

**MASTERCRAFT
BOAT HOLDINGS INC.**

FISCAL THIRD QUARTER 2024 RESULTS

MAY 8, 2024



MasterCraft *MT₁₂*

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 2023 and Quarterly Reports on Form 10-Q for Fiscal Year 2024 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 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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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.

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



Tim Oxley
Chief Financial Officer



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



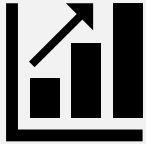
LUXURY DAY BOATS

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



FISCAL THIRD QUARTER 2024 RESULTS

THIRD QUARTER EARNINGS HIGHLIGHTS



Better-than-Expected Financial Results

- Net sales of \$95.7 million, down 42.6%
- Diluted Adjusted Net Income per share of \$0.37, down 72.8%
- Adjusted EBITDA of \$9.7 million, down 70.6%



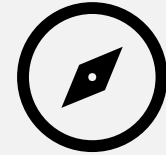
Resilient Balance Sheet Provides Abundant Flexibility

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



Rebalancing Dealer Inventories

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



Revising Full Year Guidance

- Net sales between \$360 million and \$365 million
- Adjusted EBITDA between \$28 million and \$30 million
- Adjusted Earnings Per Share between \$0.95 and \$1.05
- Capital expenditures of approximately \$17 million

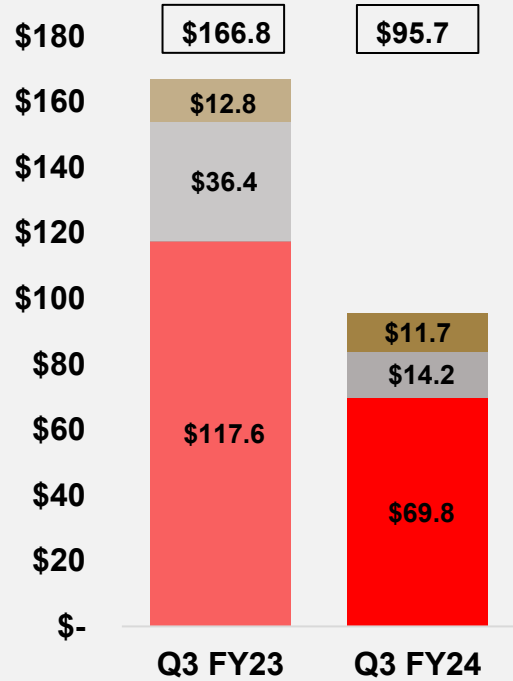


- Delivered better than expected Q3 results despite macroeconomic uncertainty and highly competitive retail environment
- Focused on rebalancing dealer inventories

THIRD QUARTER COMPARATIVE RESULTS

NET SALES

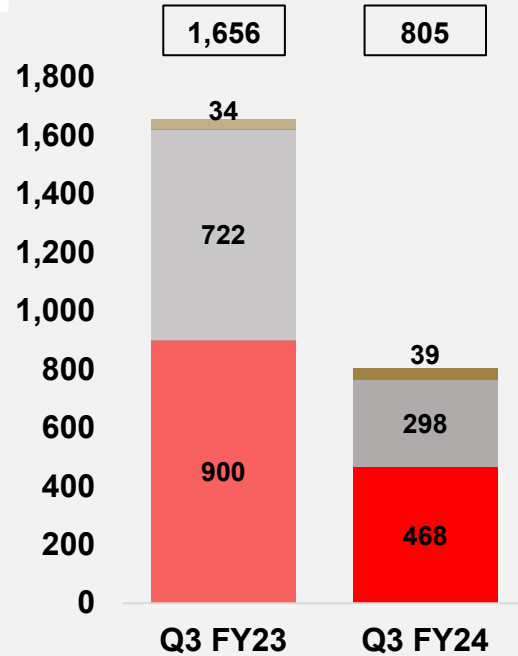
(\$'s in millions)



