

A photograph of an industrial facility, likely a power plant or refinery, during sunset. The sky is a mix of orange, yellow, and blue. In the foreground, a long, dark, corrugated metal building with several large windows and doors is visible. To the left, a tall, dark, vertical structure is partially visible. In the background, several tall, dark, vertical structures (stacks or chimneys) rise from the facility. The overall scene is industrial and modern.

Investor Presentation

August 2026

GENERAC®

INVESTOR RELATIONS

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Forward Looking Statements

Certain statements contained in this news release, as well as other information provided from time to time by Generac Holdings Inc. or its employees, may contain forward-looking statements that involve risks and uncertainties that could cause actual results to differ materially from those in the forward-looking statements. Forward-looking statements give Generac's current expectations and projections relating to the Company's financial condition, results of operations, plans, objectives, future performance and business. You can identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. These statements may include words such as "anticipate," "estimate," "expect," "forecast," "project," "plan," "intend," "believe," "confident," "may," "should," "can have," "likely," "future," "optimistic" and other words and terms of similar meaning in connection with any discussion of the timing or nature of future operating or financial performance or other events.

Any such forward-looking statements are not guarantees of performance or results, and involve risks, uncertainties (some of which are beyond the Company's control) and assumptions. Although Generac believes any forward-looking statements are based on reasonable assumptions, you should be aware that many factors could affect Generac's actual financial results and cause them to differ materially from those anticipated in any forward-looking statements, including:

- frequency and duration of power outages impacting demand for our products;
- fluctuations in cost, availability, and quality of raw materials, key components and labor required to manufacture our products;
- our dependence on a small number of contract manufacturers and component suppliers, including single-source suppliers;
- changes and volatility with respect to the trade policies of various countries, which may result in new or increased tariffs, trade restrictions, or other unfavorable trade actions;
- our ability to protect our intellectual property rights or successfully defend against third party infringement claims;
- changes in durable goods spending by consumers and businesses or other global macroeconomic conditions, impacting demand for our products;
- changes in governmental policies, particularly with respect to tax incentives, tax credits, or grant programs, which could: (i) affect the demand for certain of our products; or (ii) result in a withdrawal or reduction of grants previously awarded to the Company;
- increase in product and other liability claims, warranty costs, recalls, or other claims;
- significant legal proceedings, claims, fines, penalties, tax assessments, lawsuits or government investigations;
- our ability to consummate our share repurchase programs;
- our failure or inability to adapt to, or comply with, current or future changes in applicable laws, regulations, and product standards;
- our ability to develop and enhance products and gain customer acceptance including our offerings that serve the data center and energy technology markets;
- uncertainty regarding the growth of the data center market;
- increase in contract risk related to terms with certain data center customers, including cancellation rights, delivery requirements, and potential liability exposure tied to our performance obligations or other claimed damages;
- our ability to accurately forecast demand for our products and effectively manage inventory levels relative to such forecast;
- our ability to remain competitive;
- our dependence on our dealer and distribution network;
- market reaction to changes in selling prices or mix of products;
- loss of our key management and employees;
- disruptions from labor disputes or organized labor activities;
- our ability to attract and retain employees;
- disruptions in our manufacturing operations;
- the possibility that the expected synergies, efficiencies and cost savings of our acquisitions, divestitures, restructurings, or realignments will not be realized, or will not be realized within the expected time period;
- risks related to sourcing components in foreign countries;
- compliance with environmental, health and safety laws and regulations;
- scrutiny regarding our sustainability practices;
- government regulation of our products;
- failures or security breaches of our networks, information technology systems, or connected products;
- risks due to instability caused by geopolitical conflicts;
- our ability to make payments on our indebtedness;
- terms of our credit facilities that may restrict our operations;
- our potential need for additional capital to finance our growth or refinancing our existing credit facilities;
- risks of impairment of the value of our goodwill and other indefinite-lived assets;
- volatility of our stock price; and
- potential tax liabilities.

Should one or more of these risks or uncertainties materialize, Generac's actual results may vary in material respects from those projected in any forward-looking statements. A detailed discussion of these and other factors that may affect future results is contained in Generac's filings with the U.S. Securities and Exchange Commission ("SEC"), particularly in the Risk Factors section of the Annual Report on Form 10-K and in its periodic reports on Form 10-Q. Stockholders, potential investors and other readers should consider these factors carefully in evaluating the forward-looking statements.

Any forward-looking statement made by Generac in this press release speaks only as of the date on which it is made. Generac undertakes no obligation to update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.

Generac Overview

Generac Overview



LTM SALES MIX BY SEGMENT



Residential: 56% (\$2.5B)
C&I: 44% (\$2.0B)



LTM Net Sales
\$4.4 Billion



LTM Adjusted EBITDA
\$863 Million



LTM Cash Flow From Ops
\$548 Million



Scale
~9,400 global employees and 19 manufacturing facilities



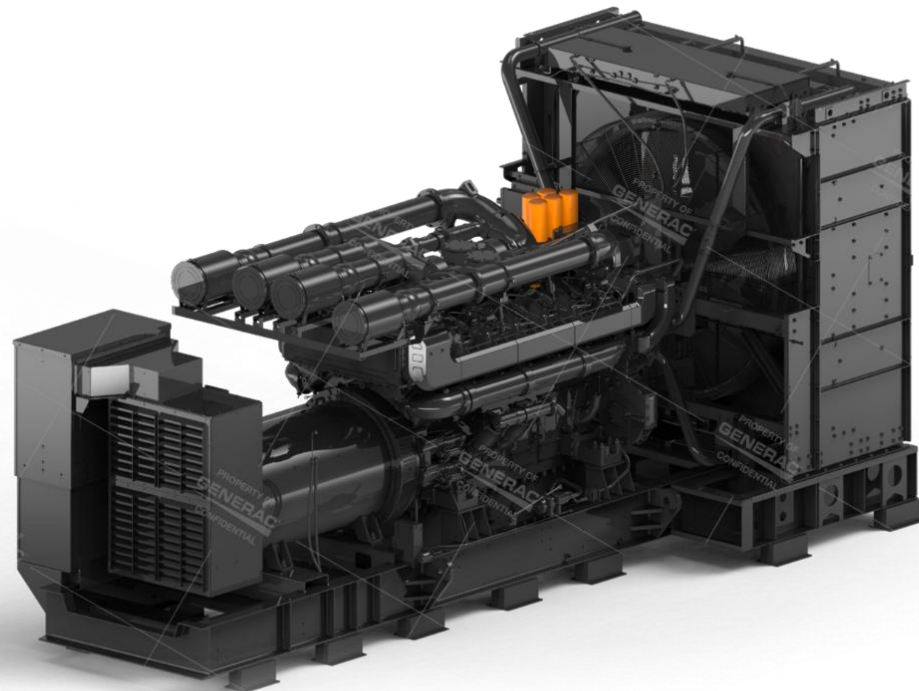
Innovation
~1,200 engineers worldwide focused on product development and quality



Distribution
Omni-channel distribution with thousands of dealers, wholesalers, retailers, and e-commerce partners

Investment Highlights

Industry leader in backup power solutions with track record of growth



Omni-channel distribution network

Global manufacturing and distribution footprint

Product breadth across energy management solutions



C&I Segment

Capturing A Generational Growth Opportunity

- Large MW solutions multiply served market via data centers
- Core strengths drive share gains in growing global end markets

Residential Segment

Mega-Trends Support Long-Term Growth

- Significant penetration opportunity in home standby category
- Differentiated home energy ecosystem to combat higher prices

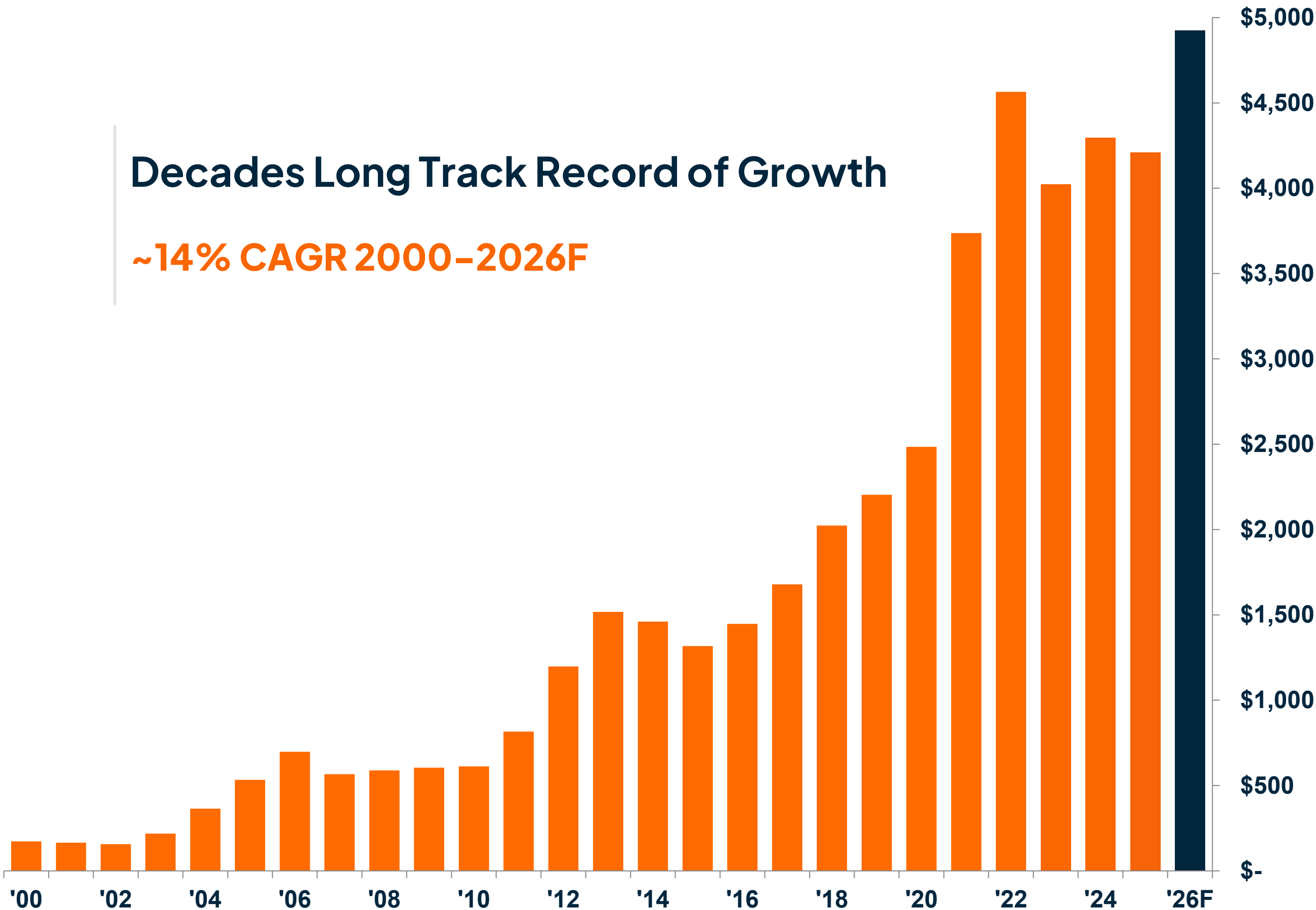
Mega-Trends Support Generational Growth Opportunity

Track Record of Growth



Decades Long Track Record of Growth

~14% CAGR 2000–2026F



Note: \$ amounts in millions. Represents net sales. Figures include results from acquisitions completed during 2011–present. CAGR measures revenue growth through 2026F off 2000. 2026F figure assumes midpoint of guidance updated on April 29th, 2026.

