



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



100

retail locations across 16 states



11

of which are top 20 boating states¹



Market leader in

13 of 18 markets



In excess of

70

boat brands



In excess of

50

boat manufacturers



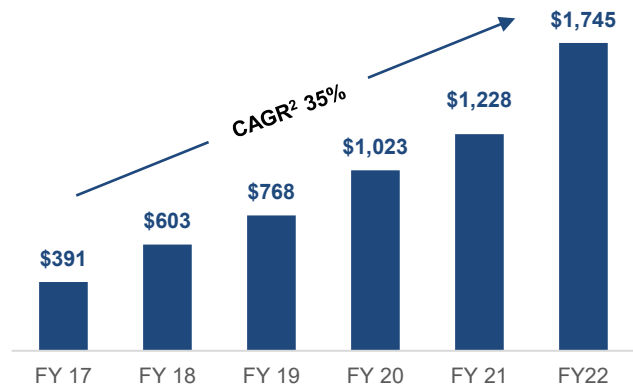
12

Parts and accessories centers

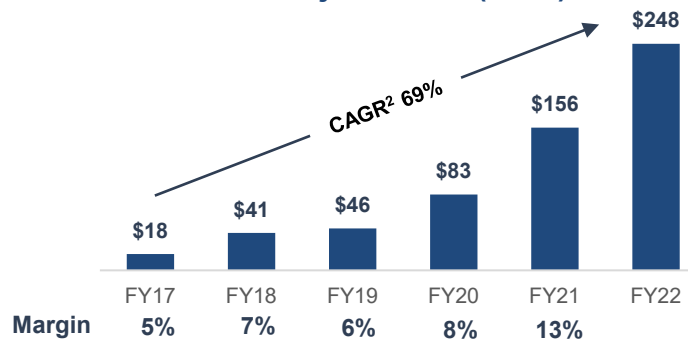


Multiple online marketplaces

Revenue (\$MM)



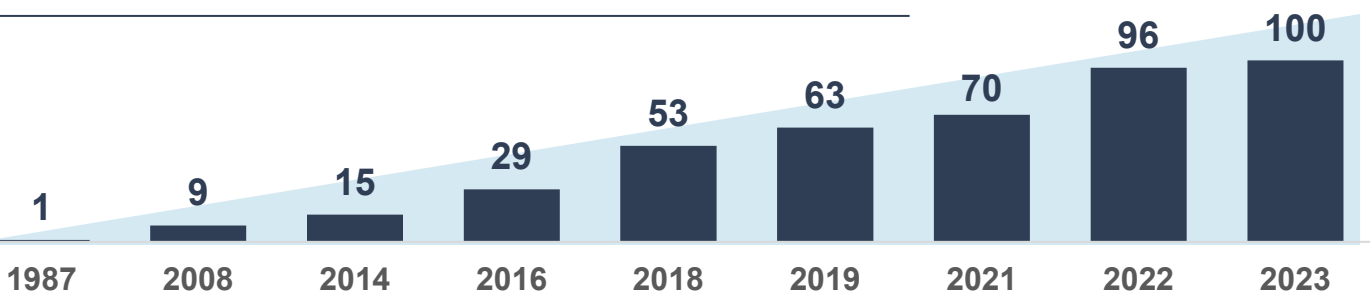
Adj. EBITDA (\$MM)



Margin

Fiscal Year	Margin
FY 17	5%
FY 18	7%
FY 19	6%
FY 20	8%
FY 21	13%
FY 22	13%

OneWater's Evolution into a Market Leader



1. 2021 NMMA Recreational Boating Statistical Abstract.

2. CAGR FY17 – FY22.

ONEWATER

OneWater 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

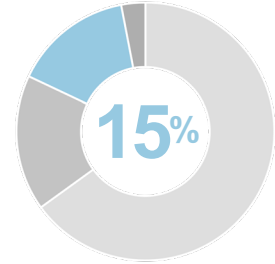
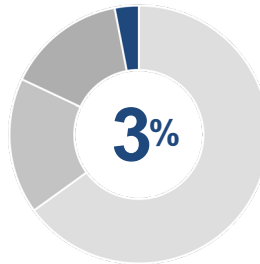
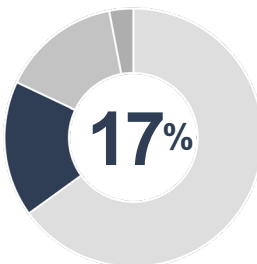
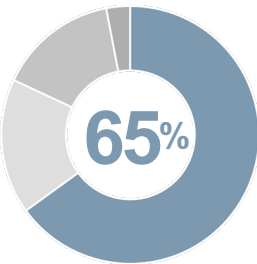


PARTS & ACCESSORIES

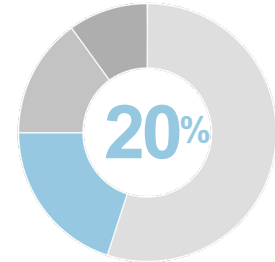
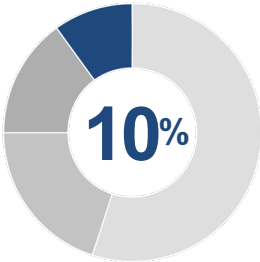
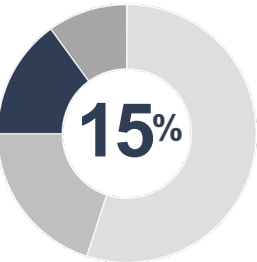
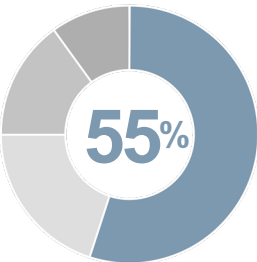


REPAIR & MAINT. SERVICES

FY22 REVENUE CONTRIBUTION



FY22 GROSS PROFIT CONTRIBUTION



Proven M&A Playbook

Key Highlights Since IPO



Attractive Purchase Multiple



Completed **15** acquisitions



Added **~\$93** in annual run-rate EBITDA



Expanded Geography & Portfolio



Sizable Synergies



Financial Returns

Path to Double Acquired Adj. EBITDA within 2 years:

- Introduce/expand F&I products
- Integrate into ONEW inventory universe
- Implement/expand pre-owned trade, reconditioning and sales

Implement best practices in P&S

Leverage ONEW synergies & scale to identify immediate cost savings