

MARINE UPDATE - JUNE 2026

F&I Highlights



3.6 out of 5
Boats Sold Were New Units



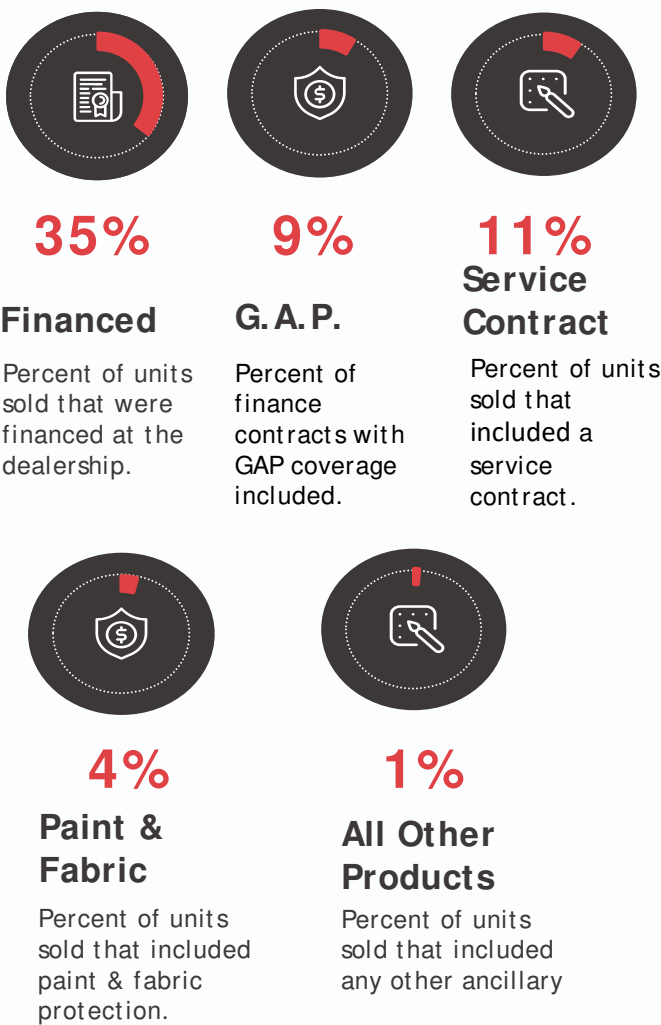
1.2 out of 5
Boats Sold Included Ancillary Products



F&I Profitability Index

60

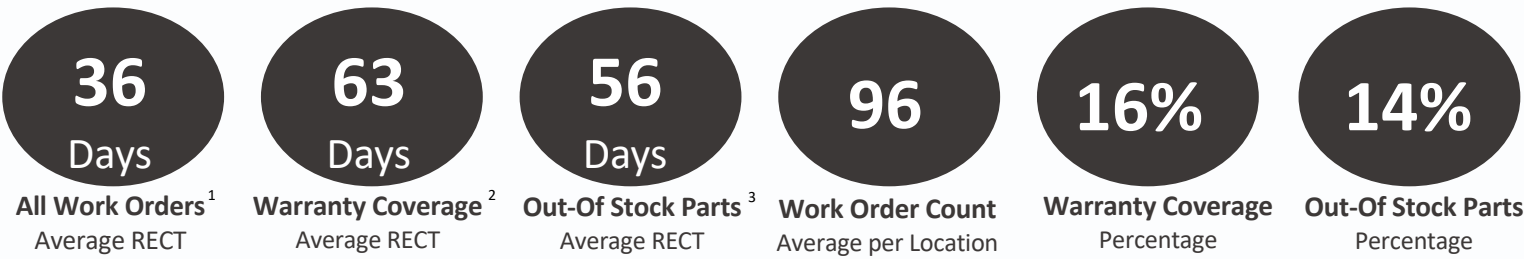
The Marine F&I **Profitability Index** is simply a measurement representing the combined total of the penetration percentages for finance, GAP, service contracts, paint & fabric protection and all other ancillary products.



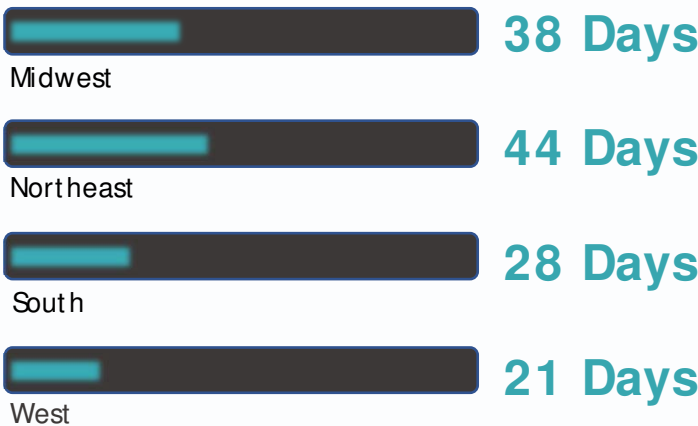
Repair Event Cycle Times (RECT)

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.

8,274 work orders reviewed in June



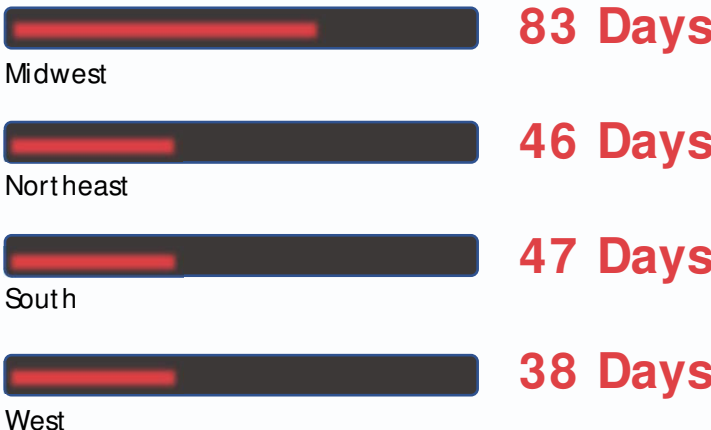
RECT by Region



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

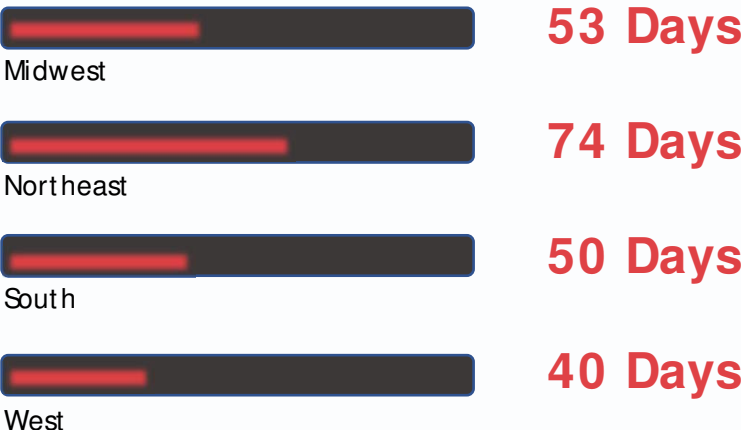
RECT Bottlenecks by Region

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.