Product Overview

*LTM figures as of 6/30/2026

Residential – \$2.5B Net Sales*



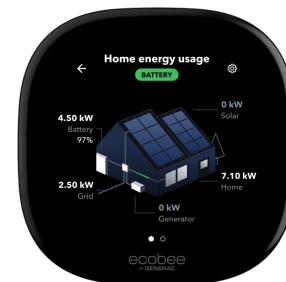
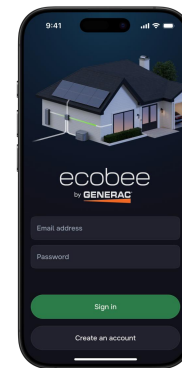
Home Standby Generators



Portable Generators



Microinverter



ecobee Energy Hub Solutions



Residential Energy Storage



EV Charger



Residential Load Manager



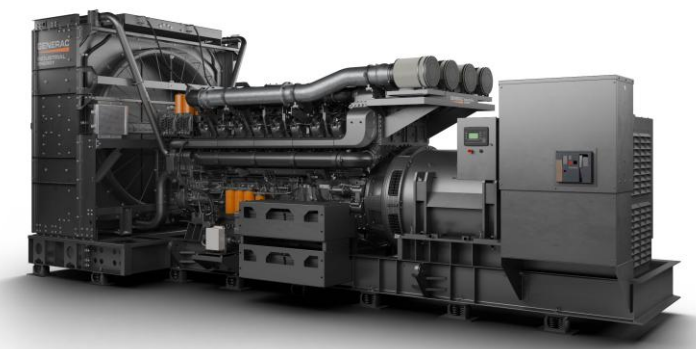
Chore Products

Aftermarket Parts & Accessories, Extended Warranty, ecobee+, Other Services

Commercial & Industrial – \$2.0B Net Sales*



Natural Gas & Diesel Fueled
Stationary Generators
10kW – 2MW



Large MW Diesel
Generators
2.25MW – 3.25MW



Controls
& Connectivity



Mobile Generators &
Light Towers
3kW – 2.3MW

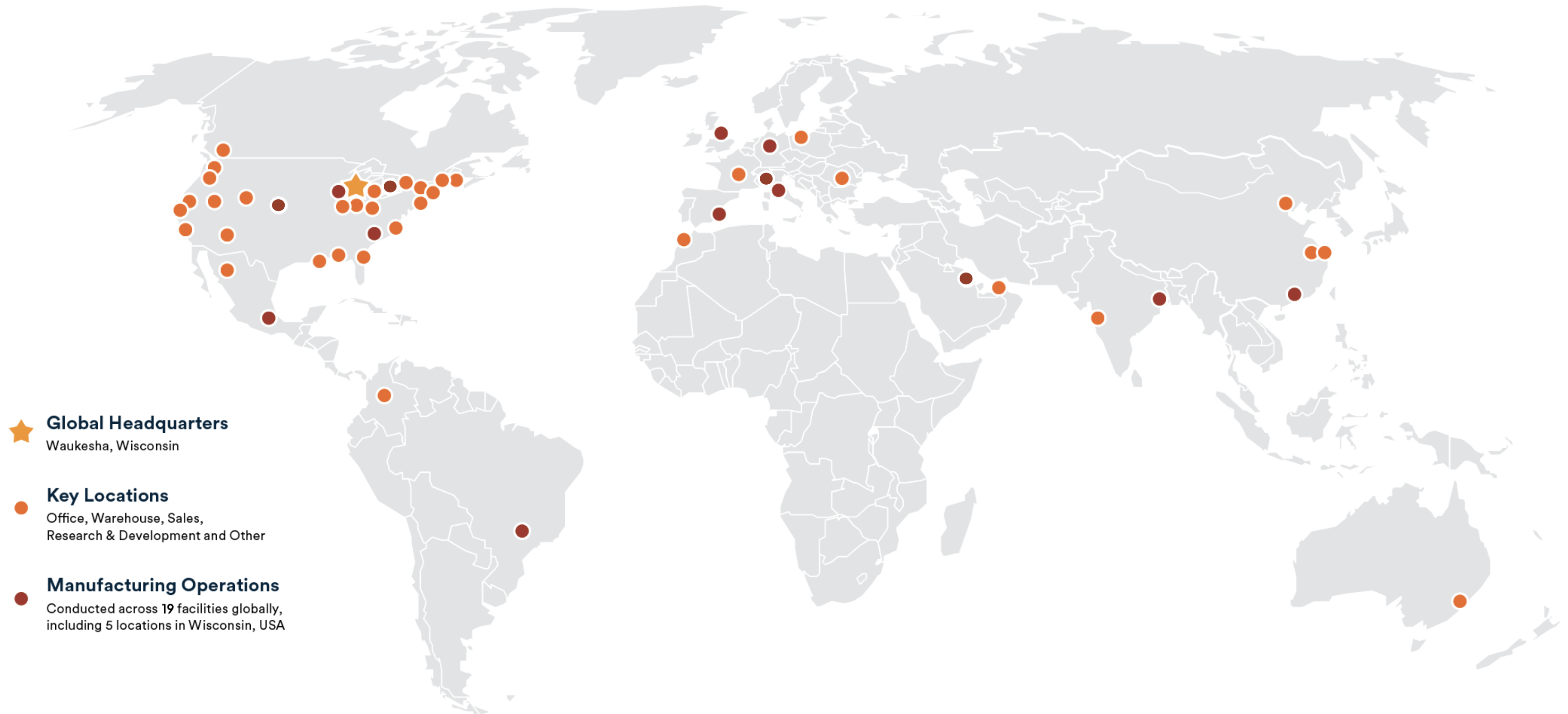


C&I BESS, Mobile BESS, & Grid Services
20kWh – 5MWh

Aftermarket Parts & Accessories, Extended Warranty, Microgrid Controls, Services

Generac

Global Footprint



Unmatched Omni-Channel Distribution

Residential Network

Residential Dealers

Generator experts providing direct sales, install & service capabilities

Wholesale Distributors

Deep relationships with electrical, HVAC & solar contractors

Retail Outlets

Create product awareness & availability

More than 10,000 Channel Partners* in the Evolving Generac Home Network



C&I Network

Industrial Distributors

Engage specifying engineering firms, aftermarket service

Data Center, Telecom & Rental

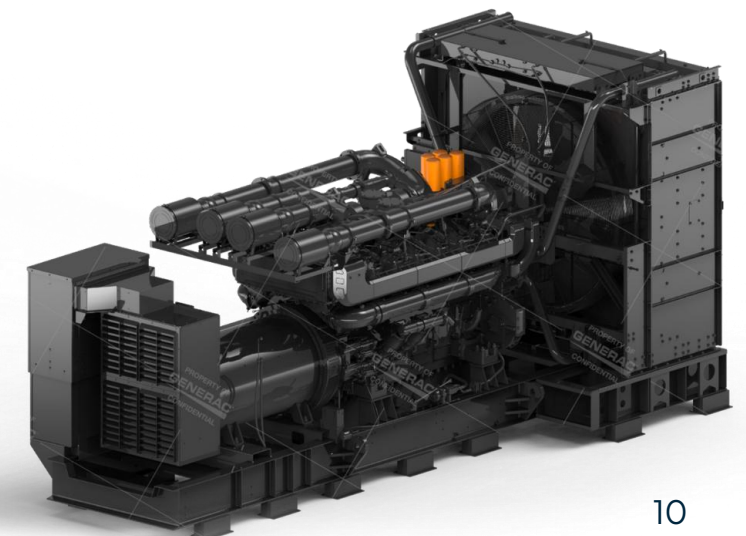
Direct sales to large customers in growing markets

Other Direct C&I

Access to strategic verticals with custom solutions

International Branches

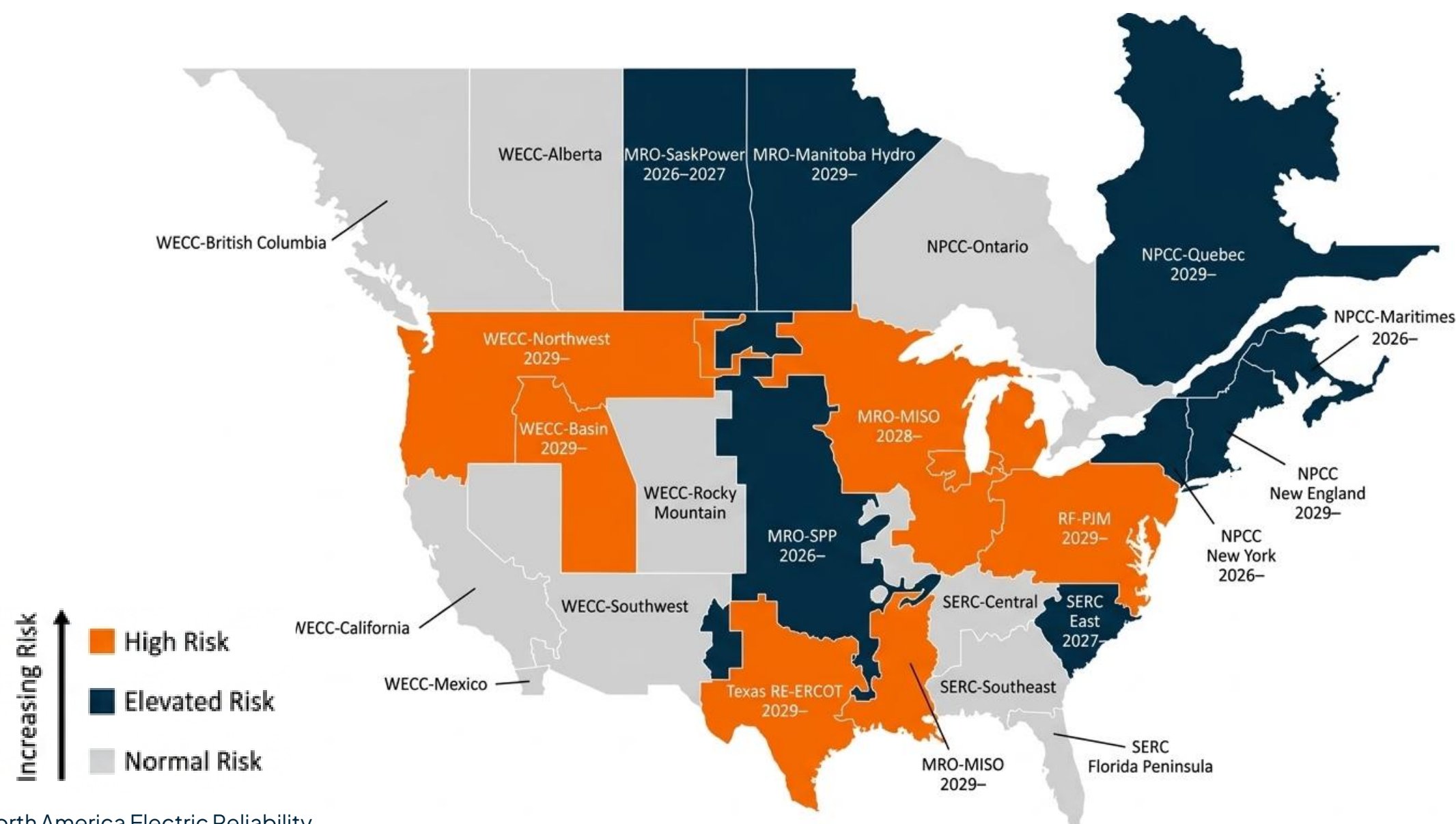
17 branches. Local Expertise, Global Scale.