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- Net sales of \$95.7 million, down 42.6% from Q3 FY23

UNIT VOLUME

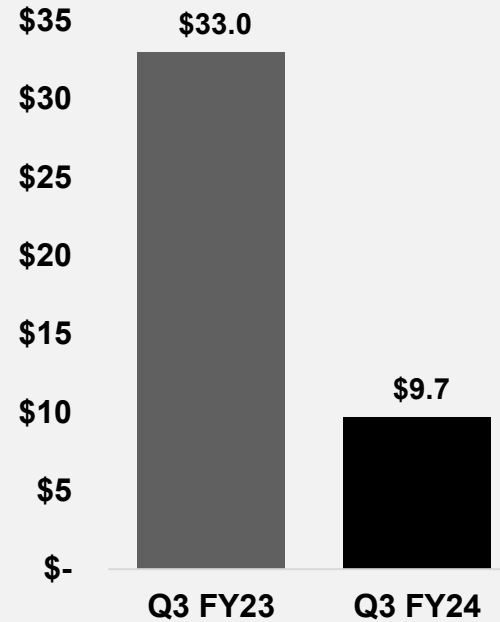


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- Wholesale units of 805, down 51.4% from Q3 FY23

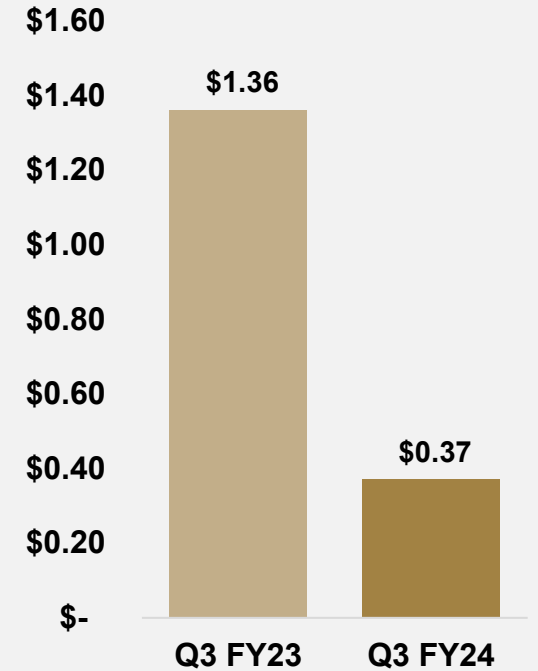
ADJUSTED EBITDA

(\$'s in millions)



