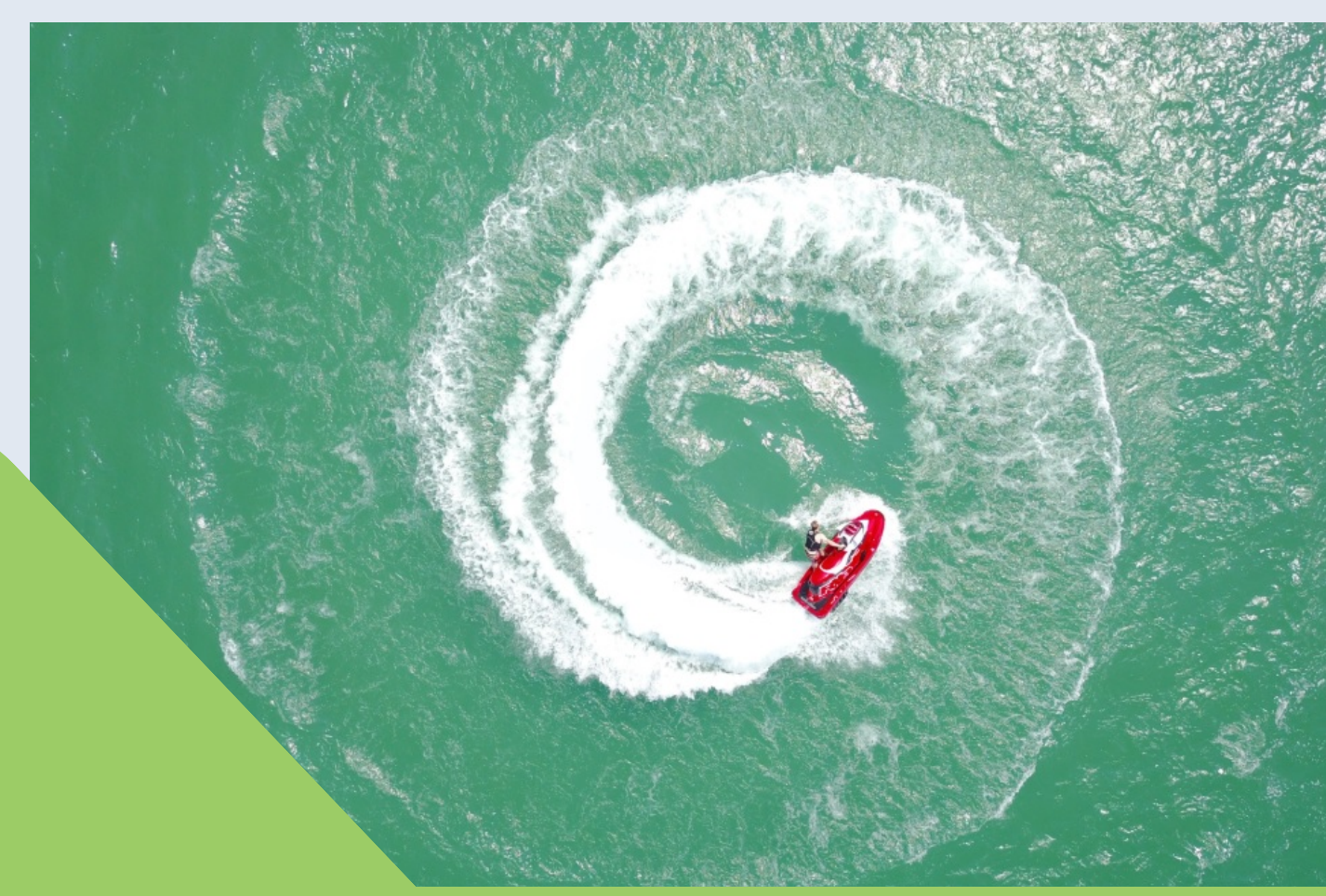