Mega-Trends Review: **Lower Power Quality**

Nearly half of U.S. population in region considered **High Risk**



North America Electric Reliability
Corporation Long-Term Risk Assessment

More frequent severe & volatile weather, growing supply/demand imbalances, and aging grid infrastructure expected to result in increased power outage activity

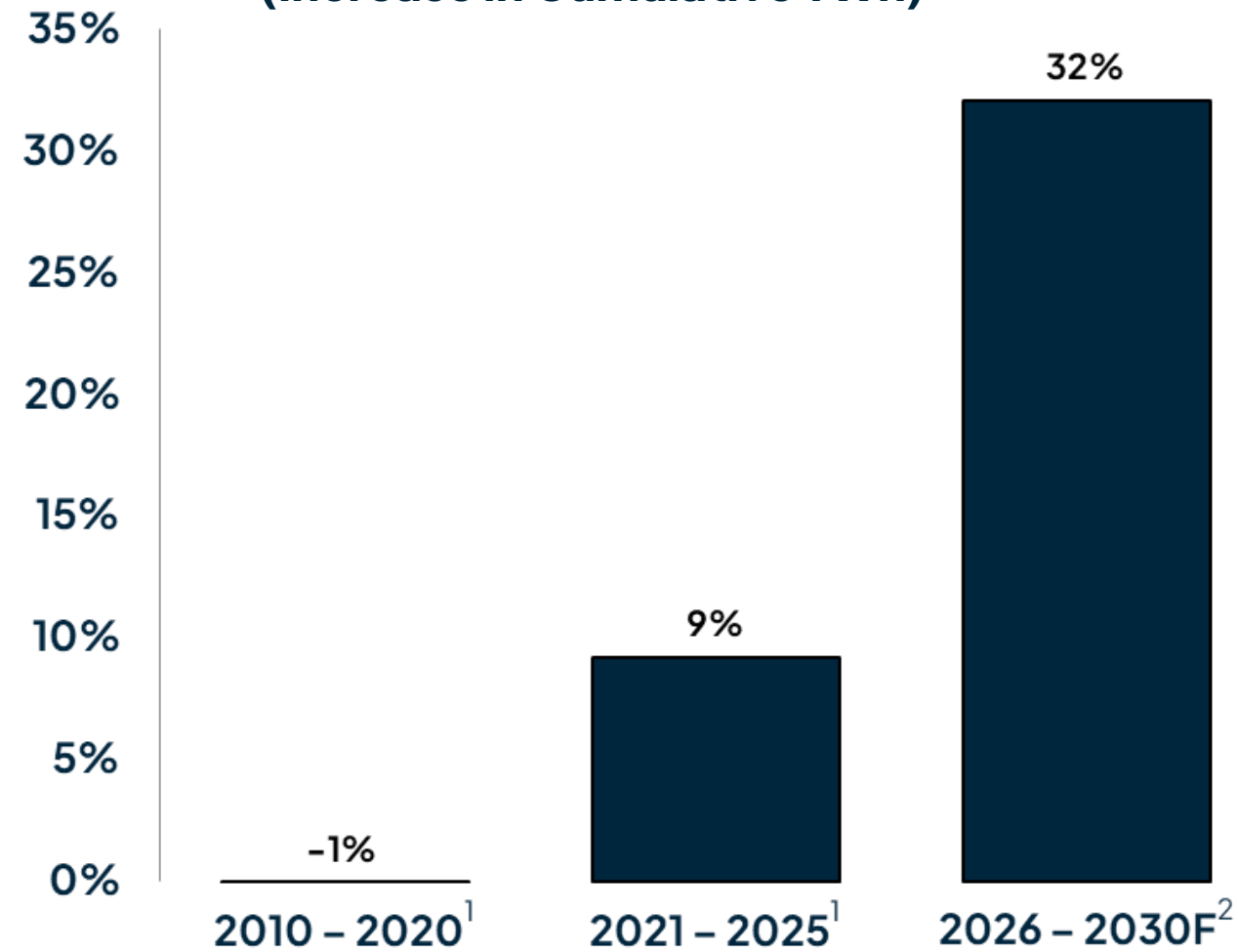
RISK DRIVERS:

- Escalating demand growth
- Increased intermittent generation
- Retirement of traditional thermal generation
- Infrastructure development uncertainty



Mega-Trends Review: Higher Power Prices

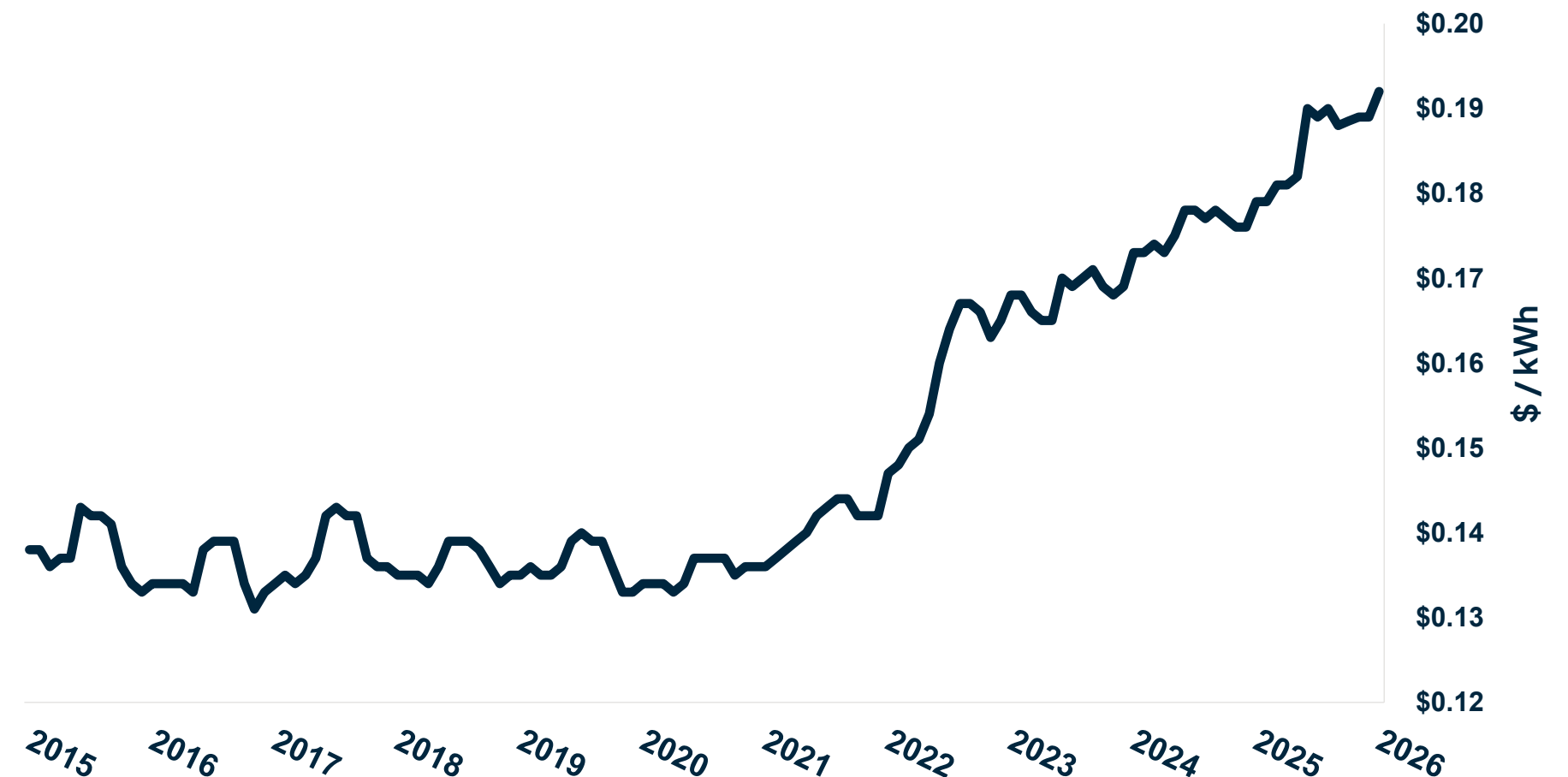
U.S. Electricity Demand Changes (Increase in Cumulative TWh)



Accelerating Demand Growth Causes Upward Pressure on Prices

- **Dispatchable power supply lagging accelerating demand through 2030**
Incremental 166GW demand vs 81GW dispatchable supply³
- **2030 peak demand forecasts accelerating**
+2.5x vs prior year forecast
- **Data center demand driving future load growth**
Electricity demand expected CAGR of 5.7% through 2030²

U.S. Residential Electricity Price



Additional Drivers of Continued Price Increases

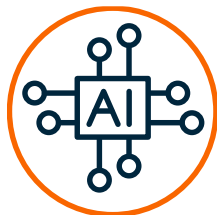
- **Grid infrastructure requires significant investment**
\$1.4 Trillion U.S. Electric Utility CapEx 2025-2030⁴
- **Rising & volatile fuel prices**
2025 natural gas electric power price +40% Y/Y¹
- **Grid hardening, storm recovery, insurance costs**
Costs to recover and insure against hurricanes, wildfires, etc.

