurchase program authorized in June 2021
- Nearly 70% of total authorization spent as of Q2 FY23
- Continue to prudently and opportunistically return excess cash to shareholders



Retain Strong Financial Position

- Maintain healthy balance sheet
- Ensure adequate liquidity
- Currently have zero net debt
- Record free cash flow generated during YTD Q2 FY23

Fortress balance sheet allows us to continue to invest in growth and return capital to shareholders

FOCUSED ON MULTIPLE AVENUES OF GROWTH

Develop New Brands



- Launch new brands in existing categories
- Launch new brands in new categories

Acquire New Brands



- Opportunistically acquire brands targeting new categories and/or new consumers

Existing Brands

MasterCraft

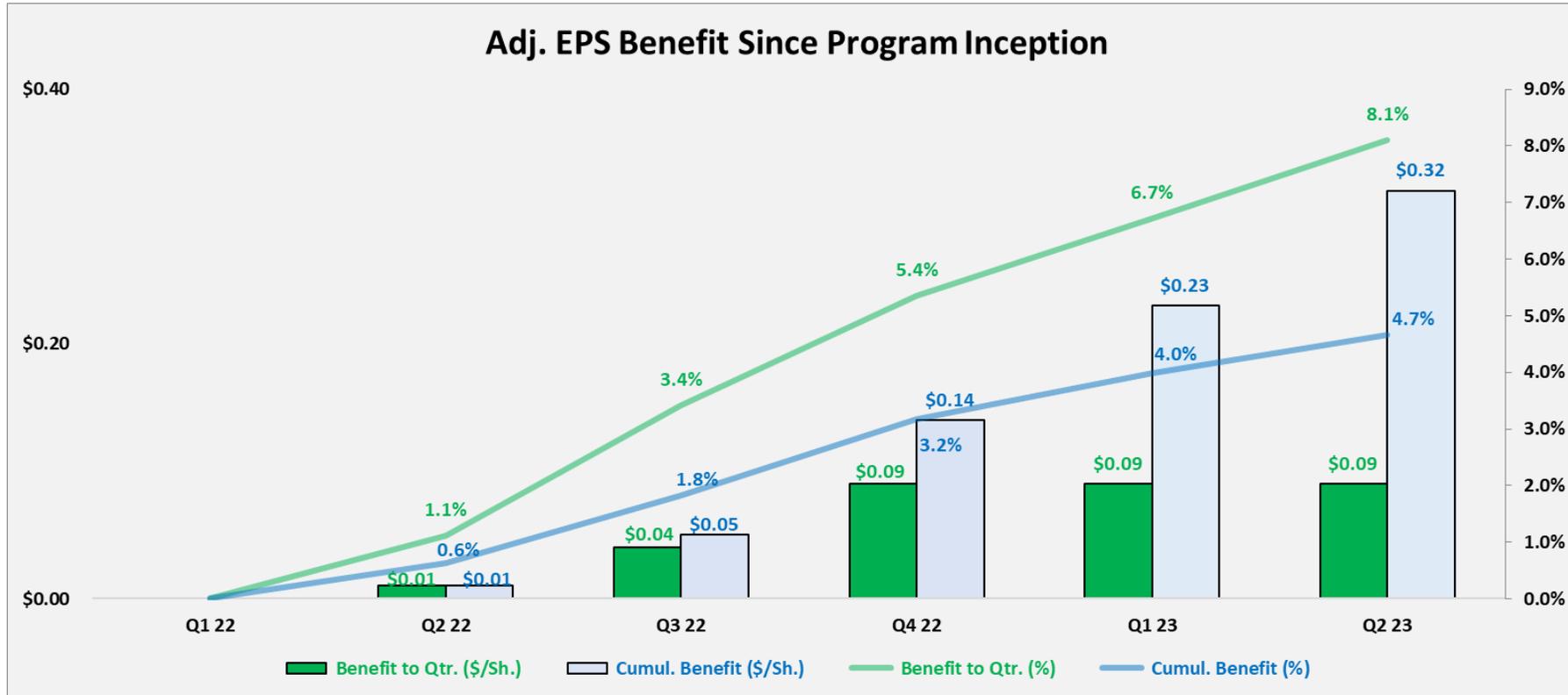


- Grow existing brands in existing consumer segments
- Expand existing brands to new consumer segments
- Expand and top-grade distribution

- We have tremendous flexibility to grow across a range of proven approaches
- These alternatives are not mutually exclusive

**We have a proven track record of growing via multiple approaches
We are committed to continued growth, and are well positioned to accelerate growth**

PRUDENT & ACCRETIVE SHARE REPURCHASE



FY23 YTD EPS was 8% higher as a result of opportunistic share repurchases

After fully funding available growth initiatives, share repurchases are a prudent use of capital



