

***MASTERCRAFT
BOAT HOLDINGS INC.***

Fiscal Second Quarter 2025 Results

February 6, 2025



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.

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 Fiscal Year 2024 and Quarterly Reports on Form 10-Q for Fiscal Year 2025 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.

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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 United States generally accepted accounting principles ("GAAP"). Please refer to the Appendix of this presentation for a reconciliation of Income from continuing operations, 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



Brad Nelson
Chief Executive Officer
& Director



Tim Oxley
Chief Financial Officer





MasterCraft



#1 ski-wake brand⁽¹⁾



Innovation and differentiation



Iconic marine brand



CREST



Leading pontoon brand



Diverse product offerings



65+ years of brand equity



BALISE



Innovative luxury pontoon brand



Emphasis on premium positioning



De novo brand with growth potential



(1) Source: Statistical Surveys, Inc.

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BALISE

Fiscal Second Quarter 2025 Results



Second Quarter 2025 Earnings Overview



Financial Results Above Expectations

- Net sales of \$63.4 million
- Diluted Adjusted Net Income per share of \$0.10
- Adjusted EBITDA of \$3.5 million



Resilient Balance Sheet Provides Flexibility

- Returned ~\$4.2 million of capital YTD through share repurchase program
- Strong balance sheet positions us well to pursue capital allocation priorities
- Laying the foundation for long-term growth with targeted initiatives



Improved Dealer Health

- Robust destocking efforts over past two years have improved dealer health
- XStar launch generating enthusiasm throughout network
- Reduced short-term rates and lower inventory levels providing dealers with added flexibility



Narrowing Fiscal 2025 Guidance

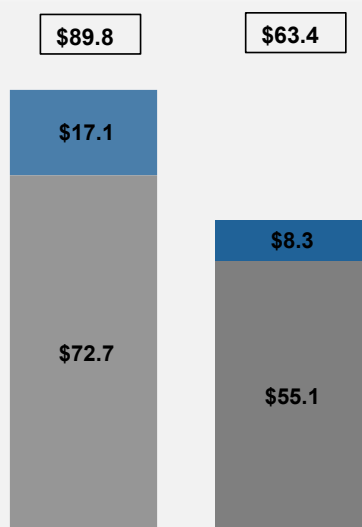
- Net sales between \$275M and \$295M
- Adjusted EBITDA between \$19M and \$24M
- Adjusted Earnings Per Share between \$0.64 and \$0.86
- Capital expenditures in the \$12M range



Second Quarter Comparative Results

Net Sales*

(\$'s in millions)



Q2 FY24

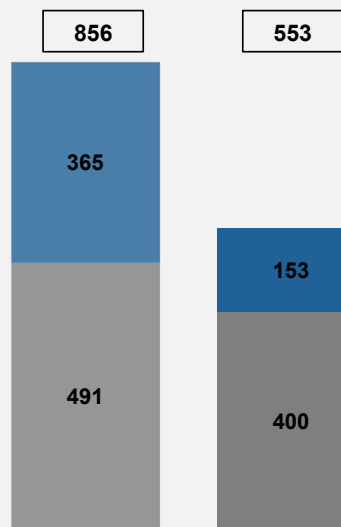
Q2 FY25

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- Net sales of \$63.4 million, down 29% from Q2 FY24

*Totals may not tie due to rounding

Unit Volume



Q2 FY24

Q2 FY25

MasterCraft CREST
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- Wholesale units of 553, down 35% from Q2 FY24

Adjusted EBITDA

(\$'s in millions)