Mega-Trends Review: Global Infrastructure & AI



Required Investment in Global Infrastructure

~\$100 Trillion global infrastructure investment required through 2040 – secular growth driver for C&I products



AI Driving Rapid Capital Deployment

Data center load growth driving generational C&I growth opportunity & grid supply/demand imbalance



Transport & Logistics
\$36 Trillion

Railways, highways, ports, airports, and canals



Energy & Power
\$23 Trillion

Generation, transmission, & distribution assets



Digital
\$19 Trillion

Data centers, telecom, fiber & support solutions



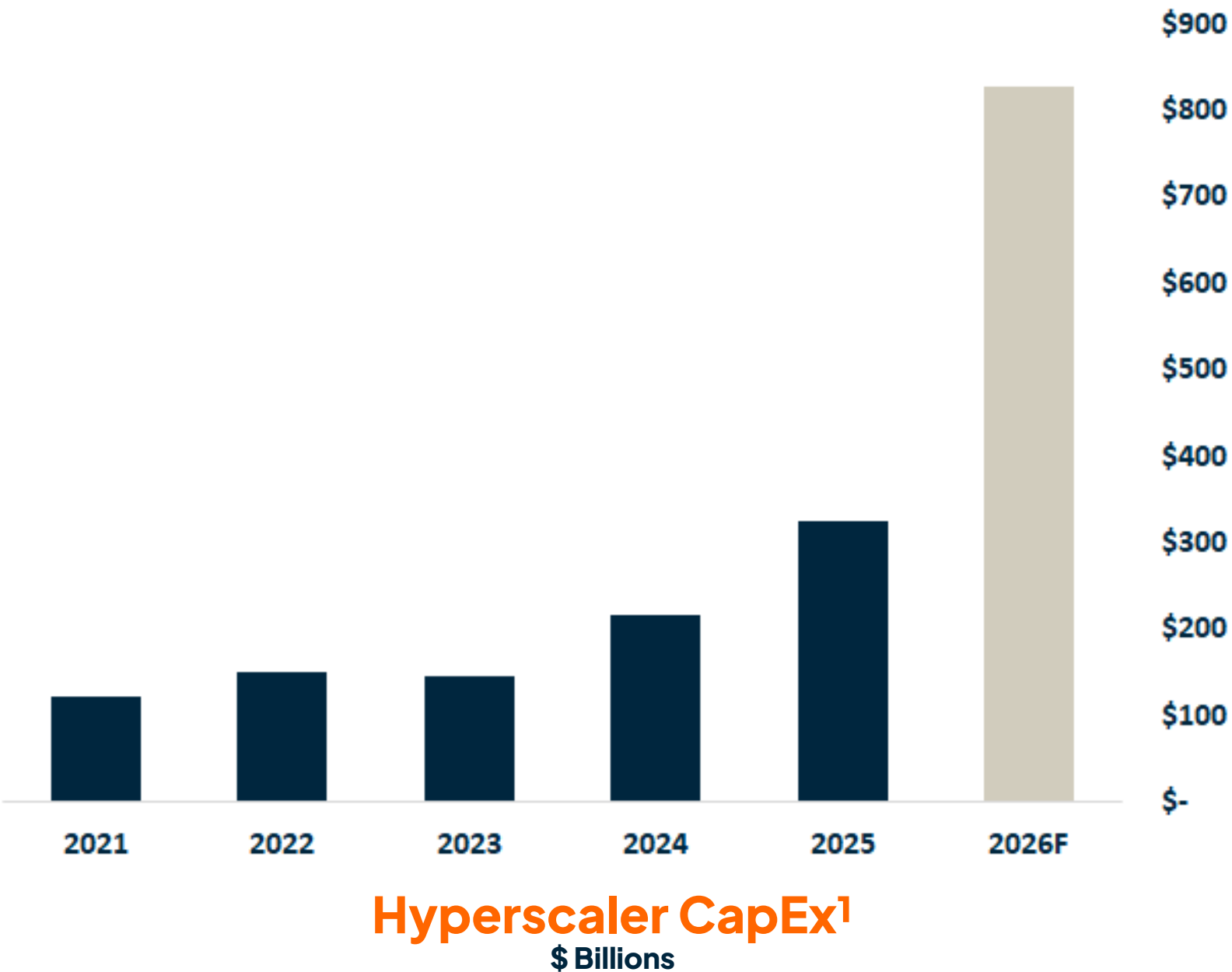
Social
\$16 Trillion

Education, healthcare, civic facilities, etc.



Waste & Water
\$6 Trillion

Waste management, wastewater & water systems



¹ Amazon, Alphabet, Meta, Microsoft, Oracle historical capital expenditures & most recent Annual Guidance



Powering a smarterworld.

Improve energy
resilience and
independence.



Increase power reliability through onsite generation and storage solutions that provide resiliency for homes, businesses and communities.

Optimize energy
efficiency and
consumption.



Enable efficient power generation and consumption through monitoring, management and energy optimizing solutions.

**Innovate to
Protect and
build** critical
infrastructure.



Offering innovative solutions that enable and protect next-generation energy production, data centers, and other critical infrastructure.

Our Purpose: Lead the evolution to more resilient, efficient, and innovative energy solutions.



Commercial & Industrial Segment

Capturing A Generational Growth Opportunity



Serving Diverse End Markets

Expanding Competencies & Markets

End Markets	Go-To-Market		Generator Sizing	
	Direct	Distribution	<2MW	>2MW
Industrial		✓	✓	✓
Data Centers	✓	✓	✓	✓
Manufacturing		✓	✓	✓
Retail	✓	✓	✓	
Commercial		✓	✓	
Mining, Oil & Gas	✓	✓	✓	✓
Agriculture		✓	✓	
Healthcare	✓	✓	✓	✓
Telecom	✓		✓	
Waste & Water		✓	✓	✓
Rental	✓		✓	✓
Other	✓	✓	✓	✓

Global Distribution Capabilities

- Complete distributor coverage in North America
- 17 sales branches Internationally
- Broad energy solutions offering
- Direct sales capabilities with large national & global accounts
- Global aftersales service & support network

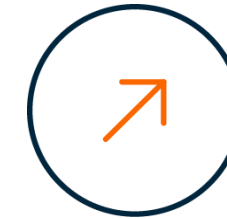
The Generac Advantage

How We Compete Above 2MW



Innovation

- Demonstrated history in engineered solutions
- Controls systems leadership
- Integrated multi-asset solutions



Execution at Scale

- ~50-year track record of execution in C&I markets
- Global manufacturing & customization capabilities
- Competitive lead times across product offerings



Operational Excellence

- Vertical integration in fabrication, packaging
- Global service networks & direct sales force
- Agility to serve dynamic customer & market needs



Strategic Partnerships

- Global infrastructure companies & other EPCs
- World-class engine partners with scale
- Decades-long global supply chain relationships

Global Service Capabilities

~900 Domestic Field Techs

~400 Domestic Data Center Field Techs

~800 International Service Partners

24/7 Remote Monitoring & Diagnostics



Proactive Maintenance

Scheduled programs designed to maximize uptime and eliminate unplanned outages before they occur.



Emergency Response

Rapid-response protocols with dedicated data center technicians ensuring the fastest possible resolution when it matters most.



End-to-End Platform

Salesforce-powered Service Desk Case Management and digital platforms that provide full visibility, traceability, and scalable support.

Global Data Center Market Capitalizing on a Generational Growth Opportunity

Securing Agreements to Drive Future Growth

- Global supply agreements with two hyperscale customers
- **Data center product backlog: \$1.6 Billion¹**

Incremental Opportunity in Expanding Market

- Global market supply shortfall for large diesel generators
- Data center power requirements growing rapidly

Capacity Expansion & Vertical Integration

- >\$1.25B global manufacturing capacity for large MW gens by Q4 2026
- Path to 3X capacity by end of Q3 2027 from \$1.25B starting point
- Enercon acquisition brings packaging capabilities in house
- Additional organic investments in packaging capacity
- Internal packaging capacity increases control over delivery timelines
- Vertical integration increases C&I margin profile