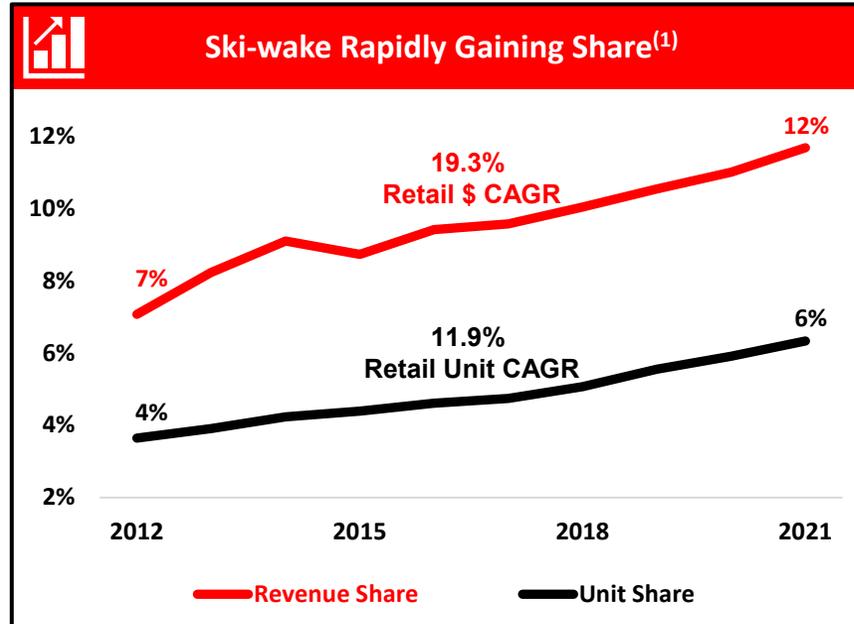
Brand Portfolio

MasterCraft

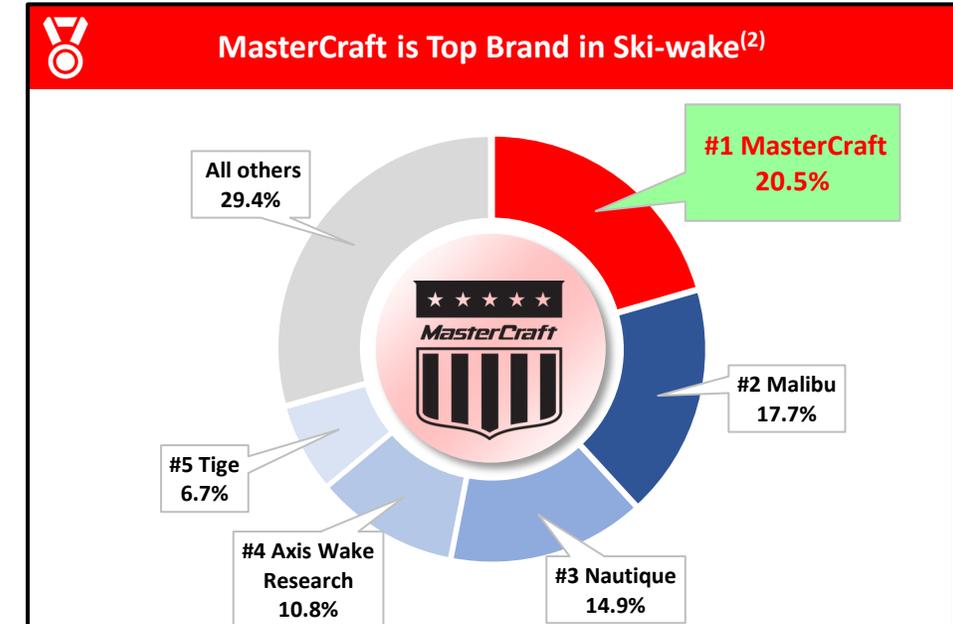
 **CREST**

 **AVIARA**

ICONIC MASTERCRAFT SKI-WAKE BRAND



- Category retail revenue growing at 19% CAGR
- Innovation, technology, and wakesurfing driving category growth
- Very attractive product economics driving high profitability



- Best-selling ski-wake brand for last 6 years
- Strategic focus on consumer-centric innovation, more than 50 global patents to-date
- MasterCraft segment's operating margin has averaged 19.2% over last 5 years⁽³⁾

Ski-wake is the fastest-growing and most profitable category of recreational boats

The iconic MasterCraft brand is #1 in ski-wake, with tremendous brand equity built over 50+ years

(1) Source: National Marine Manufacturers Association (NMMA), calendar year retail sales data.

(2) Source: SSI Data; R12 retail sales data as of September 30, 2022; all States reporting.

(3) Inclusive of all corporate-level (MCBH) expenses.