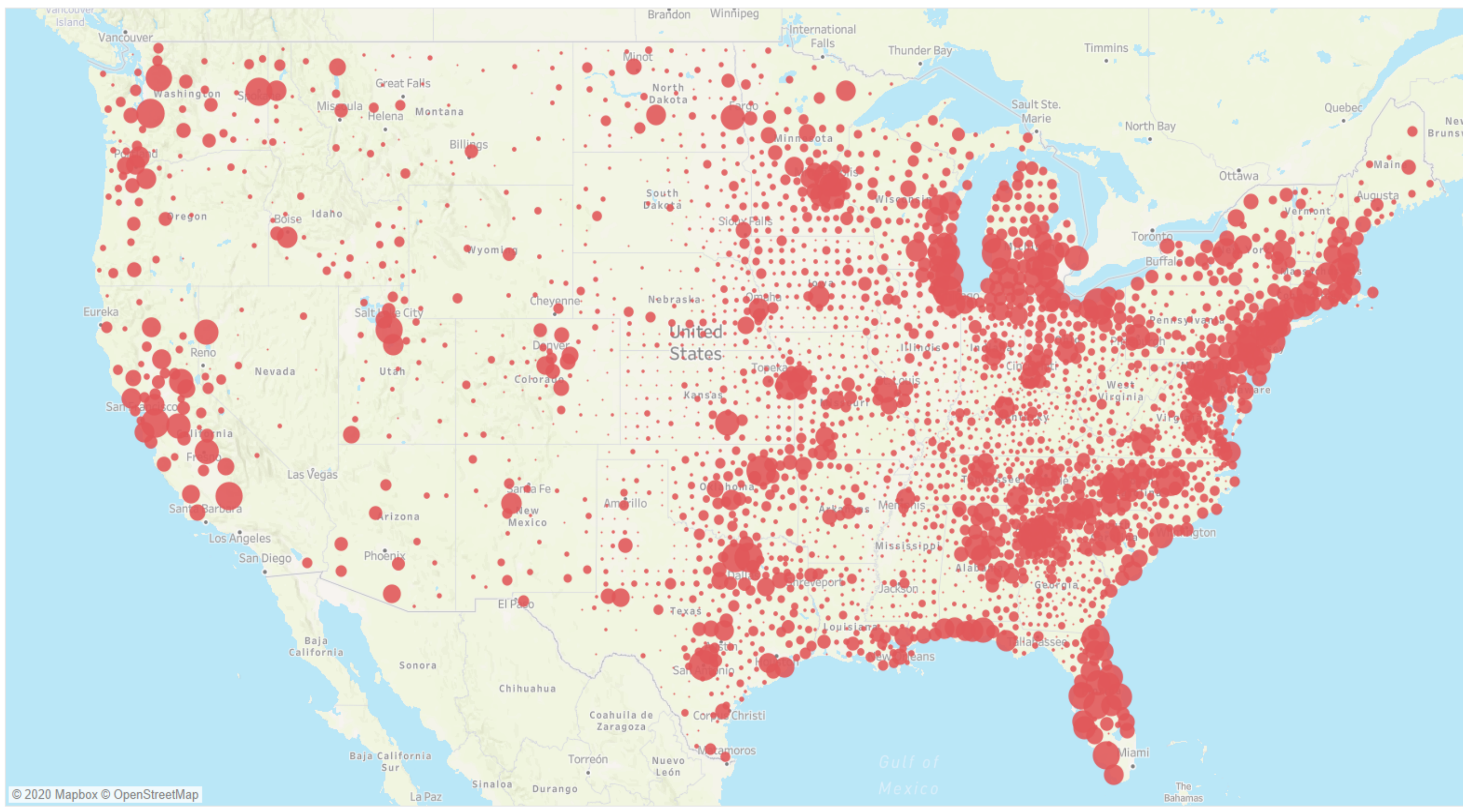