¹ As of 7/29/2026, does not include volumes from 2nd hyperscaler agreement

Multi-Asset Energy Integration

Solutions for Every Backup Power Need

ASSETS: Gen only → Multi-asset energy systems

USE CASE: Resilience only → Multiple value prop

GRID INTERACTION: Isolated → Grid parallel

M&A accelerates technical roadmap



LEAST COMPLEX

MOST COMPLEX

Standby gens



Parallel gens



Beyond standby gens
with controls



Multi-asset systems
with controls



Integrated, multi asset,
grid interactive energy
systems





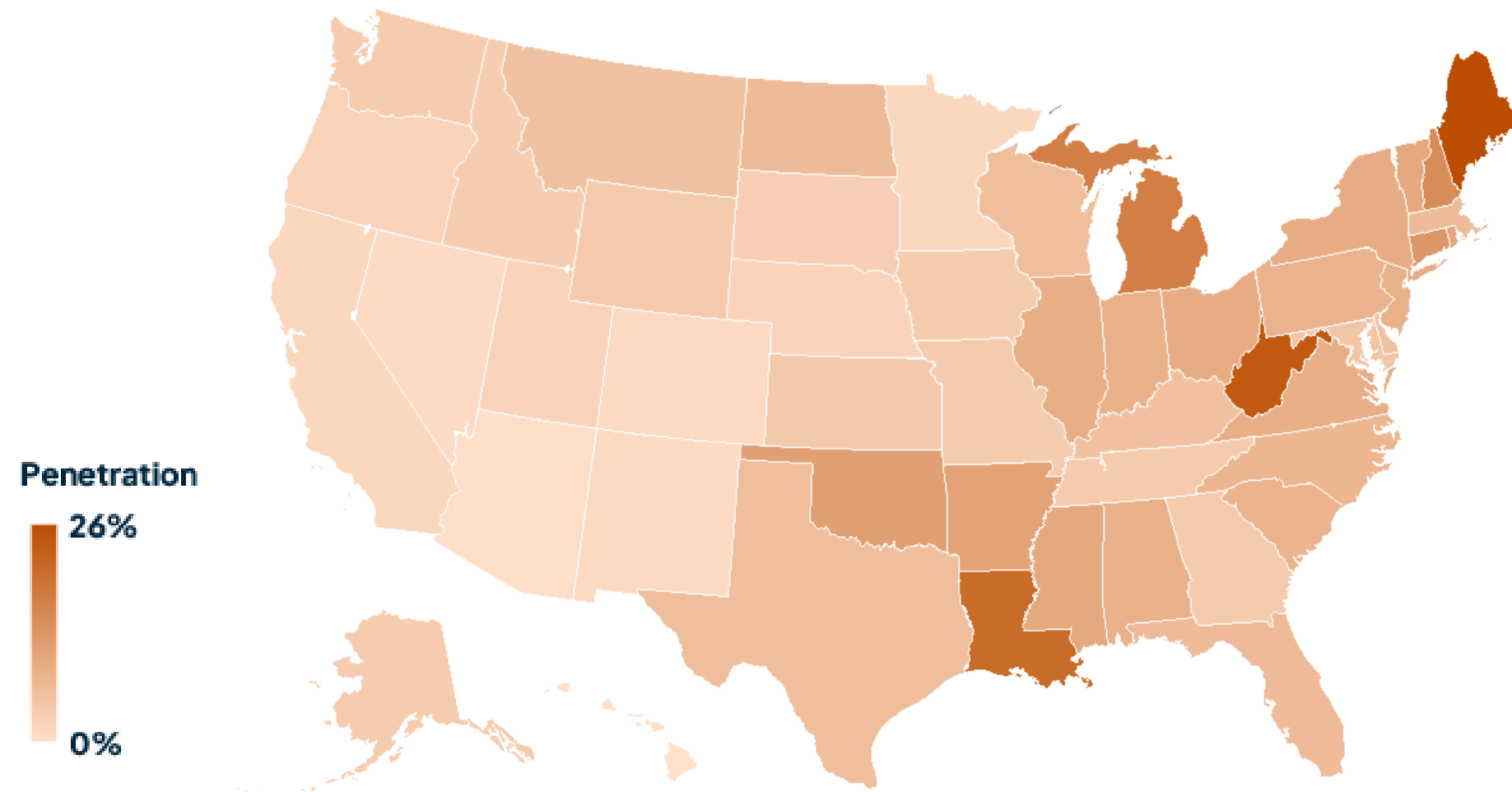
Residential Segment

Mega-Trends Support Long-Term Growth



Home Standby Opportunity

A Growing and Underpenetrated Market



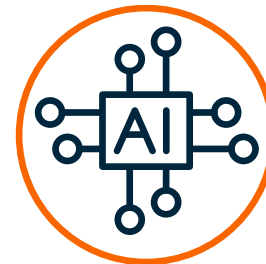
Top 5 States Average Penetration Rate ~20%



Lower Power
Quality



Higher Power
Prices



AI Adoption
Accelerating

GENERAC[®]

Widespread Growth Potential

6.75% Current Penetration

63M Addressable Homes¹

>\$50 Billion Incremental Opportunity

HSB Opportunity to 20% Penetration Rate



**Replacement
Opportunity**

~8% of activations
are replacements

**New Home
Opportunity**

~15% of activations
from new construction

¹Addressable homes = owner occupied, single family, detached homes, >\$175k value; as of 2025

Competitive Advantages to Capture HSB Penetration Opportunity



Solution Breadth

Building & Developing Distribution

Direct Consumer Marketing

Market Creation

Brand Strength

Technical Capabilities

Unmatched Scale

Category Innovation

- Broadest, most powerful, air-cooled lineup in the market
- Meter switch, smart breaker, & field pro app enable affordability & efficiency
- Fully integrated smart thermostat enabling load shed & enhance user experience



Relentless Market Creation

- Scaled TV Advertising to expand reach
- Optimized marketing & Lead nurturing enabled by AI
- Advanced digital marketing to optimize marketing reach & spend

Unified Network Expansion

- Developing unmatched partner network to deliver Generac energy solutions
- Optimized sales process & tools drive win rates
- Leveraging data & experience to enhance lead distribution system

Differentiated Home Energy Ecosystem of the Future

- 1 Prioritize energy resilience & independence
- 2 Deliver savings by optimizing for energy efficiency
- 3 Balance comfort and conservation

Multiple hardware devices connected to a single interface to optimize home energy generation & consumption.



Power Generation & Storage | Monitoring & Management Devices | Platform & Controls | Grid Services

Home Integration Strengthens Core Generator Business

Innovative Differentiation



Generac Meter Switch



ecobee Energy Hub / Smart Thermostat

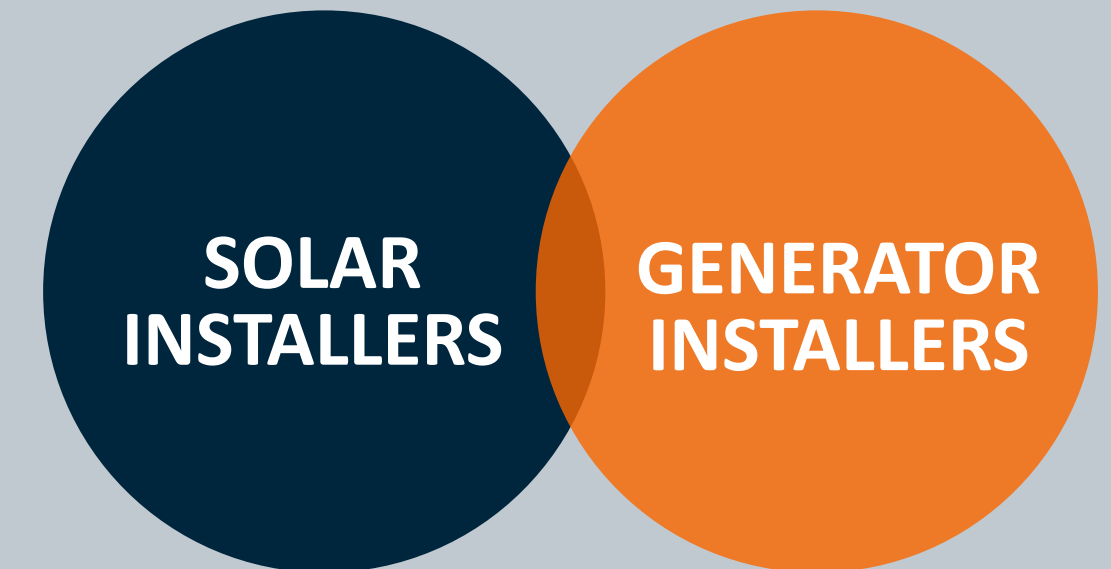


Generac Smart Breaker

Solar Savings Can Offset Generator Costs

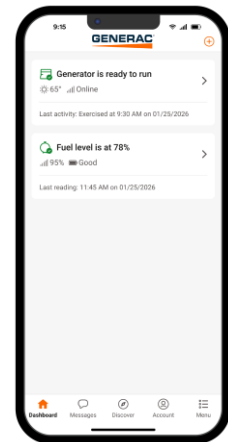


Expanded Overlapping Channels



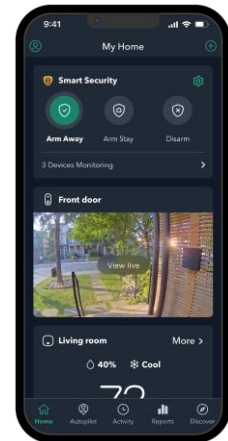
Unified Energy Experience For Customers & Installers