- Adjusted EBITDA of \$9.7 million, down 70.6% from Q3 FY23

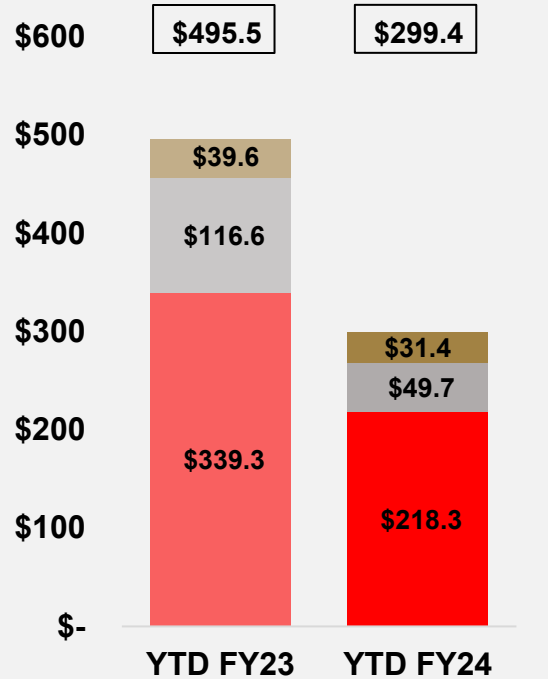
ADJUSTED DILUTED NET INCOME PER SHARE



- \$0.37 per share, down 72.8% from Q3 FY23

THIRD QUARTER YTD COMPARATIVE RESULTS

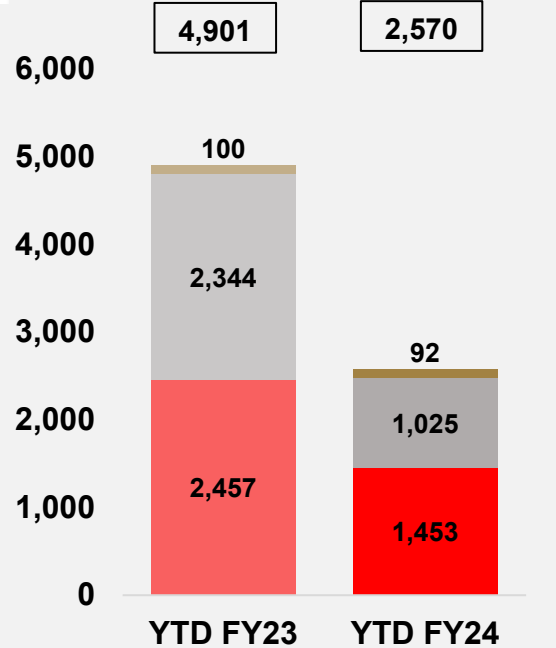
NET SALES (\$'s in millions)



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- YTD net sales of \$299.4 million, down 39.6% from FY23

UNIT VOLUME



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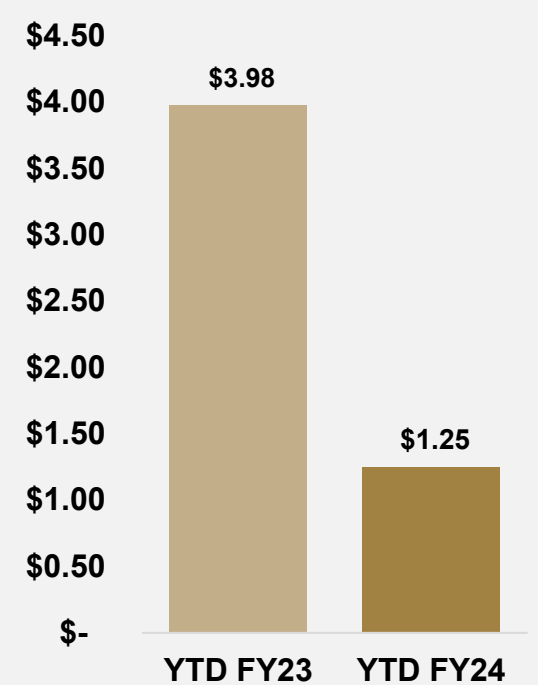
- YTD wholesale units of 2,570, down 47.6% from FY23

ADJUSTED EBITDA (\$'s in millions)



- YTD Adjusted EBITDA of \$32.1 million, down 67.5% from FY23

ADJUSTED DILUTED NET INCOME PER SHARE



- YTD Adjusted Diluted Net Income of \$1.25 per share, down 68.6% from FY23

BALISE PONTOON LAUNCH

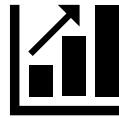


CAPITAL ALLOCATION FRAMEWORK



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

- \$50 million share repurchase program authorized in July 2023 (\$39.9 million available)
- Continue to prudently and opportunistically return excess cash to shareholders



KEY METRICS

(\$'s in millions)

Cash and Investments	\$105.7
Total Debt	\$50.4
Capital Expenditures (FYTD)	\$12.6
Share Repurchases (FYTD)	\$11.7



FISCAL YEAR 2024 GUIDANCE

METRIC	FY 2024
Net Sales	Between \$360M and \$365M
Adjusted EBITDA	Between \$28M and \$30M
Adjusted EPS	Between \$0.95 and \$1.05
Capital Expenditures	Approximately \$17M