CONTINUOUS RELEASE OF INNOVATIVE PRODUCTS



MasterCraft has won more awards than any other ski-wake brand



7-time NMMA innovation award winner



15-time Customer Satisfaction Index (CSI) award winner

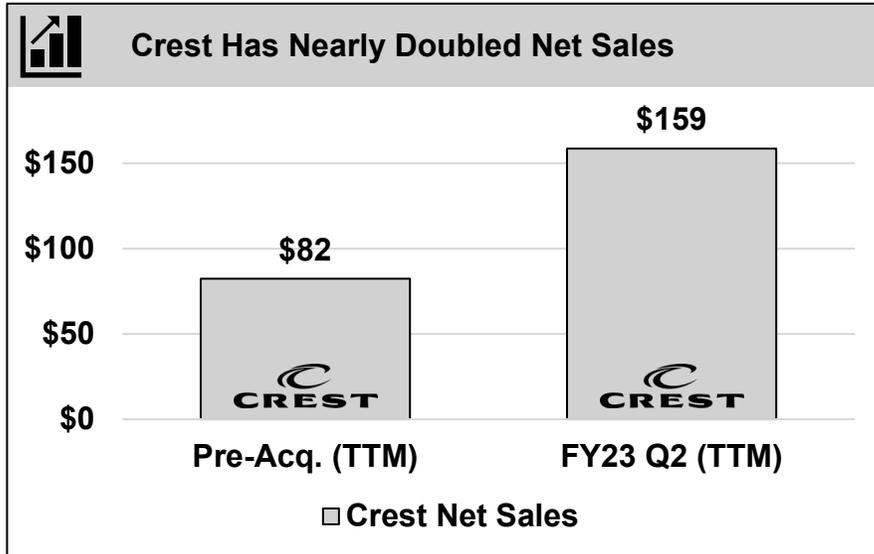
XSTAR S PIRANHA LIMITED EDITION

The most powerful and most exclusive ski-wake boat in the world

- Powered by Ilmor's supercharged 6.2L engine
- 630 horsepower and 665 lb-ft of torque
- Cleanest powerboat engine over 500 horsepower
- Exclusive to MasterCraft
- Engine was 2022 NMMA Innovation Award winner



CREST GROWTH STRATEGY



- FY19 acquisition expanded our addressable market with entrance into large, growing pontoon category
- Crest has nearly doubled net sales and expanded gross margin by 340 bps since acquisition
- Crest's TTM operating margin was 15.2%
- 4-time NMMA CSI award winner, every year since acquisition

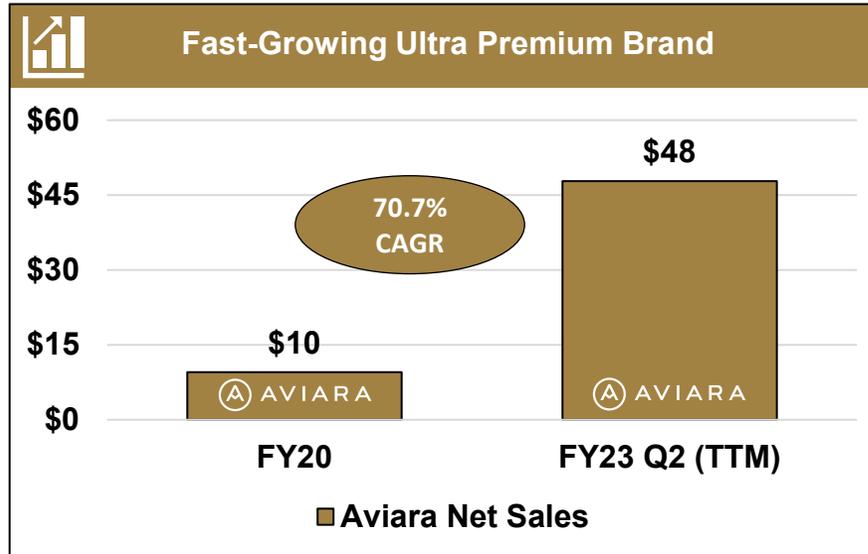
- Crest has grown its dealer network by more than 55% since acquisition
- Nearly 30 new locations added in FY23 to-date
- Further expansion is a key element of Crest's growth strategy



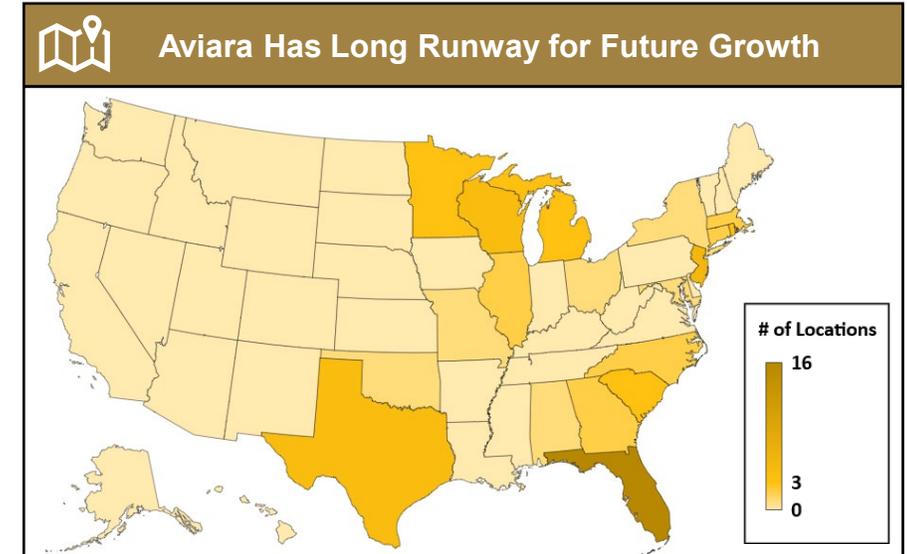
Successful Crest acquisition highlights our value-enhancing growth strategy