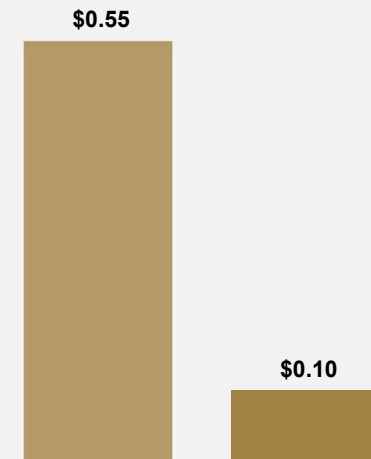


Q2 FY24

Q2 FY25

- Adjusted EBITDA of \$3.5 million, down from \$12.9 million in FY24

Adjusted Diluted Net Income Per Share



Q2 FY24

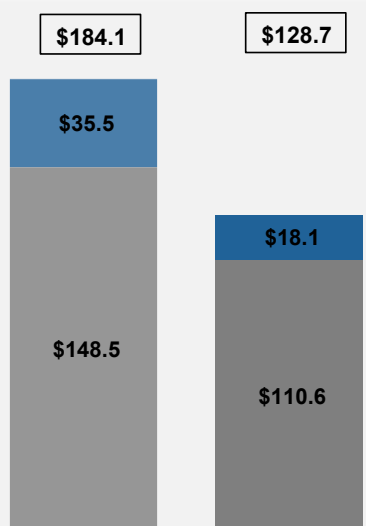
Q2 FY25

- Adjusted Diluted Net Income of \$0.10 per share, down \$0.45 from Q2 FY24

Second Quarter YTD Comparative Results

Net Sales*

(\$'s in millions)



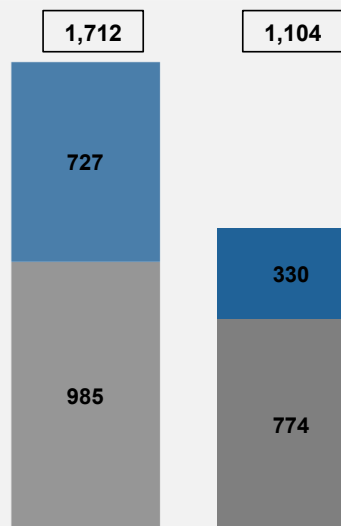
Q2 FY24 YTD Q2 FY25 YTD



- YTD net sales of \$128.7 million, down 30% from FY24

*Totals may not tie due to rounding

Unit Volume



Q2 FY24 YTD Q2 FY25 YTD



- YTD wholesale units of 1,104, down 36% from FY24

Adjusted EBITDA

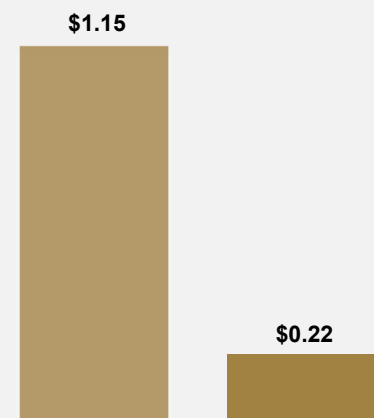
(\$'s in millions)



Q2 FY24 YTD Q2 FY25 YTD

- YTD Adjusted EBITDA of \$7.4 million, down from \$26.9 million in FY24

Adjusted Diluted Net Income Per Share

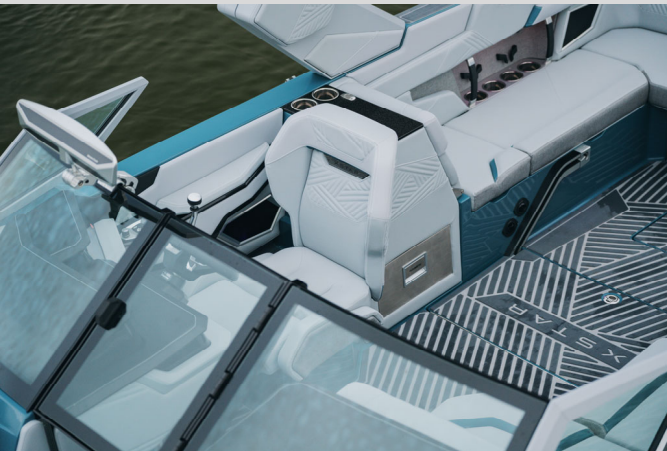


Q2 FY24 YTD Q2 FY25 YTD

- YTD Adjusted Diluted Net Income of \$0.22 per share, down \$0.93 from FY24



Completely Re-Designed Flagship XStar



Capital Allocation Framework

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Retain Strong Financial Position

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



Invest in Long-Term Growth

Organic Growth:

- Focused innovation
- Product line development
- Internal brand development

Inorganic Growth / M&A:

- Highly selective and disciplined approach



Return Excess Cash

- \$50 million share repurchase program authorized in July 2023 (~\$31 million available)
- Returned ~\$69M to shareholders through program over last 3 years
- Maintain flexibility to continue returning excess cash to shareholders



Key Metrics

(\$'s in millions)

| | |
|-------------------------------|---------|
| Cash and ST Investments | \$62.9 |
| Capital Expenditures (TTM) | \$10.3 |
| Share Repurchases (TTM) | \$10.3 |
| Revolving Credit Availability | \$100.0 |



FY25 Guidance

| Metric | Q3 FY25 | FY25 |
|----------------------|---------|---------------------------|
| Net Sales | ~\$75M | Between \$275M and \$295M |
| Adjusted EBITDA | ~\$5M | Between \$19M and \$24M |
| Adjusted EPS | ~\$0.17 | Between \$0.64 and \$0.86 |
| Capital Expenditures | N/A | ~\$12M |



Appendix

Second Quarter Adjusted EBITDA Reconciliation

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

| | Q2 FY25 | % of sales | Q2 FY24 | % of sales |
|--|----------|------------|-----------|------------|
| (Dollars in thousands) | | | | |
| Income from continuing operations | \$ 426 | 0.7% | \$ 8,680 | 9.7% |
| Income tax expense | 275 | | 2,644 | |
| Interest expense | 182 | | 854 | |
| Interest income | (697) | | (1,415) | |
| Depreciation and amortization | 2,382 | | 2,098 | |
| EBITDA | \$ 2,568 | 4.1% | \$ 12,861 | 14.3% |
| Share-based compensation | 844 | | 63 | |
| CEO transition and organizational realignment costs ⁽¹⁾ | 114 | | - | |
| Adjusted EBITDA | \$ 3,526 | 5.6% | \$ 12,924 | 14.4% |

(1) Represents amounts paid for legal fees and recruiting costs associated with the CEO transition, as well as non-recurring severance costs incurred as part of the Company's strategic organizational realignment undertaken in connection with the transition.

Second Quarter YTD Adjusted EBITDA Reconciliation

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

| (Dollars in thousands) | Q2 FY25 YTD | % of sales | Q2 FY24 YTD | % of sales |
|--|----------------|---------------|----------------|---------------|
| Income from continuing operations | \$ 1,442 | 1.1% | \$ 17,211 | 9.4% |
| Income tax expense | 468 | | 5,139 | |
| Interest expense | 1,169 | | 1,732 | |
| Interest income | (1,889) | | (2,766) | |
| Depreciation and amortization | 4,456 | | 4,207 | |
| EBITDA | \$ 5,646 | 4.4% | \$ 25,523 | 13.9% |
| Share-based compensation | 1,274 | | 973 | |
| CEO transition and organizational realignment costs ⁽¹⁾ | 448 | | 436 | |
| Adjusted EBITDA | \$ 7,368 | 5.7% | \$ 26,932 | 14.6% |

(1) Represents amounts paid for legal fees and recruiting costs associated with the CEO transition, as well as non-recurring severance costs incurred as part of the Company's strategic organizational realignment undertaken in connection with the transition.

Second Quarter Adjusted Net Income Reconciliation

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

| (Dollars in thousands, except per share and share amounts) | Q2 FY25 | Q2 FY24 |
|---|-----------------|------------------|
| Income from continuing operations | \$ 426 | \$ 8,680 |
| Income tax expense | 275 | 2,644 |
| Amortization of acquisition intangibles | 450 | 450 |
| Share-based compensation | 844 | 63 |
| CEO transition and organizational realignment costs ⁽¹⁾ | 114 | - |
| Adjusted Net Income before income taxes | \$ 2,109 | \$ 11,837 |
| Adjusted income tax expense ⁽²⁾ | 422 | 2,368 |
| Adjusted Net Income | \$ 1,687 | \$ 9,469 |
| Adjusted Net Income per common share | | |
| Basic | \$0.10 | \$0.56 |
| Diluted | \$0.10 | \$0.55 |
| Weighted average shares used for the computation of:⁽³⁾ | | |
| Basic Adjusted net income per share | 16,454,776 | 17,010,116 |
| Diluted Adjusted net income per share | 16,543,502 | 17,091,633 |

(1) Represents amounts paid for legal fees and recruiting costs associated with the CEO transition, as well as non-recurring severance costs incurred as part of the Company's strategic organizational realignment undertaken in connection with the transition.