APPENDIX

THIRD 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)	Q3 FY24	% of sales	Q3 FY23	% of sales
Net income from continuing operations	\$3,826	4.0%	\$22,782	13.7%
Income tax expense	806		6,744	
Interest expense	762		695	
Interest income	(1,398)		(1,195)	
Depreciation and amortization	2,842		2,622	
EBITDA	\$6,838	7.1%	\$31,648	19.0%
Share-based compensation ⁽¹⁾	1,583		1,026	
Business development consulting costs ⁽²⁾	-		312	
CEO transition costs ⁽³⁾	1,241		-	
Adjusted EBITDA	\$9,662	10.1%	\$32,986	19.8%

- Included in share-based compensation are the impacts of accelerating expense recognition for equity awards related to the CEO transition.
- Represents non-recurring third-party costs associated with business development activities, primarily relating to consulting costs for evaluation and execution of internal growth and other strategic initiatives.
- Represents amounts paid to the Company's former CEO upon his departure under the terms of his transition agreements, including consulting payments and legal fees incurred with the transition. Also included are recruiting and relocation costs related to the new CEO.

THIRD QUARTER YTD 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:

	Q3 FY24 YTD	% of sales	Q3 FY23 YTD	% of sales
(\$ in thousands)				
Net income from continuing operations	\$16,829	5.6%	\$67,400	13.6%
Income tax expense	4,408		20,353	
Interest expense	2,494		1,923	
Interest income	(4,164)		(1,967)	
Depreciation and amortization	8,327		7,833	
EBITDA	\$27,894	9.3%	\$95,542	19.3%
Share-based compensation ⁽¹⁾	2,531		2,892	
Business development consulting costs ⁽²⁾	-		312	
CEO transition costs ⁽³⁾	1,677		-	
Adjusted EBITDA	\$32,102	10.7%	\$98,746	19.9%

- 1) Included in share-based compensation are the impacts of accelerating expense recognition for equity awards related to the CEO transition.
- 2) Represents non-recurring third-party costs associated with business development activities, primarily relating to consulting costs for evaluation and execution of internal growth and other strategic initiatives.
- 3) Represents amounts paid to the Company's former CEO upon his departure under the terms of his transition agreements, including consulting payments and legal fees incurred with the transition. Also included are recruiting and relocation costs related to the new CEO.

THIRD 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)	Q3 FY24	Q3 FY23
Net income from continuing operations	\$3,826	\$22,782
Income tax expense	806	6,744
Amortization of acquisition intangibles	450	462
Share-based compensation ⁽¹⁾	1,583	1,026
Business development consulting costs ⁽²⁾	-	312
CEO transition costs ⁽³⁾	1,241	-
Adjusted net income before income taxes	\$7,906	\$31,326
Adjusted income tax expense ⁽⁴⁾	1,581	7,205
Adjusted net income	\$6,325	\$24,121
Adjusted net income per share		
Basic	\$0.38	\$1.37
Diluted	\$0.37	\$1.36
Weighted average shares used for the computation of:⁽⁵⁾		
Basic adjusted net income per share	16,844,440	17,559,920
Diluted adjusted net income per share	16,965,624	17,748,910

- 1) Included in share-based compensation are the impacts of accelerating expense recognition for equity awards related to the CEO transition.
- 2) Represents non-recurring third-party costs associated with business development activities, primarily relating to consulting costs for evaluation and execution of internal growth and other strategic initiatives.
- 3) Represents amounts paid to the Company's former CEO upon his departure under the terms of his transition agreements, including consulting payments and legal fees incurred with the transition. Also included are recruiting and relocation costs related to the new CEO.
- 4) For fiscal 2024 and 2023, income tax expense reflects an income tax rate of 20.0% and 23.0%, respectively, for each period presented.
- 5) 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.

