MALIBU BOATS, INC. ANNOUNCES FOURTH QUARTER AND FULL YEAR FISCAL 2026 RESULTS

August 27, 2026

Board Authorizes Fiscal 2027 Share Repurchase Program of $70 Million

LOUDON, Tenn., Aug. 27, 2026 (GLOBE NEWSWIRE) -- Malibu Boats, Inc. (Nasdaq: MBUU) today announced its financial results for the fourth quarter and fiscal year ended June 30, 2026.

Fourth Quarter Fiscal 2026 Highlights Compared to Fourth Quarter Fiscal 2025

- Net sales increased 42.7% to $295.5 million
- Unit volume increased 19.2% to 1,456 units
- Gross profit increased 59.4% to $52.2 million
- General and administrative expenses increased to $31.8 million
- GAAP net income increased 53.7% to $7.4 million
- GAAP net income available to Class A Common Stock per share (diluted) increased 54.2% to $0.37 per share
- Adjusted EBITDA increased 72.7% to $33.9 million
- Adjusted net income per share increased 119.0% to $0.92 per share on a weighted average share count of 19.7 million shares of Class A Common Stock
- Cash flows provided by operating activities increased 28.1% to $27.0 million
- Free cash flow increased 19.3% to $17.0 million

Fiscal Year 2026 Highlights Compared to Fiscal Year 2025

- Net sales increased 13.3% to $914.6 million
- Unit volume increased 0.9% to 4,944 units

- Gross profit increased 1.7% to $146.5 million
- General and administrative expenses increased to $105.1 million
- GAAP net income decreased 88.8% to $1.7 million
- GAAP net income available to Class A Common Stock per share (diluted) decreased 88.2% to $0.09 per share
- Adjusted EBITDA decreased 1.1% to $73.9 million
- Adjusted net income per share decreased 3.8% to $1.52 on a weighted average share count of 19.3 million shares of Class A Common Stock
- Cash flows provided by operating activities increased 19.5% to $67.5 million
- Free cash flow increased 48.3% to $43.2 million

Steve Menneto, President and Chief Executive Officer of Malibu Boats, Inc., commented, "Fiscal 2026 demonstrated the power of our strategic execution. We delivered a strong finish to the year, driven by better than expected net sales, disciplined cost management, dealer network optimization, and the successful integration of Saxdor in our first four months with the business. We also invested meaningfully in innovation as our Model Year 2026 lineup added eleven new models across the portfolio that brought new features as well as value to our product line. The Saxdor integration is progressing well, with the completion of our first domestically-built Saxdor boats at our Fort Pierce, Florida facility expected in the first half of fiscal 2027. While we're seeing early signs of stabilization across the industry, we are contending with macro disruptions that continue to pressure the payment buyer, which presents a near-term headwind to an inflection in the cycle. That said, we like how we're positioned relative to the industry heading into fiscal 2027 and expect to build on the momentum we established, while remaining intentional about our outlook until we see more durable evidence of a broader recovery."

David Black, Chief Financial Officer of Malibu Boats, Inc., added, "We closed the year with a strong balance sheet and began our new fiscal year with the completion of our credit agreement refinancing, which extends our maturity through 2031 and gives us added liquidity and flexibility. Our leverage remains well below our stated maximum target, even after financing the Saxdor acquisition. While we chose to pause our open market purchases during our lender negotiations, the Board authorized a new $70 million share repurchase program for fiscal 2027 in June, and we closed our refinancing in July, underscoring our confidence in the business and our commitment to returning capital to shareholders. With that flexibility now in place, we remain opportunistic on capital allocation and are well positioned to keep investing in the business as we move through fiscal 2027."