Leveraging best-in-class operating capabilities to drive growth and profitability, and create value across portfolio

AVIARA GROWTH STRATEGY



- Aviara launched in Q1 FY20
- Expanded MCBH's addressable market with entrance into fast-growing, prestigious luxury day boat category
- 3 models introduced to-date between 32' and 40'
- Grown at more than 70% CAGR since launch



- Aviara is actively marketed in 57 MarineMax locations
- Distribution expansion is a key element of Aviara's growth strategy
- Aviara will soon begin introducing innovative new models
- \$100M+ long-term revenue opportunity

The launch of Aviara brand combined consumer-centrism and innovation to achieve capital-efficient growth
New brand development provides dynamic optionality to our growth strategy

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Record Performance

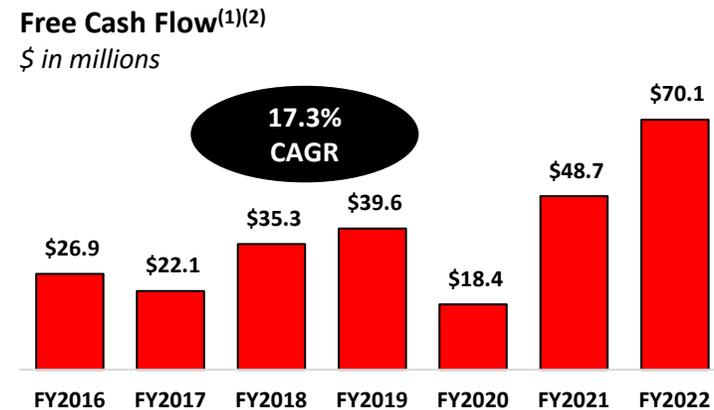
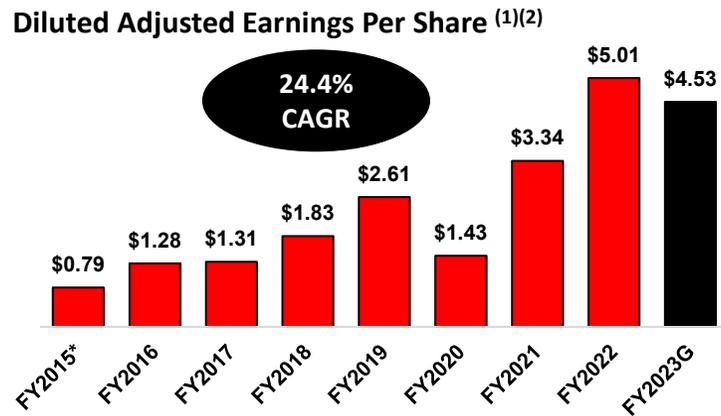
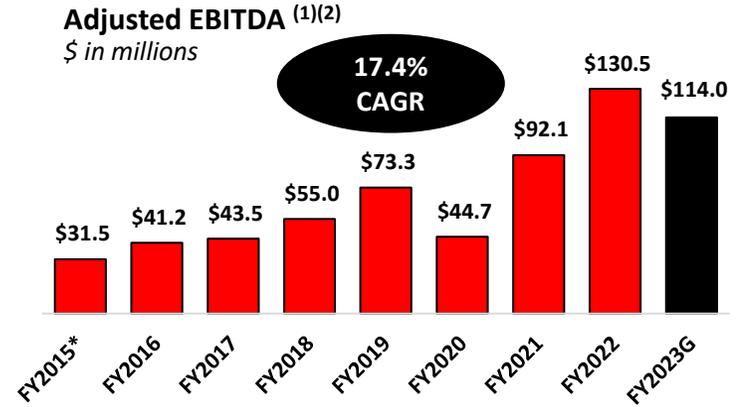
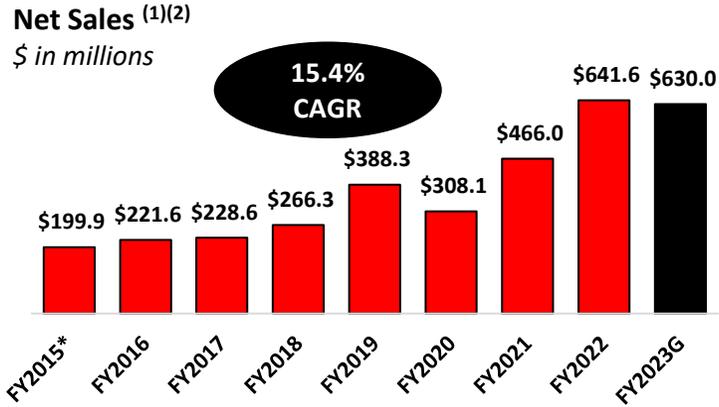
 **Nine record quarters**

