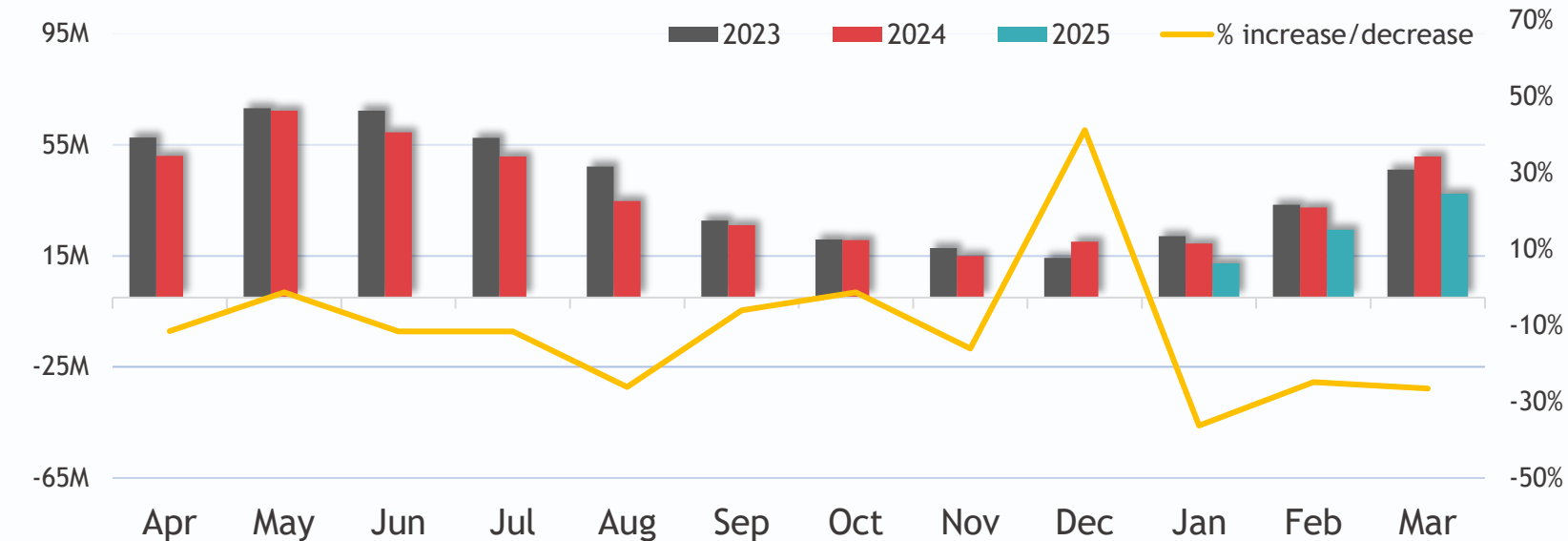


MARINE UPDATE - MARCH 2025



Monthly Revenue and Growth Over Previous Years

US Marine dealerships with multiple years of consistent data reporting (same store)

66	\$37M	-19%	-27%
Number of Reporting US Marine Dealerships	Total Sales Revenue in March 2025	Percentage of decrease from March 2023	Percentage of decrease from March 2024



F&I Highlights



\$60,082

Average Selling Price

\$11,175

Average Down Payment

\$50,577

Average Amount Financed

8.92%

Average A.P.R.

\$511

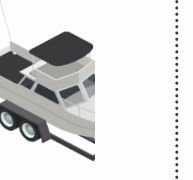



Average Monthly Payment

171

Average Term In Months

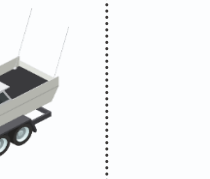
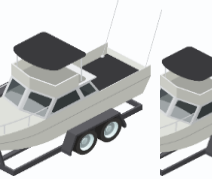