U.S. PWC Market



Total Fleet (all registered PWCs as of year-end 2019)



Total number of PWCs
1,364,000

Purchased in Past 5 Years
55%

Average Annual Scrap Rate
55,000

Average PWC Age
14 yrs

2019 Purchases

73.8K

New PWCs

137.8K

Pre-owned PWCs

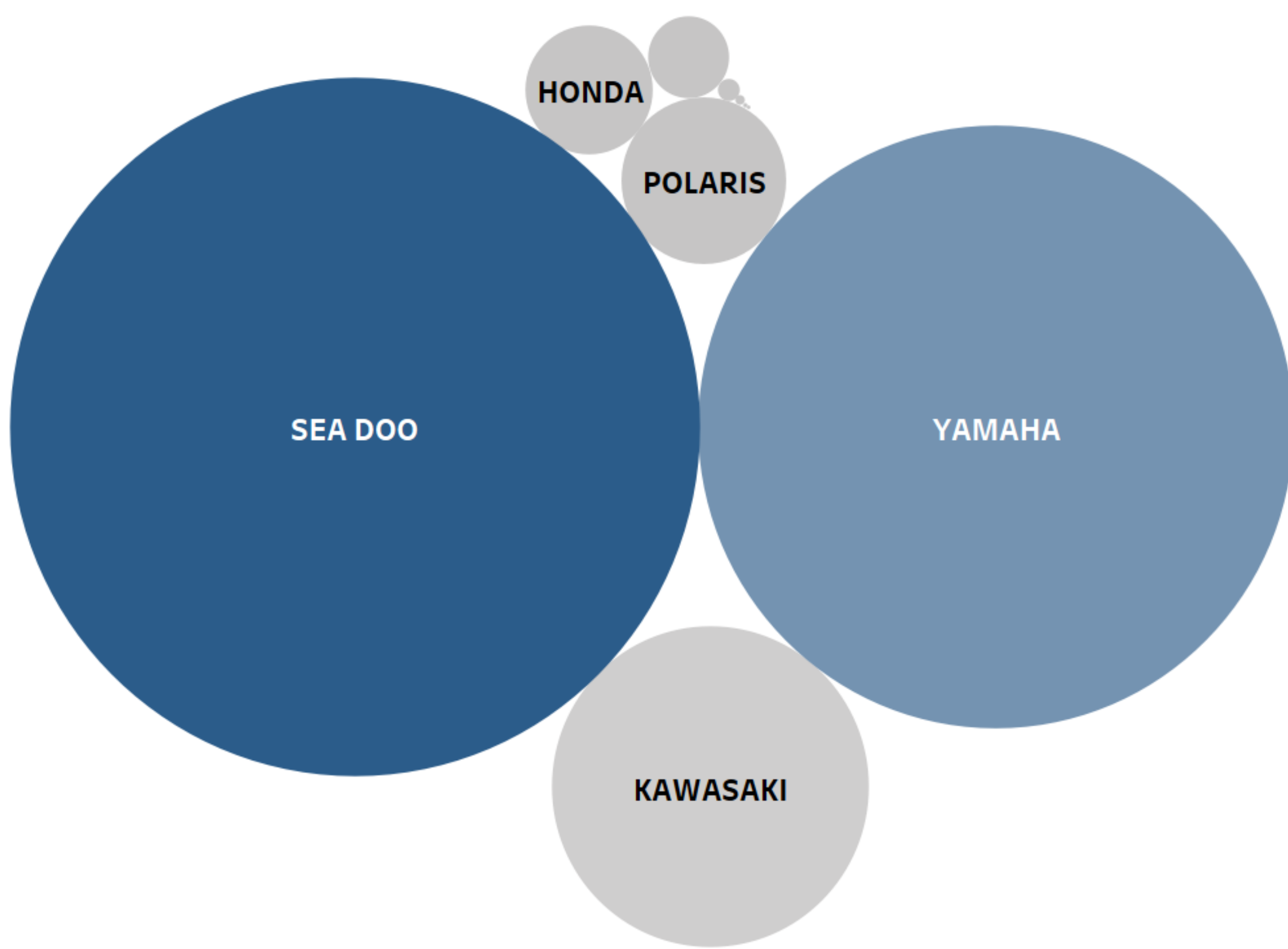
2019 Buyers

34%

First-time Boat Buyers

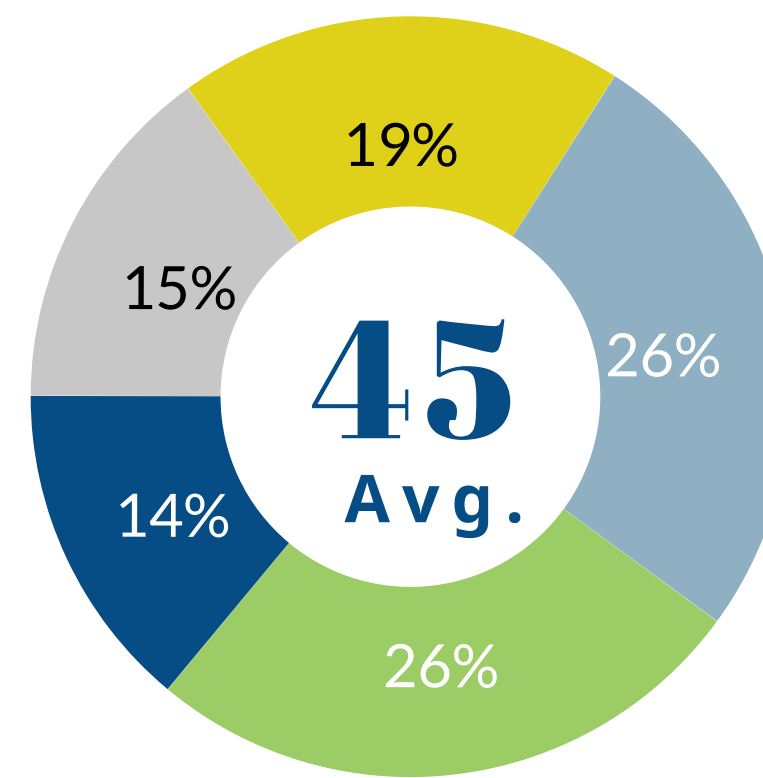