 **Record cash flow**

 **Stock outperformance**



TRACK-RECORD OF GROWTH



Nine consecutive quarters of record financial results
Guiding to the second-best fiscal year in the Company's history

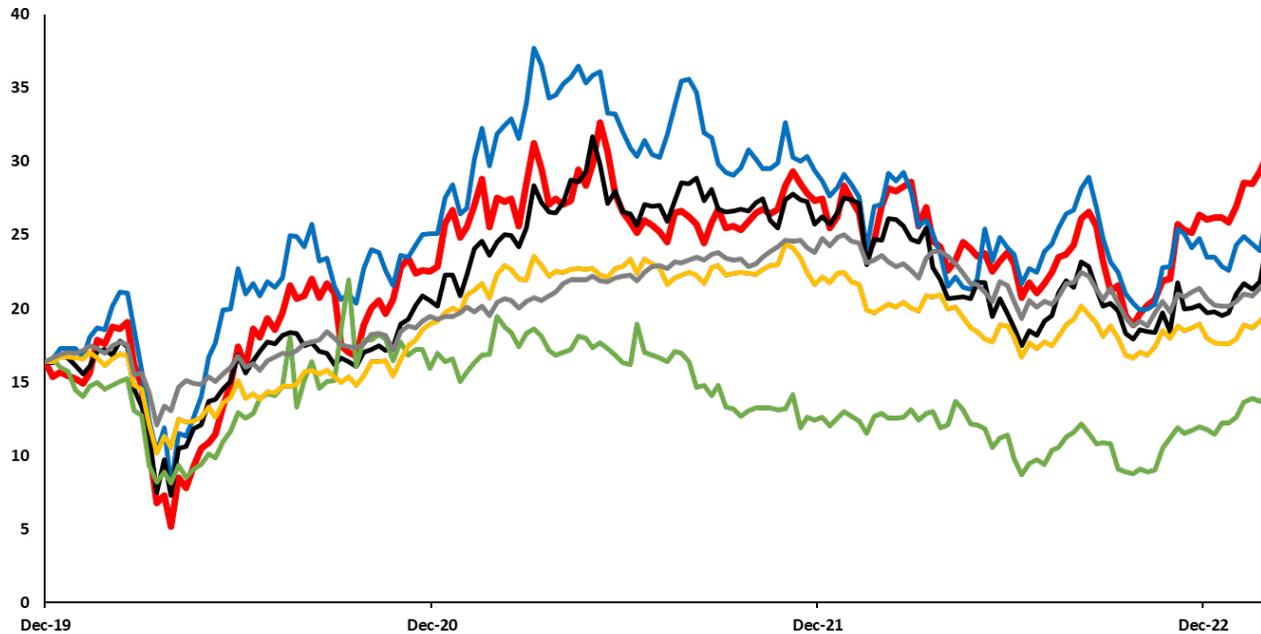
(1) Financial information referenced is presented on a continuing operations basis. FY2023G represents current guidance (midpoint).

(2) Non-GAAP metric. See Appendix for reconciliation to most comparable GAAP metric.

* FY15 excludes financial results attributable to our Hydra-Sports business and the related manufacturing agreement.