ecobee by Generac & Generac Field Pro



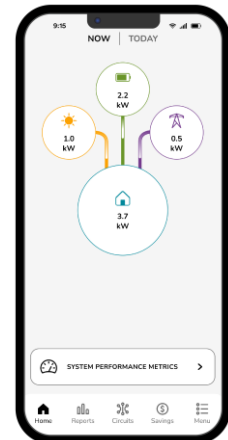
Mobile Link

Remote monitoring
for generators &
fuel monitors



ecobee

Smart home
control for
thermostats and
security devices



PWRview

Real-time energy
insights for PWRcell,
PWRmicro, and
PWRmanager

COMMON CUSTOMER EXPERIENCE



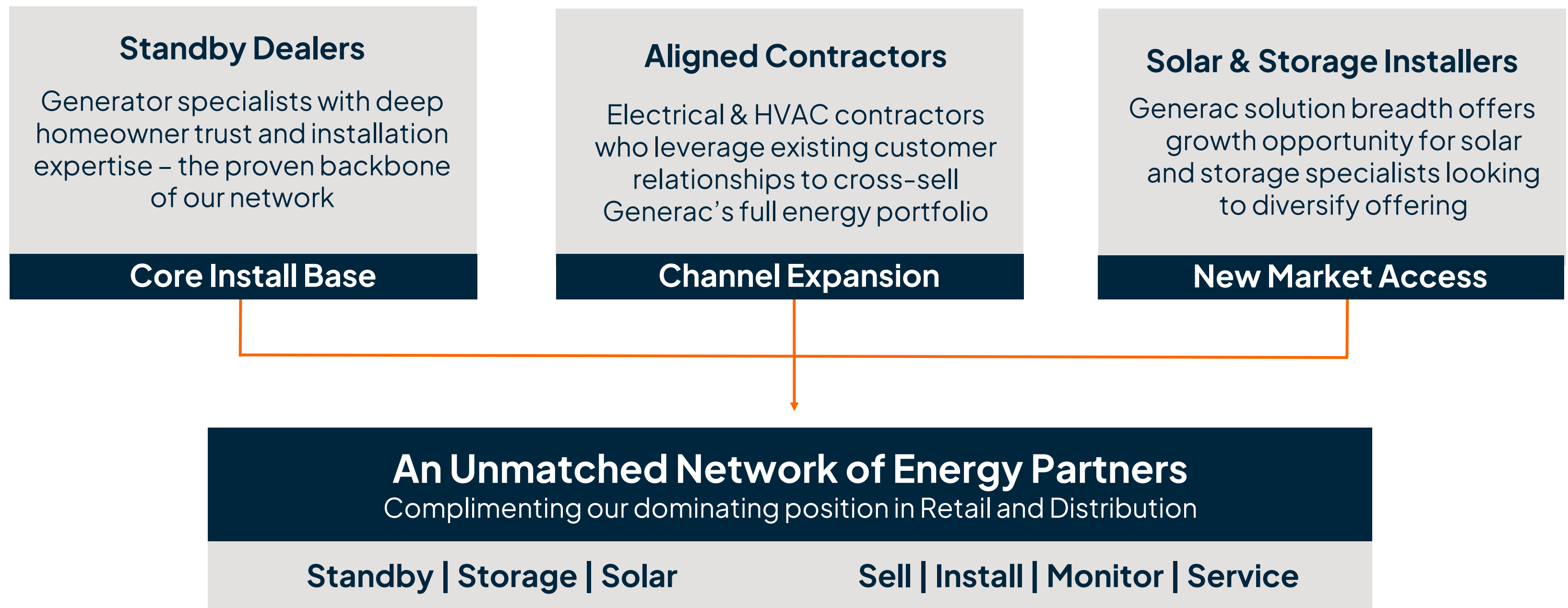
COMMON INSTALLER EXPERIENCE



Fully Integrated “Energy Hub of the Home” Experience

Unified Network Development

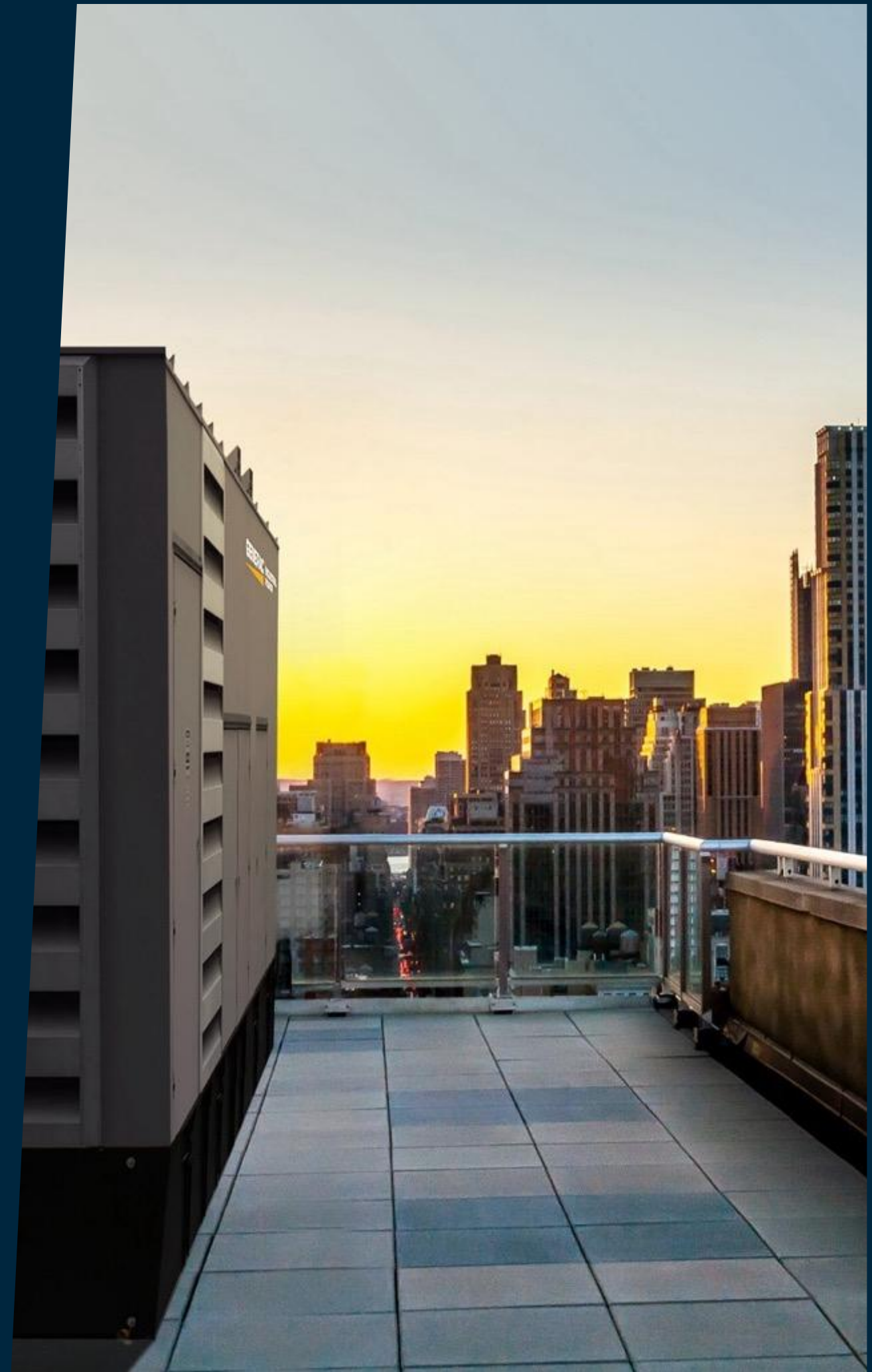
Expanding Distribution Bandwidth & Reach



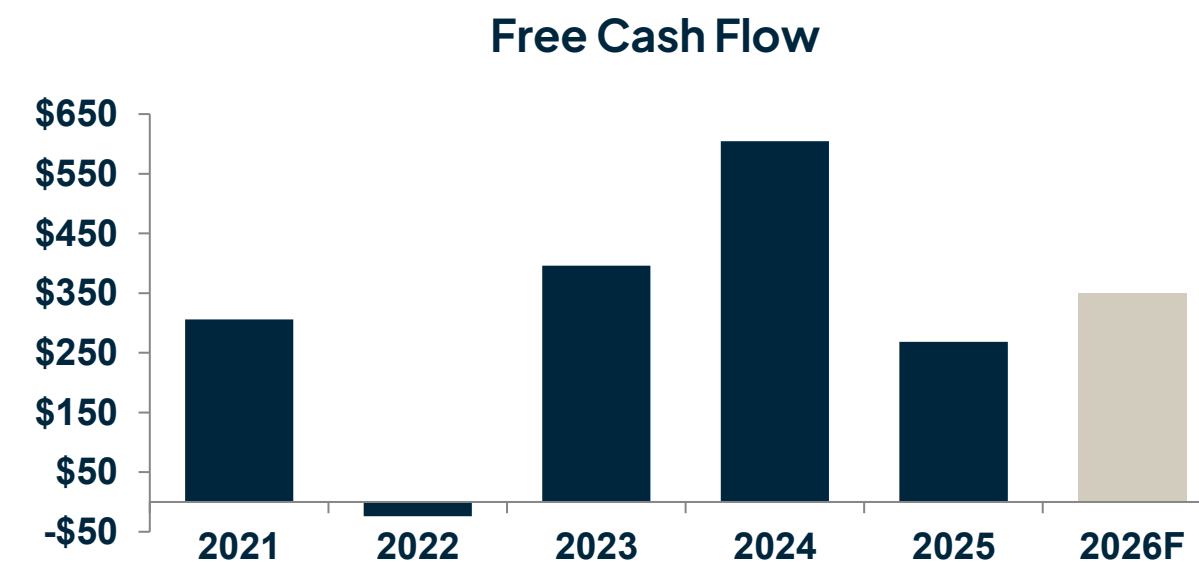
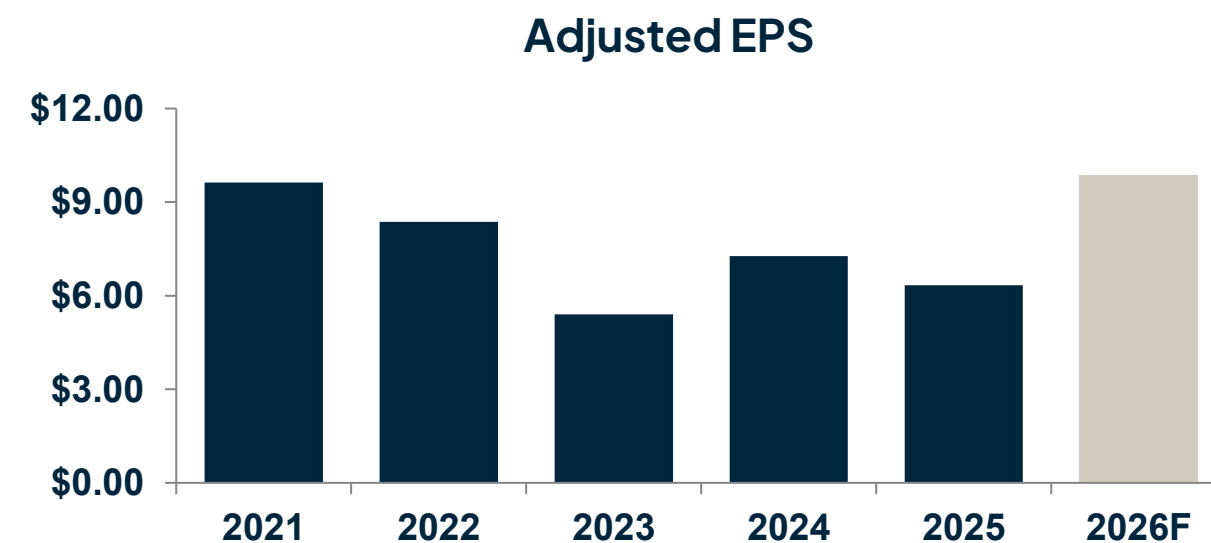
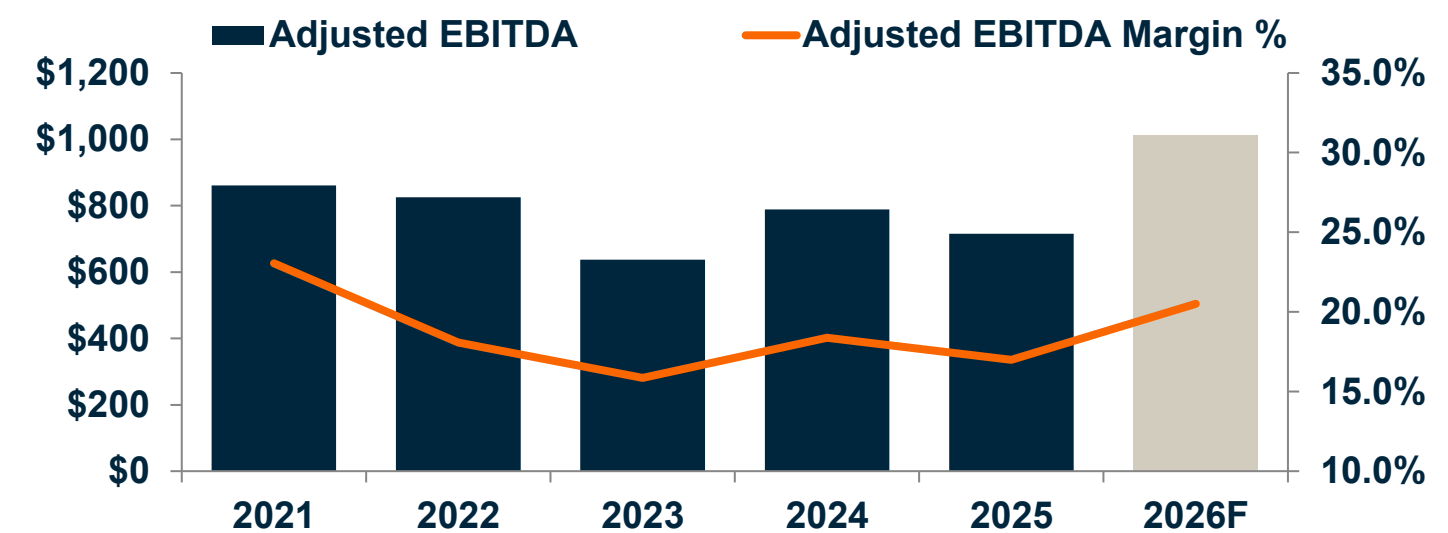
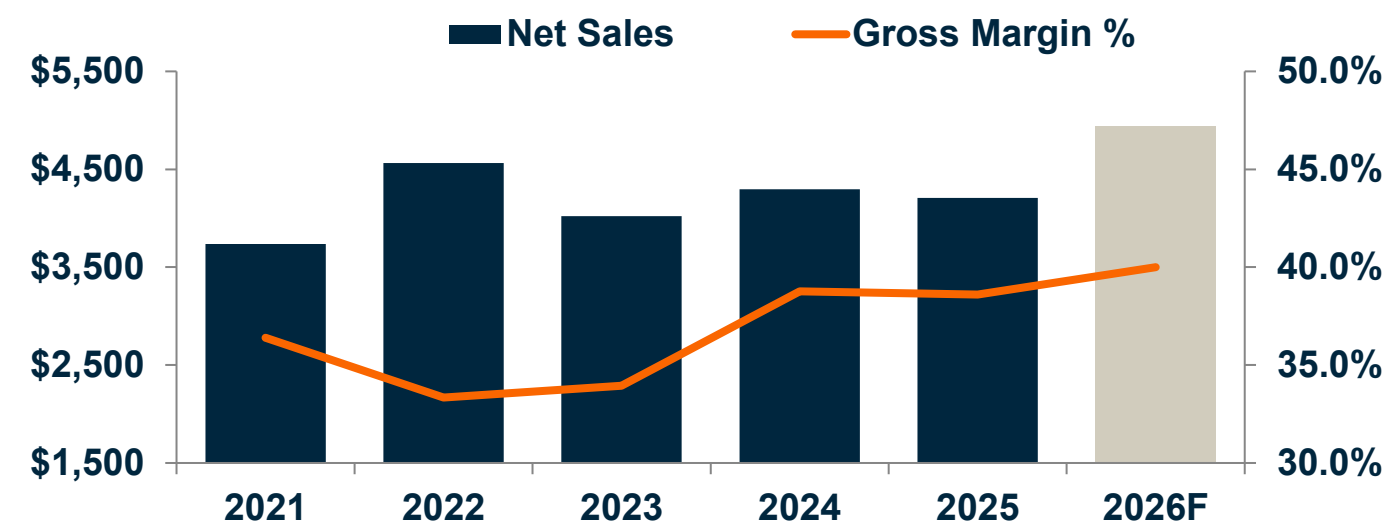
More than 10,000 Channel Partners in Evolving Generac Home Network