3.7 out of 5

Boats Sold Were New Units



3.2 out of 10

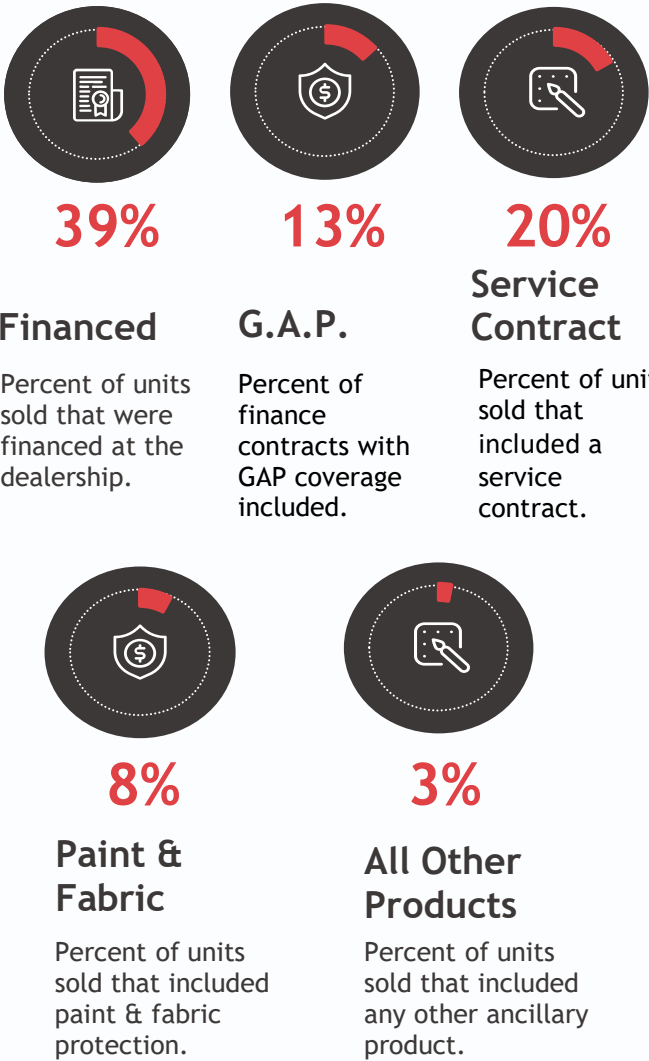
Boats Sold Included Ancillary Products



F&I Profitability Index

83

The Marine F&I Profitability Index is simply a measurement representing the combined total of the penetration percentages for finance, GAP, service contracts, paint & fabric protection and all other ancillary products.

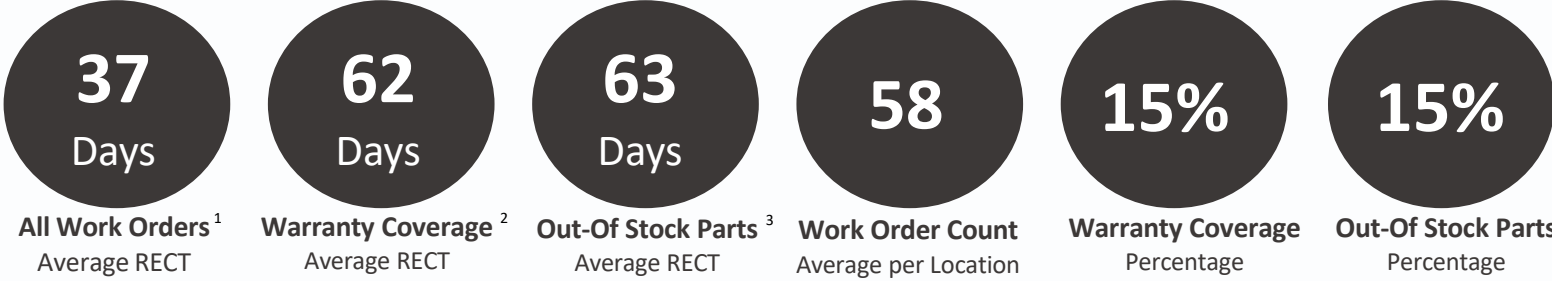


Repair Event Cycle Times (RECT)

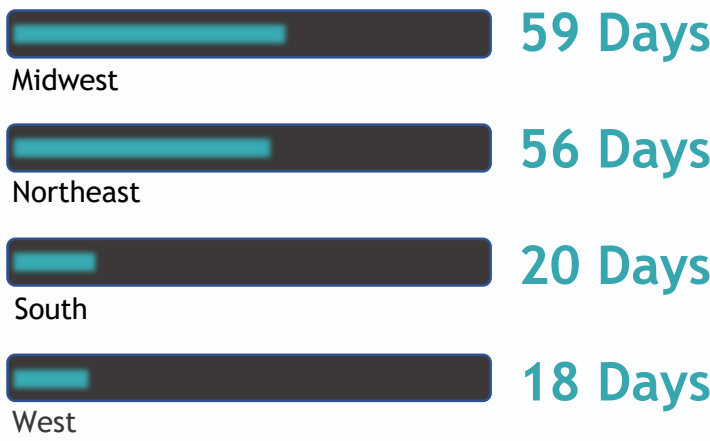
Each Work Order has a start date and a completion date. We define RECT as the amount of time that passes between those two dates. Or in more basic terms - it's the amount of time it takes to repair a unit at your shop.



4,137 work orders reviewed in March



RECT by Region



1) Excludes Work Orders with omitted or inaccurate dates, RECT exceeding 2 years and all internals.



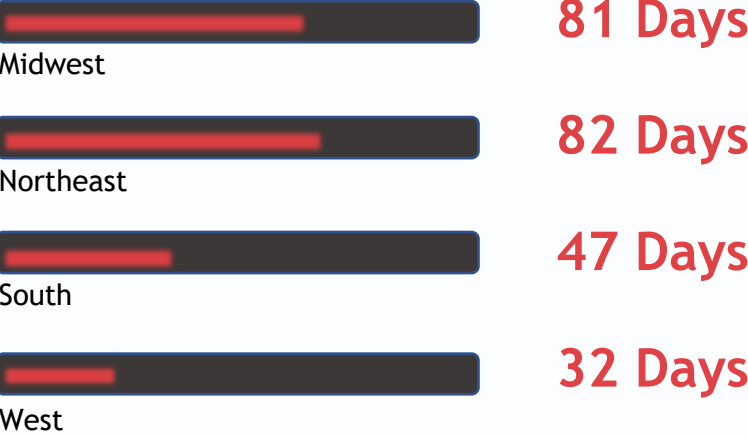
RECT Bottlenecks by Region

Warranty Coverage



2) Work Orders with at least 1 job or part covered by warranty.

Out-Of-Stock Parts



3) Work Orders with at least 1 part out-of-stock.