THIRD QUARTER YTD 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:

	Q3 FY24 YTD	Q3 FY23 YTD
(\$ in thousands, except per share and share amounts)		
Net income from continuing operations	\$16,829	\$67,400
Income tax expense	4,408	20,353
Amortization of acquisition intangibles	1,362	1,386
Share-based compensation ⁽¹⁾	2,531	2,892
Business development consulting costs ⁽²⁾	-	312
CEO transition costs ⁽³⁾	1,677	-
Adjusted net income before income taxes	\$26,807	\$92,343
Adjusted income tax expense ⁽⁴⁾	5,361	21,239
Adjusted net income	\$21,446	\$71,104
Adjusted net income per share		
Basic	\$1.26	\$4.01
Diluted	\$1.25	\$3.98
Weighted average shares used for the computation of:⁽⁵⁾		
Basic adjusted net income per share	17,003,616	17,725,208
Diluted adjusted net income per share	17,093,958	17,851,655

- 1) Included in share-based compensation are the impacts of accelerating expense recognition for equity awards related to the CEO transition.
- 2) Represents non-recurring third-party costs associated with business development activities, primarily relating to consulting costs for evaluation and execution of internal growth and other strategic initiatives.
- 3) Represents amounts paid to the Company's former CEO upon his departure under the terms of his transition agreements, including consulting payments and legal fees incurred with the transition. Also included are recruiting and relocation costs related to the new CEO.
- 4) For fiscal 2024 and 2023, income tax expense reflects an income tax rate of 20.0% and 23.0%, respectively, for each period presented.
- 5) 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.

THIRD 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)	Q3 FY24	Q3 FY23
Net income from continuing operations per diluted share	\$0.23	\$1.28
Income tax expense	0.05	0.38
Amortization of acquisition intangibles	0.03	0.03
Share-based compensation ⁽¹⁾	0.10	0.06
Business development consulting costs ⁽²⁾	-	0.02
CEO transition costs ⁽³⁾	0.07	-
Adjusted net income per diluted share before income taxes	\$0.48	\$1.77
Impact of adjusted income tax expense on net income per diluted share before income taxes ⁽⁴⁾	(0.11)	(0.41)
Adjusted net income per diluted share	\$0.37	\$1.36

- 1) Included in share-based compensation are the impacts of accelerating expense recognition for equity awards related to the CEO transition.
- 2) Represents non-recurring third-party costs associated with business development activities, primarily relating to consulting costs for evaluation and execution of internal growth and other strategic initiatives.
- 3) Represents amounts paid to the Company's former CEO upon his departure under the terms of his transition agreements, including consulting payments and legal fees incurred with the transition. Also included are recruiting and relocation costs related to the new CEO.
- 4) For fiscal 2024 and 2023, income tax expense reflects an income tax rate of 20.0% and 23.0%, respectively, for each period presented.

THIRD QUARTER YTD 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:

	Q3 FY24 YTD	Q3 FY23 YTD
(\$ in thousands, except per share amounts)		
Net income from continuing operations per diluted share	\$0.98	\$3.78
Income tax expense	0.26	1.14
Amortization of acquisition intangibles	0.08	0.08
Share-based compensation ⁽¹⁾	0.15	0.16
Business development consulting costs ⁽²⁾	-	0.02
CEO transition costs ⁽³⁾	0.10	-
Adjusted net income before income taxes	1.57	5.18
Impact of adjusted income tax expense on net income per diluted share before income taxes ⁽⁴⁾	(0.32)	(1.20)
Adjusted net income per diluted share	\$1.25	\$3.98

- 1) Included in share-based compensation are the impacts of accelerating expense recognition for equity awards related to the CEO transition.
- 2) Represents non-recurring third-party costs associated with business development activities, primarily relating to consulting costs for evaluation and execution of internal growth and other strategic initiatives.
- 3) Represents amounts paid to the Company's former CEO upon his departure under the terms of his transition agreements, including consulting payments and legal fees incurred with the transition. Also included are recruiting and relocation costs related to the new CEO.
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