Financial Summary



Financial Summary



Note: \$ in millions, except per share data
 *Assumes midpoint of 2026 guidance provided on July 29th, 2026
 2026 EBITDA, EPS, & FCF include pre-tax tariff refund impact of \$71M

Business Outlook

Guidance as of July 29th, 2026*

Financial Metric	2025 Financial Results	2026F Outlook
Residential Net Sales	\$2.5B	HSD% Range
C&I Net Sales	\$1.7B	Low 30s %
Consolidated Net Sales	\$4.2B	Mid to High-Teens %
Gross Margin %	38.3%	38.5 – 39.5% Low end of the range
Adj. EBITDA %	17.0%	18.5 – 19.5% 20 – 21% including tariff refund impact
Effective Tax Rate	18.9%	24.5 – 25%



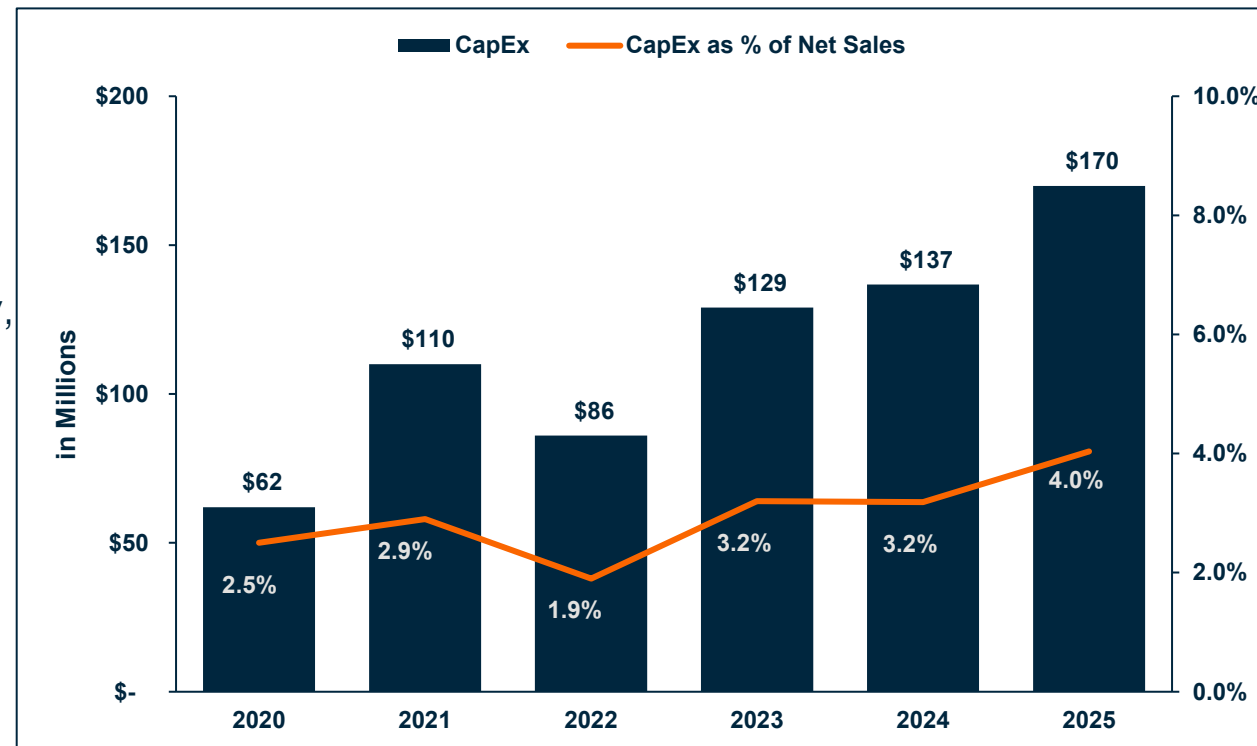
GENERAC[®]

*See Forwarding Looking Statements on slide 3 for a list of risks & uncertainties

Disciplined & Balanced Capital Allocation

1. Organic Growth

Investment in technology, innovation, R&D capabilities, capacity expansion, global systems, automation