SHARE PRICE PERFORMANCE VS. PEERS

MCFE's Performance vs. Peers

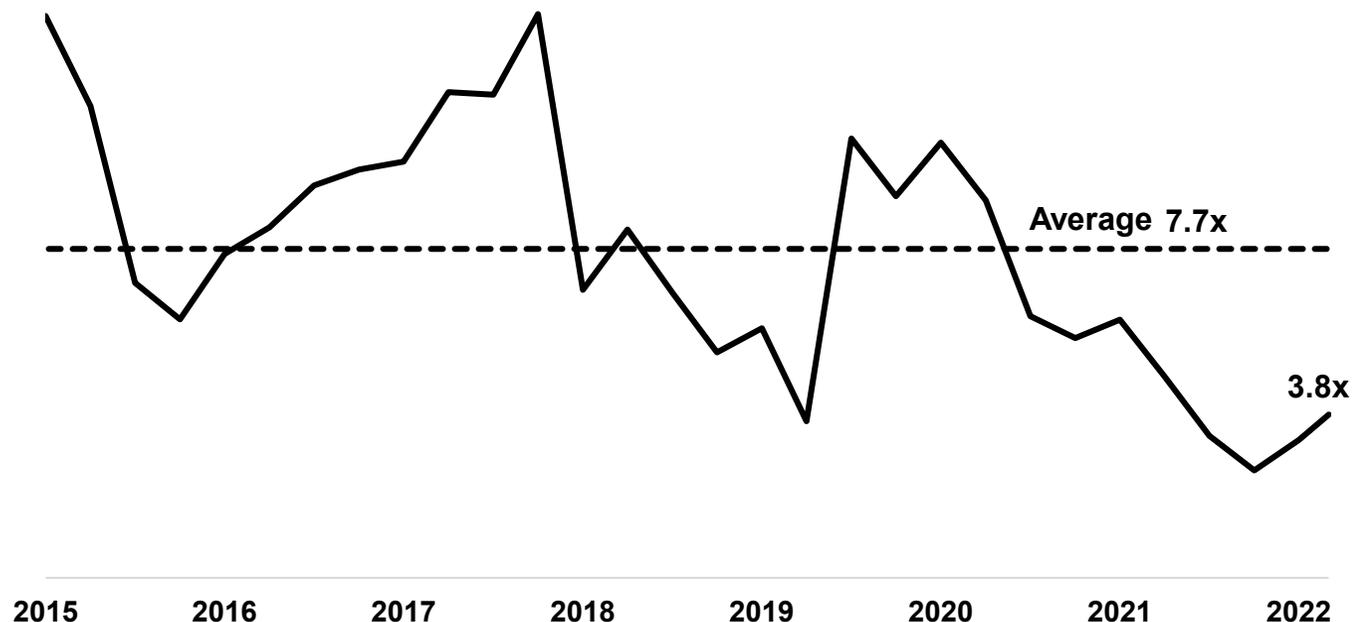


Stock Price Performance			
Company	Since December 2019	2 Year	1 Year
MASTERCRAFT BOAT HOLDINGS INC.	107%	19%	18%
Malibu	55%	-25%	-9%
Brunswick	46%	-6%	-3%
Marine Products	-19%	-27%	1%
S&P 500	27%	2%	-8%
Russell 2000	16%	-13%	-5%

Since the 2022 RJ Conference, our stock has risen 18%, more than all peers and the Russell 2000 and S&P 500 indexes

COMPELLING VALUATION

MCFT EV/TTM AEBITDA⁽¹⁾



- Currently trading at a 5.0x EV/AEBITDA ratio based on FY23 guidance (midpoint)⁽¹⁾



Valuation underappreciates performance, fortress balance sheet, the strength of our brands, and growth opportunities

DON'T MISS THE BOAT IN 2023

1) Chart reflects quarterly EV/AEBITDA ratio calculation. 3.8x ratio and FY23 guidance ratio are based on share price of \$33.77 as of market close on 2/28/2023.
Note: Financial information referenced is presented on a continuing operations basis

MASTERCRAFT BOAT HOLDINGS INC.

MasterCraft


CREST


AVIARA

NON-GAAP RECONCILIATION

	GAAP Net income (loss) Reconciled to Non-GAAP Adjusted EBITDA from continuing operations							
	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
Net income (loss)	\$ 5,534	\$ 10,210	\$ 19,570	\$ 39,653	\$ 21,354	\$ (24,047)	\$ 56,170	\$ 58,214
Net income (loss) from discontinued operations	-	-	-	6,621	(27,784)	(17,682)	(2,269)	(29,730)
Net income (loss) from continuing operations	\$ 5,534	\$ 10,210	\$ 19,570	\$ 33,032	\$ 49,138	\$ (6,365)	\$ 58,439	\$ 87,944
Income tax expense	6,594	8,308	11,723	12,856	5,392	(7,565)	16,079	26,780
Interest Expense	5,171	1,280	2,222	3,474	6,513	5,045	3,392	1,471
Depreciation and Amortization	3,278	3,444	3,231	3,284	5,103	7,073	8,368	9,731
EBITDA from continuing operations	20,577	23,242	36,746	52,646	66,146	(1,812)	86,278	125,926
Share-based compensation	-	13,687	711	1,156	1,623	969	2,932	3,510
Change in Common Stock Warrant Fair Value ^(a)	6,621	3,425	-	-	-	-	-	-
Transaction Expenses ^(b)	7,068	479	71	1,630	2,377	-	-	-
Litigation charge ^(c)	539	1,606	5,948	-	-	-	-	-
Litigation settlement ^(d)	-	(1,212)	-	-	-	-	-	-
Hydra-Sports ^(e)	(3,265)	-	-	-	-	-	-	-
Warranty adjustment ^(f)	-	-	-	(1,033)	-	-	-	-
Aviara start-up costs ^(g)	-	-	-	561	2,840	1,446	-	-
Inventory step-up adjustment - acquisition related ^(h)	-	-	-	-	382	-	-	-
Goodwill and intangible asset impairment ⁽ⁱ⁾	-	-	-	-	-	43,237	-	1,100
COVID-19 shutdown costs ^(j)	-	-	-	-	-	886	-	-
Aviara transition costs ^(k)	-	-	-	-	-	-	2,150	-
Debt refinancing charges ^(l)	-	-	-	-	-	-	769	-
Adjusted EBITDA from continuing operations	\$ 31,540	\$ 41,227	\$ 43,476	\$ 54,960	\$ 73,368	\$ 44,726	\$ 92,129	\$ 130,536
Adjusted EBITDA margin	15.8%	18.6%	19.0%	20.6%	18.9%	14.5%	19.8%	20.3%

