



NEWATER



One of the fastest growing marine retailers of scale



Multi-pronged growth strategy; bolstered by proven M&A strategy



Expanding margin profile through diversification strategy



Experienced leadership team

OneWater At-a-Glance



98

retail locations across 15 states



11

of which are top 20 boating states¹



Market leader in more than **10 markets**



>65

boat brands



>45

boat manufacturers



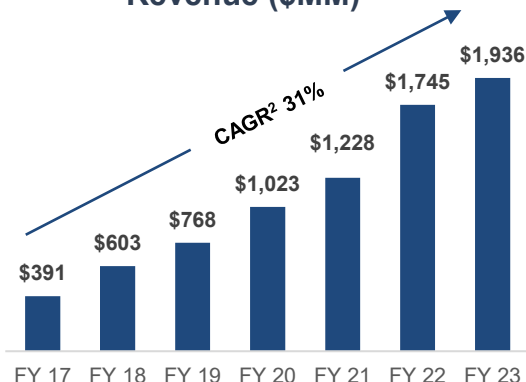
10

Parts and accessories centers

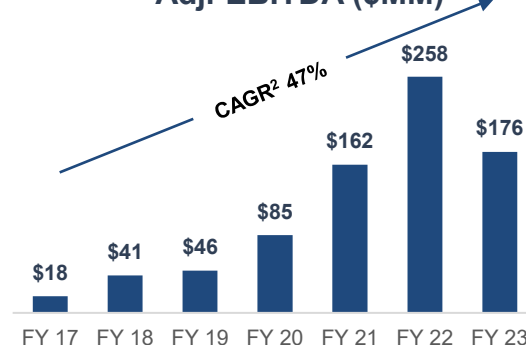


Multiple online marketplaces

Revenue (\$MM)

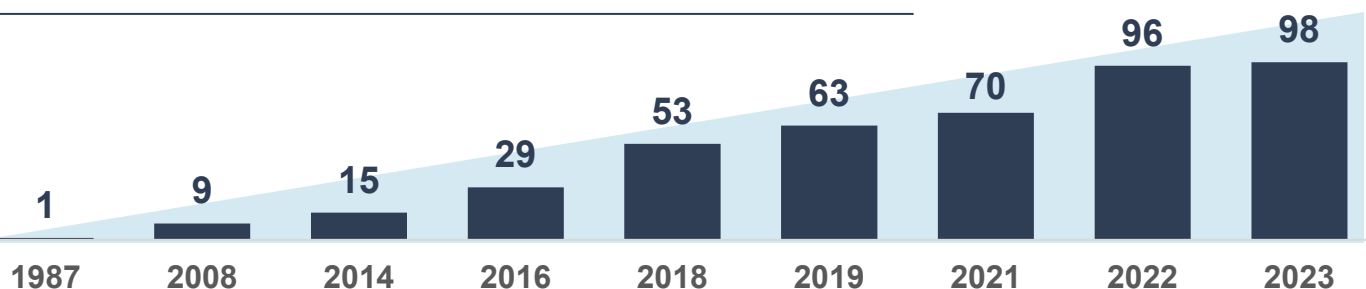


Adj. EBITDA (\$MM)



Margin 5% 7% 6% 8% 13% 15% 9%

OneWater's Evolution into a Market Leader³



1. 2022 NMMA Recreational Boating Statistical Abstract.

2. CAGR FY17 – FY23.

3. Figures in bar chart represent ONEW owned retail locations as of fiscal year end. 2023 figures are as of December 2023

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One Water Marine is one of the largest and fastest growing premium boat retailers in the United States. The Company offers a broad range of products and services and has diversified revenue streams, which include the sale of new and pre-owned boats, parts and accessories, finance and insurance products, maintenance and repair services and ancillary services such as boat storage.



NEW BOAT SALES



PRE-OWNED BOAT SALES



FINANCE & INSURANCE

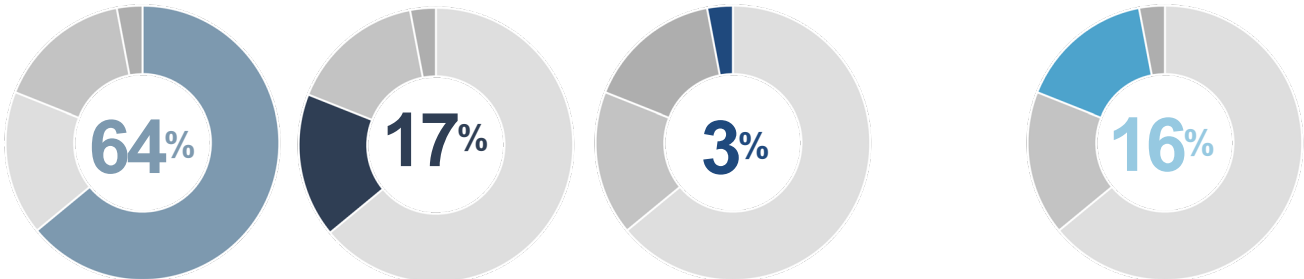


PARTS & ACCESSORIES

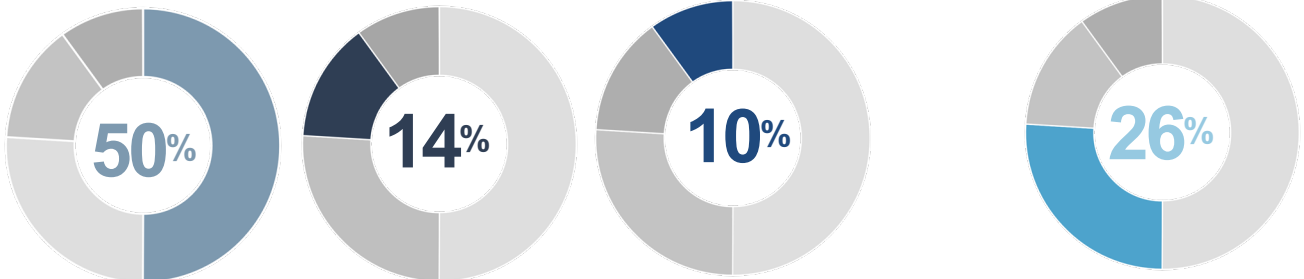


REPAIR & MAINT. SERVICES

FY23 REVENUE CONTRIBUTION



FY23 GROSS PROFIT CONTRIBUTION



Acquisition Driven Growth Strategy

Highly Fragmented Market



4,000+
dealerships
nationwide



Top dealers
in top markets



Geographic
expansion



Multi-year
pipeline

Proven M&A Playbook

Attractive Purchase Multiple

- Target <4.0x EV/EBITDA dealerships

Expanded Geography & Portfolio

- Significant targets in attractive marine markets

Strong Financial Returns

- Aim to double EBITDA of an acquired dealership within 24 months