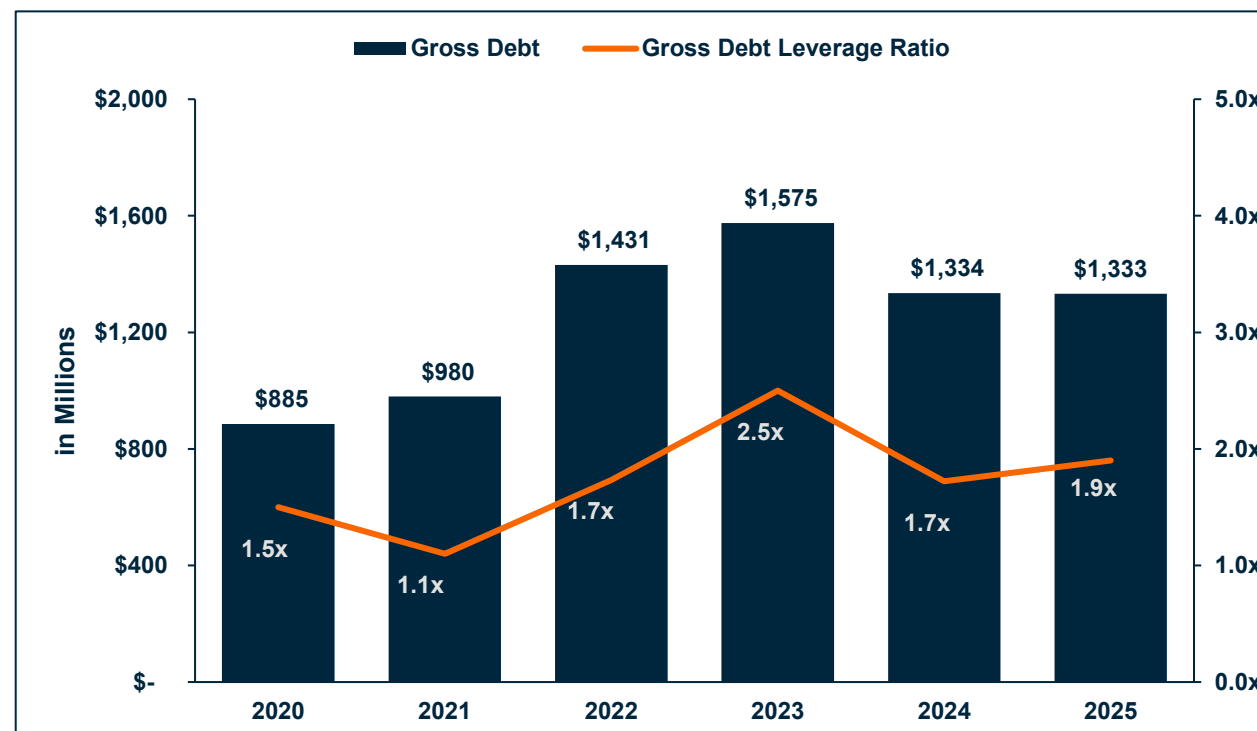
2. Strategic M&A

Accelerating “Powering A Smarter World” Strategy



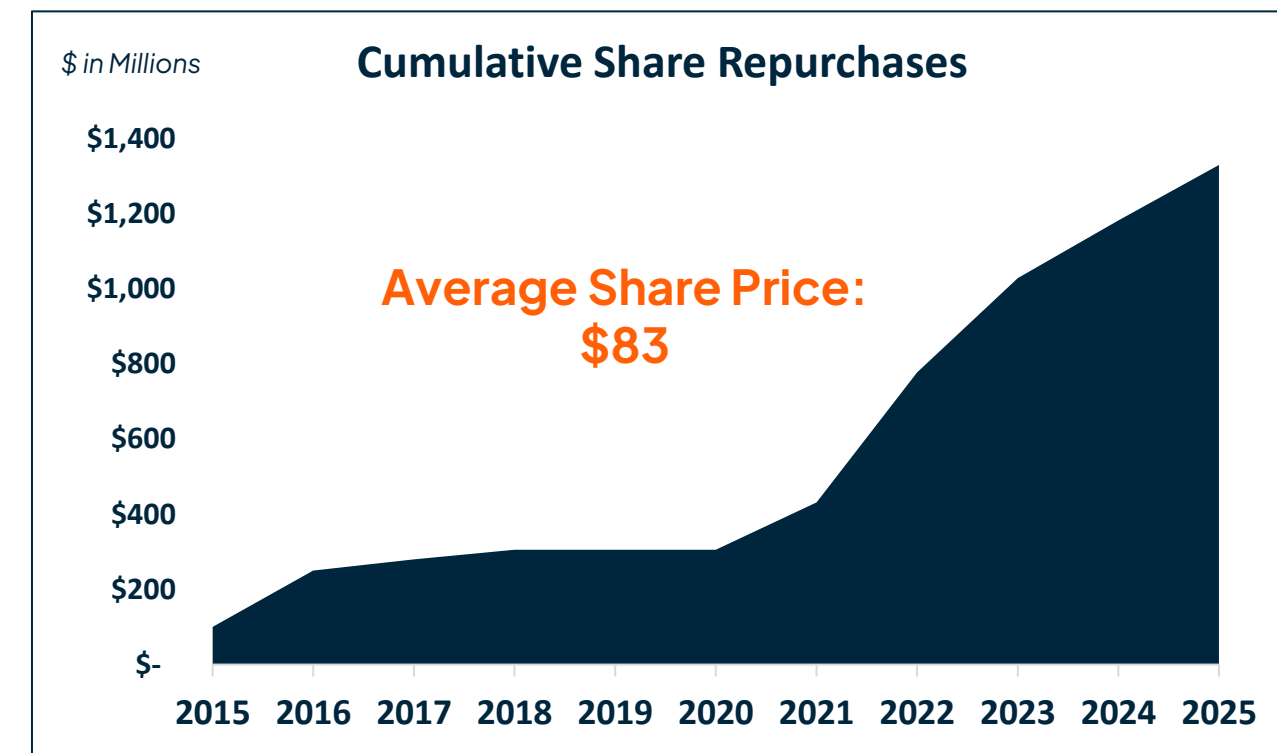
3. Maintaining Healthy Balance Sheet

Target leverage 1-2x



4. Return of Capital

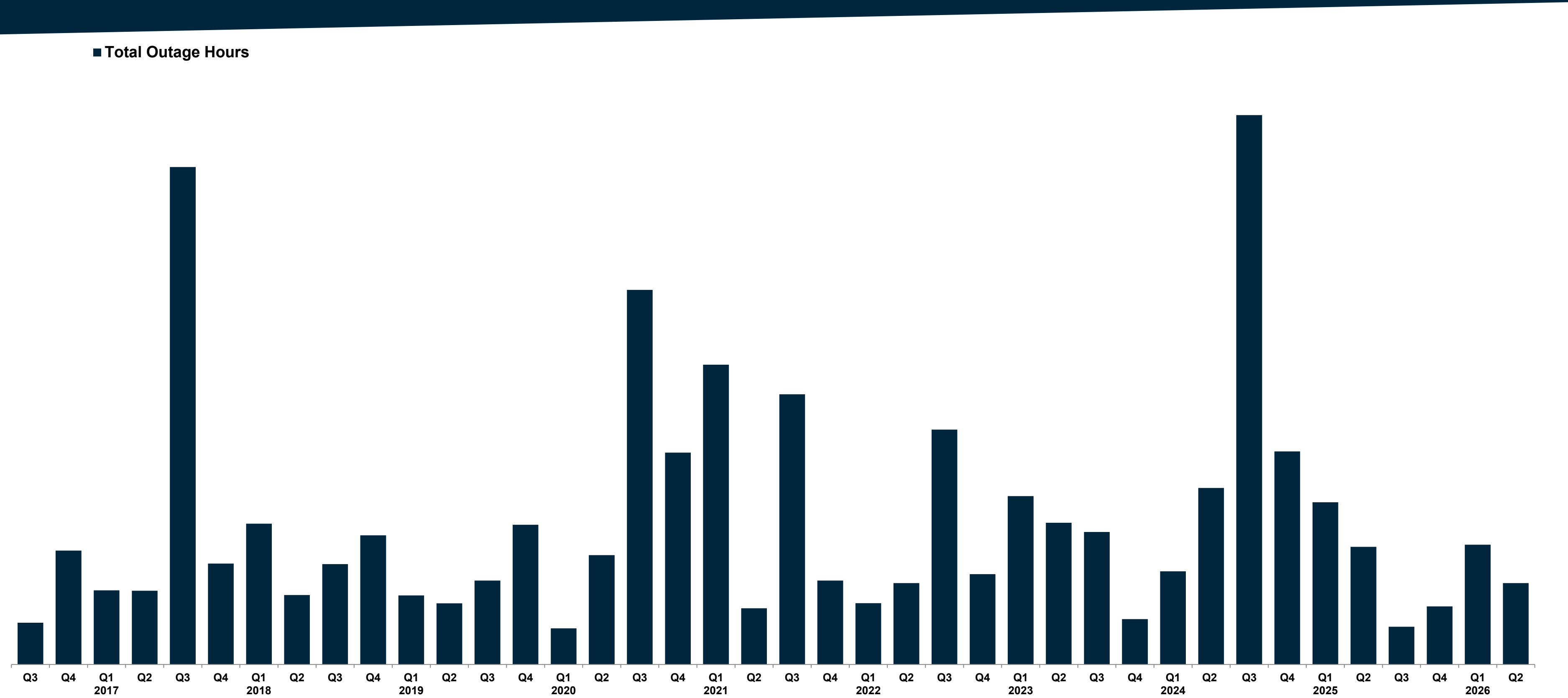
Opportunistic Share Buy-backs



~\$500M remaining on current repurchase authorization

Appendix

Expanding Power Outage Severity¹



(1) Represents power outage hours for mainland U.S. only

Q2 2026 & LTM Financial Overview

	Actual Q2 2026 (unaudited)	Y/Y % Change	Actual LTM (unaudited)	Y/Y % Change
Residential	\$ 617.0	(2.2%)	2,471.0	(10.1%)
Commercial & Industrial	556.5	29.2%	1,967.7	18.5%
Net Sales	\$ 1,173.5	10.6%	\$ 4,438.7	0.7%
Gross Profit	\$ 521.8	25.2%	\$ 1,755.0	(0.4%)
% Margin	44.5%		39.5%	
Adjusted EBITDA	\$ 290.7		\$ 862.6	3.4%
% Margin ⁽¹⁾	24.8%		19.4%	
Net Income - GHI	\$ 143.2	93.5%	\$ 258.2	(26.0%)
Adjusted Net Income - GHI	\$ 173.6	78.4%	\$ 483.0	1.4%
Adjusted EPS - GHI	\$ 2.91	76.5%	\$ 8.14	2.3%
Free Cash Flow	\$ 62.9	334.7%	\$ 379.3	(25.8%)
Consolidated Gross Debt			\$ 1,329.3	
Consolidated Gross Debt Leverage Ratio			1.5	

(1) Adjusted EBITDA (margin) calculated using adjusted EBITDA before deducting for non-controlling interest.

Adjusted EBITDA Reconciliation

	2022	2023	2024	2025	LTM
Net income	\$ 408.9	\$ 217.1	\$ 317.0	\$ 161.4	\$ 258.8
Interest expense	54.8	97.6	89.7	70.7	67.5
Depreciation and amortization	156.1	166.6	171.8	194.8	214.8
Income taxes provision	99.6	73.2	92.5	37.7	78.4
Non-cash write-down and other charges	(2.1)	(6.0)	4.8	6.6	5.6
Non-cash share-based compensation expense	29.5	35.5	49.2	49.9	51.0
Loss on extinguishment of debt	3.7	-	4.9	1.2	1.2
Change in fair value of investments	-	-	38.0	20.6	4.6
Transaction costs and credit facility fees	5.0	4.1	5.1	4.0	6.0
Business optimization, provision for legal, regulatory, and other matters	69.8	49.7	16.2	168.6	174.7
Adjusted EBITDA	\$ 825.4	\$ 637.9	\$ 789.1	\$ 715.5	\$ 862.6
Adjusted EBITDA attributable to noncontrolling interests	(15.1)	(4.7)	(1.2)	(2.6)	(1.0)
Adjusted EBITDA attributable to Generac Holdings, Inc.	\$ 810.3	\$ 633.2	\$ 787.9	\$ 712.9	\$ 861.6

Adjusted EBITDA Reconciliation

Net Income to Adjusted EBITDA Reconciliation	Three months ended				LTM Ended Jun 30,	
	Jun 30,					
	2026	2025	2026	2025	2026	2025
	(unaudited)		(unaudited)		(unaudited)	
Net income attributable to Generac Holdings, Inc.	\$ 143,244	\$ 74,016	\$ 258,195	\$ 348,824		
Net income (loss) attributable to noncontrolling interests	(234)	414	573	1,331		
Net income	143,010	74,430	258,768	350,155		
Interest expense	16,787	18,242	67,508	78,142		
Depreciation and amortization	58,410	48,321	214,757	181,448		
Income taxes provision	46,696	15,422	78,391	90,447		
Non-cash write-down and other charges	2,515	2,155	5,566	4,504		
Non-cash share-based compensation expense	14,005	14,752	51,034	50,453		
Change in fair value of investment	(5,916)	1,524	4,597	41,341		
Transaction costs and credit facility fees	1,115	1,004	6,037	4,169		
Business optimization, provision for legal, regulatory, and other matters	14,102	11,779	175,914	33,695		
Adjusted EBITDA	290,724	187,629	862,572	834,354		
Adjusted EBITDA attributable to noncontrolling interests	237	(612)	(1,021)	(1,979)		
Adjusted EBITDA attributable to Generac Holdings, Inc.	\$ 290,961	\$ 187,017	\$ 861,551	\$ 832,375		

Adjusted Net Income & Free Cash Flow Reconciliation

Net Income to Adjusted Net Income Reconciliation	Three months ended Jun 30,		LTM Ended Jun 30,	
	2026 (unaudited)	2025	2026 (unaudited)	2025
Net income attributable to Generac Holdings, Inc.	\$ 143,244	\$ 74,016	\$ 258,195	\$ 348,824
Net income attributable to noncontrolling interests	(234)	414	573	1,331
Net income	143,010	74,430	258,768	350,155
Amortization of intangible assets	30,815	25,681	111,532	99,372
Amortization of deferred financing costs and OID	546	642	2,183	2,572
Transaction costs and credit facility fees	712	345	4,605	1,644
Tax effect of add backs	(10,150)	(17,138)	(74,186)	(51,235)
Change in fair value of investment	(5,916)	1,524	4,597	41,341
Business optimization, provision for legal, regulatory, and other matters	14,856	12,258	176,825	33,994
Adjusted net income	\$ 173,873	\$ 97,742	\$ 484,324	\$ 477,843
Adjusted net income (loss) attributable to noncontrolling interests	(234)	(414)	(1,323)	(1,331)
Adjusted net income attributable to Generac Holdings, Inc.	\$ 173,639	\$ 97,328	\$ 483,001	\$ 476,512
Free Cash Flow Reconciliation				
Net cash provided by operating activities	\$ 121,211	\$ 72,189	\$ 548,196	\$ 682,080
Expenditures for property and equipment	(58,290)	(57,716)	(168,884)	(170,614)
Free cash flow	\$ 62,921	\$ 14,473	\$ 379,312	\$ 511,466