- a. Represents non-cash expense related to increases in the fair market value of our common stock warrant.
- b. Represents fees and expenses related to our initial public offering, payment of a special cash dividend in June 2016, expenses associated with recapitalization activities completed in March 2015, and acquisition related costs and other integration costs associated with our acquisition of Crest in fiscal 2019.
- c. Represents legal and advisory fees related to certain intellectual property litigation matters.
- d. Represents receipt of a one-time payment to settle certain litigation matters.
- e. Represents the operating income attributable to the operations of our Hydra-Sports business and the related manufacturing agreement, adjusted to exclude depreciation and amortization related to Hydra-Sports.
- f. 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.
- g. Represents start-up costs associated with Aviara, a completely new boat brand in an industry category previously not served by the Company. We began selling the brand's first two models, the AV32 and the AV36, during the first and second quarters of fiscal 2020, respectively. We began selling one additional model, the AV40, in fiscal 2022. Start-up costs presented for fiscal 2020 are related to the AV36 and AV40 models. Start-up costs presented for fiscal 2019 are related to the launch of the Aviara brand and the three initial Aviara models which had not yet begun selling.
- h. Represents post-acquisition adjustment to cost of goods sold for the fair value step up of inventory acquired all of which was sold during fiscal 2019 and fiscal 2018, respectively.
- i. Represents non-cash charges recorded in the Crest and Aviara segments for impairment of goodwill and trade name intangible assets.
- j. Represents lump sum severance payments and costs related to temporary continuation of healthcare benefits for certain laid off employees, in connection with the COVID-19 pandemic.
- k. Represents costs to transition production of the Aviara brand from Vonore, Tennessee to Merritt Island, Florida. Costs include duplicative overhead costs and costs not indicative of ongoing operations (such as training and facility preparation).
- l. Represents loss recognized upon refinancing the Company's debt. The loss is comprised of unamortized debt issuance costs related to the previously existing credit facility and third-party legal costs associated with the refinancing.

NON-GAAP RECONCILIATION

GAAP Net income (loss) Reconciled to Non-GAAP Adjusted Net Income from continuing operations

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Income tax expense	6,594	8,308	11,723	12,856	5,392	(7,565)	16,079	26,780
Amortization of acquisition intangibles	-	-	-	-	1,387	1,849	1,849	1,849
Share-based compensation	-	13,687	711	1,156	1,623	969	2,932	3,510
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Aviara transition costs ^(k)	-	-	-	-	-	-	2,150	-
Debt refinancing charges ^(l)	-	-	-	-	-	-	769	-
Adjusted Net Income before income taxes	23,091	36,503	38,023	48,202	63,139	34,457	82,218	121,183
Adjusted income tax expense	8,313	13,141	13,688	13,979	14,206	7,925	18,910	27,872
Adjusted Net Income from continuing operations	\$ 14,778	\$ 23,362	\$ 24,335	\$ 34,223	\$ 48,933	\$ 26,532	\$ 63,308	\$ 93,311

- a. Represents non-cash expense related to increases in the fair market value of our common stock warrant.
- b. Represents fees and expenses related to our initial public offering, payment of a special cash dividend in June 2016, expenses associated with recapitalization activities completed in March 2015, and acquisition related costs and other integration costs associated with our acquisition of Crest in fiscal 2019.
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- h. Represents post-acquisition adjustment to cost of goods sold for the fair value step up of inventory acquired all of which was sold during fiscal 2019 and fiscal 2018, respectively.
- i. Represents non-cash charges recorded in the Crest and Aviara segments for impairment of goodwill and trade name intangible assets.
- j. Represents lump sum severance payments and costs related to temporary continuation of healthcare benefits for certain laid off employees, in connection with the COVID-19 pandemic.
- k. Represents costs to transition production of the Aviara brand from Vonore, Tennessee to Merritt Island, Florida. Costs include duplicative overhead costs and costs not indicative of ongoing operations (such as training and facility preparation).
- l. Represents loss recognized upon refinancing the Company's debt. The loss is comprised of unamortized debt issuance costs related to the previously existing credit facility and third-party legal costs associated with the refinancing.

NON-GAAP RECONCILIATION

GAAP Net income (loss) Reconciled to Non-GAAP Adjusted Net Income per diluted share from continuing operations

