STATE OF THE RECREATIONAL BOATING INDUSTRY

Frank Hugelmeyer, NMMA President
OUTDOOR RECREATION IS STRONGER THAN EVER
DEMAND REMAINS HEALTHY

Source: Info-Link Technologies & NMMA Business Intelligence
### BOATING MARKETPLACE

<table>
<thead>
<tr>
<th>Year</th>
<th>Units Sold (Thousands)</th>
<th>New</th>
<th>Pre-owned</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>922</td>
<td>74</td>
<td>880</td>
</tr>
<tr>
<td>2012</td>
<td>974</td>
<td>94</td>
<td>880</td>
</tr>
<tr>
<td>2013</td>
<td>952</td>
<td>92</td>
<td>860</td>
</tr>
<tr>
<td>2014</td>
<td>945</td>
<td>95</td>
<td>850</td>
</tr>
<tr>
<td>2015</td>
<td>957</td>
<td>97</td>
<td>850</td>
</tr>
<tr>
<td>2016</td>
<td>977</td>
<td>99</td>
<td>890</td>
</tr>
<tr>
<td>2017</td>
<td>986</td>
<td>100</td>
<td>890</td>
</tr>
<tr>
<td>2018</td>
<td>973</td>
<td>99</td>
<td>880</td>
</tr>
<tr>
<td>2019</td>
<td>965</td>
<td>99</td>
<td>870</td>
</tr>
<tr>
<td>2020</td>
<td>1,049</td>
<td>1,049</td>
<td>0</td>
</tr>
<tr>
<td>2021</td>
<td>1,145</td>
<td>1,141</td>
<td>4</td>
</tr>
</tbody>
</table>

**Source:** Info-Link Technologies & NMMA Business Intelligence

2022 Estimate: 1,002

2023 Projected: 902
SUPPLY CHAIN CONSTRAINTS EASING

% Change Wholesale Units Shipped 2022 vs 2021

- All Segments: 3%
- PWC: 2%
- Freshwater Fish: 3%
- Pontoon: 6%
- Saltwater Fish: 4%
- Tow Boat: 8%
- Runabout: 15%
- Cruiser: 14%
- Jet: 12%
- Yacht: 13%

Source: NMMA Business Intelligence
RETAIL SALES REMAIN HEALTHY

Source: Info-Link Technologies & NMMA Business Intelligence
WHAT TO WATCH

- Interest Rates
- New Private Housing Starts
- Fuel Prices
- Fuel Availability
- Consumer Sentiment
- Wholesale & Retail Credit Availability
- Wages & Employment
- SUV & Light Truck Series
- Marine Dealer Inventories
- Consumer Net Worth/Debt
- RV Inventories
PROTECTING & ENGAGING
PROTECT BOATING ACCESS
ENGAGE YOUR POLICY MAKERS TODAY
FOCUS ON SUSTAINABILITY
NEXT GENERATION TECHNOLOGIES AND FUELS
TIME FOR TRANSFORMATION
BOAT SHOW BRAND INTEGRATION

DISCOVER BOATING®
MIAMI INTERNATIONAL BOAT SHOW®

DISCOVER BOATING®
NEW YORK BOAT SHOW®

DISCOVER BOATING®
CHICAGO BOAT SHOW®

DISCOVER BOATING®
NASHVILLE BOAT SHOW®

DISCOVER BOATING®
ATLANTIC CITY BOAT SHOW®

DISCOVER BOATING®
LOUISVILLE BOAT, RV & SPORTSHOW®

DISCOVER BOATING®
MINNEAPOLIS BOAT SHOW®

DISCOVER BOATING®
ST. LOUIS BOAT & SPORTSHOW®

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