59%

Own More Than One Boat



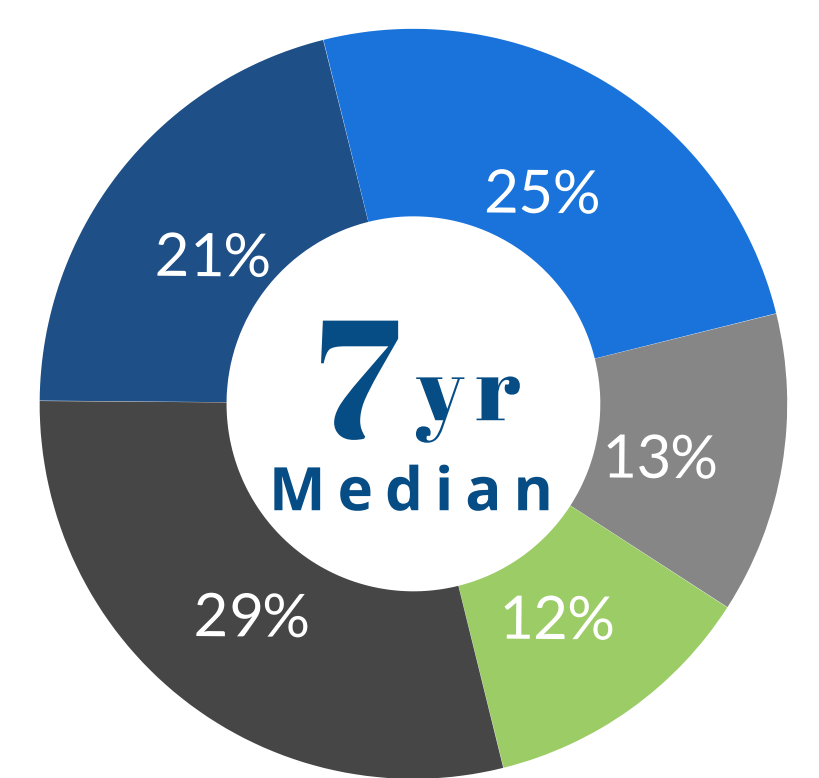
BRANDS purchased - New & Pre-owned

Buyer Age



- < 30 years old
- 30 to 39 years old
- 40 to 49 years old
- 50 to 59 years old
- 60+ years old

Length of Residence



- < 3 years
- 3 to 6 years
- 7 to 10 years
- 11 to 14 years
- 15+ years

Buyers are usually well-established and over 90% own their home