	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
Net income (loss) per diluted share	\$ 0.47	\$ 0.56	\$ 1.05	\$ 2.12	\$ 1.14	\$ (1.28)	\$ 2.96	\$ 3.12
Net income (loss) per diluted share from discontinued operations	-	-	-	0.35	(1.48)	(0.94)	(0.12)	(1.61)
Net income (loss) per diluted share from continuing operations	\$ 0.47	\$ 0.56	\$ 1.05	\$ 1.77	\$ 2.62	\$ (0.34)	\$ 3.08	\$ 4.73
Income tax expense	0.56	0.46	0.63	0.69	0.29	(0.40)	0.85	1.44
Amortization of acquisition intangibles	-	-	-	-	0.07	0.10	0.10	0.10
Share-based compensation	-	0.75	0.04	0.06	0.09	0.05	0.15	0.19
Change in Common Stock Warrant Fair Value ^(a)	0.56	0.19	-	-	-	-	-	-
Transaction Expenses ^(b)	0.60	0.03	-	0.09	0.13	-	-	-
Litigation charge ^(c)	0.05	0.09	0.32	-	-	-	-	-
Litigation settlement ^(d)	-	(0.07)	-	-	-	-	-	-
Hydra-Sports ^(e)	(0.28)	-	-	-	-	-	-	-
Warranty adjustment ^(f)	-	-	-	(0.06)	-	-	-	-
Aviara start-up costs ^(g)	-	-	-	0.03	0.15	0.08	-	-
Inventory step-up adjustment - acquisition related ^(h)	-	-	-	-	0.02	-	-	-
Goodwill and intangible asset impairment ⁽ⁱ⁾	-	-	-	-	-	2.31	-	0.06
COVID-19 shutdown costs ^(j)	-	-	-	-	-	0.05	-	-
Aviara transition costs ^(k)	-	-	-	-	-	-	0.11	-
Debt refinancing charges ^(l)	-	-	-	-	-	-	0.04	-
Adjusted Net Income per diluted share before income taxes from continuing operations	1.96	2.01	2.04	2.58	3.37	1.85	4.33	6.52
Impact of adjusted income tax expense on net income per diluted share before income taxes	(1.17)	(0.73)	(0.73)	(0.75)	(0.76)	(0.42)	(0.99)	(1.51)
Adjusted Net Income per diluted share from continuing operations	\$ 0.79	\$ 1.28	\$ 1.31	\$ 1.83	\$ 2.61	\$ 1.43	\$ 3.34	\$ 5.01

- a. Represents non-cash expense related to increases in the fair market value of our common stock warrant.
- b. Represents fees and expenses related to our initial public offering, payment of a special cash dividend in June 2016, expenses associated with recapitalization activities completed in March 2015, and acquisition related costs and other integration costs associated with our acquisition of Crest in fiscal 2019.
- c. Represents legal and advisory fees related to certain intellectual property litigation matters.
- d. Represents receipt of a one-time payment to settle certain litigation matters.
- e. Represents the operating income attributable to the operations of our Hydra-Sports business and the related manufacturing agreement, adjusted to exclude depreciation and amortization related to Hydra-Sports.
- f. 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.
- g. Represents start-up costs associated with Aviara, a completely new boat brand in an industry category previously not served by the Company. We began selling the brand's first two models, the AV32 and the AV36, during the first and second quarters of fiscal 2020, respectively. We began selling one additional model, the AV40, in fiscal 2022. Start-up costs presented for fiscal 2020 are related to the AV36 and AV40 models. Start-up costs presented for fiscal 2019 are related to the launch of the Aviara brand and the three initial Aviara models which had not yet begun selling.
- h. Represents post-acquisition adjustment to cost of goods sold for the fair value step up of inventory acquired all of which was sold during fiscal 2019 and fiscal 2018, respectively.
- i. Represents non-cash charges recorded in the Crest and Aviara segments for impairment of goodwill and trade name intangible assets.
- j. Represents lump sum severance payments and costs related to temporary continuation of healthcare benefits for certain laid off employees, in connection with the COVID-19 pandemic.
- k. Represents costs to transition production of the Aviara brand from Vonore, Tennessee to Merritt Island, Florida. Costs include duplicative overhead costs and costs not indicative of ongoing operations (such as training and facility preparation).
- l. Represents loss recognized upon refinancing the Company's debt. The loss is comprised of unamortized debt issuance costs related to the previously existing credit facility and third-party legal costs associated with the refinancing.

NON-GAAP RECONCILIATION

	GAAP Net Cash Provided by Operating Activities Reconciled to Non-GAAP Free Cash Flow from continuing operations						
	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
Net cash provided by operating activities	\$ 30,747	\$ 26,232	\$ 49,397	\$ 55,886	\$ 30,198	\$ 68,538	\$ 73,311
Net cash provided by (used in) operating activities from discontinued operations	-	-	9,896	4,314	390	(5,423)	(9,067)
Net cash provided by operating activities from continuing operations	\$ 30,747	\$ 26,232	\$ 39,501	\$ 51,572	\$ 29,808	\$ 73,961	\$ 82,378
Purchases of property, plant, and equipment	(3,817)	(4,135)	(5,305)	(14,064)	(14,241)	(27,862)	(15,820)
Purchases of property, plant, and equipment of discontinued operations	-	-	1,071	2,069	2,804	2,643	3,524
Purchases of property, plant, and equipment of continuing operations	(3,817)	(4,135)	(4,234)	(11,995)	(11,437)	(25,219)	(12,296)
Free cash flow from continuing operations	\$ 26,930	\$ 22,097	\$ 35,267	\$ 39,577	\$ 18,371	\$ 48,742	\$ 70,082