(2) For fiscal 2025 and 2024, income tax expense reflects an income tax rate of 20.0% for each period presented.

(3) 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 diluted share for all periods presented herein.

Second Quarter YTD Adjusted Net Income Reconciliation

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

| | Q2 FY25 YTD | Q2 FY24 YTD |
|---|-----------------|------------------|
| <i>(Dollars in thousands, except per share and share amounts)</i> | | |
| Income from continuing operations | \$ 1,442 | \$ 17,211 |
| Income tax expense | 468 | 5,139 |
| Amortization of acquisition intangibles | 900 | 912 |
| Share-based compensation | 1,274 | 973 |
| CEO transition and organizational realignment costs ⁽¹⁾ | 448 | 436 |
| Adjusted Net Income before income taxes | \$ 4,532 | \$ 24,671 |
| Adjusted income tax expense ⁽²⁾ | 906 | 4,934 |
| Adjusted Net Income | \$ 3,626 | \$ 19,737 |
| Adjusted Net Income per common share | | |
| Basic | \$0.22 | \$1.16 |
| Diluted | \$0.22 | \$1.15 |
| Weighted average shares used for the computation of:⁽³⁾ | | |
| Basic Adjusted net income per share | 16,499,858 | 17,083,204 |
| Diluted Adjusted net income per share | 16,499,858 | 17,158,124 |

(1) Represents amounts paid for legal fees and recruiting costs associated with the CEO transition, as well as non-recurring severance costs incurred as part of the Company's strategic organizational realignment undertaken in connection with the transition.

(2) For fiscal 2025 and 2024, income tax expense reflects an income tax rate of 20.0% for each period presented.

(3) 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 diluted share for all periods presented herein.

Second Quarter Adjusted Net Income Per Share Reconciliation

- The following table sets forth a reconciliation of 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:

| | Q2 FY25 | Q2 FY24 |
|--|----------------|----------------|
| Income from continuing operations per diluted share | \$ 0.03 | \$ 0.51 |
| Impact of adjustments: | | |
| Income tax expense | 0.02 | 0.16 |
| Amortization of acquisition intangibles | 0.03 | 0.03 |
| Share-based compensation | 0.05 | - |
| Adjusted Net Income per diluted share before income taxes | \$ 0.13 | \$ 0.70 |
| Impact of adjusted income tax expense on net income per diluted share before income taxes ⁽¹⁾ | (0.03) | (0.15) |
| Adjusted Net Income per diluted share | \$ 0.10 | \$ 0.55 |

(1) For fiscal 2025 and 2024, income tax expense reflects an income tax rate of 20.0% for each period presented.

Second Quarter YTD Adjusted Net Income Per Share Reconciliation

- The following table sets forth a reconciliation of 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:

| | Q2 FY25 YTD | Q2 FY24 YTD |
|--|----------------|----------------|
| Income from continuing operations per diluted share | \$ 0.09 | \$ 1.00 |
| Impact of adjustments: | | |
| Income tax expense | 0.03 | 0.30 |
| Amortization of acquisition intangibles | 0.06 | 0.05 |
| Share-based compensation | 0.08 | 0.06 |
| CEO transition and organizational realignment costs ⁽¹⁾ | 0.03 | 0.03 |
| Adjusted Net Income per diluted share before income taxes | \$ 0.29 | \$ 1.44 |
| Impact of adjusted income tax expense on net income per diluted share before income taxes ⁽²⁾ | (0.07) | (0.29) |
| Adjusted Net Income per diluted share | \$ 0.22 | \$ 1.15 |

(1) Represents amounts paid for legal fees and recruiting costs associated with the CEO transition, as well as non-recurring severance costs incurred as part of the Company's strategic organizational realignment undertaken in connection with the transition.

(2) For fiscal 2025 and 2024, income tax expense reflects an income tax rate of 20.0% for each period presented.

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