

Investor Presentation

November 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 Net Sales
$4.6 Billion

LTM Adjusted EBITDA
$926 Million

LTM Free Cash Flow
$414 Million

LTM SALES MIX BY SEGMENT



Residential: 55% ($2.5B)
C&I: 45% ($2.1B)

Scale
~9,400 global employees and 19 manufacturing facilities

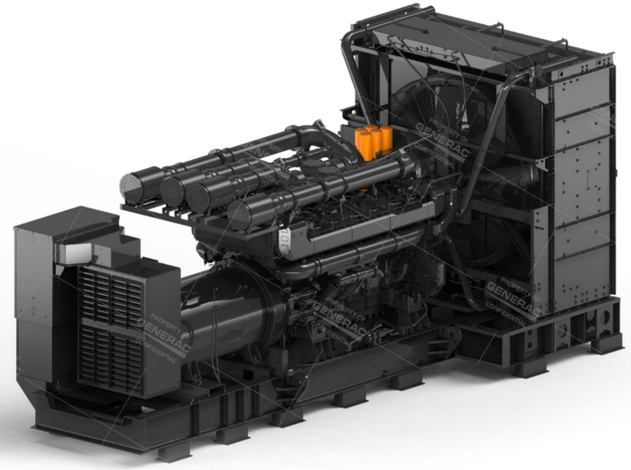
Innovation
~1,200 engineers worldwide focused on product development and quality

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

Financial data as of 9/30/2026 & Employee data as of 12/31/2025; Amounts for totals, subtotals, and variances may not recalculate exactly within this presentation due to rounding

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

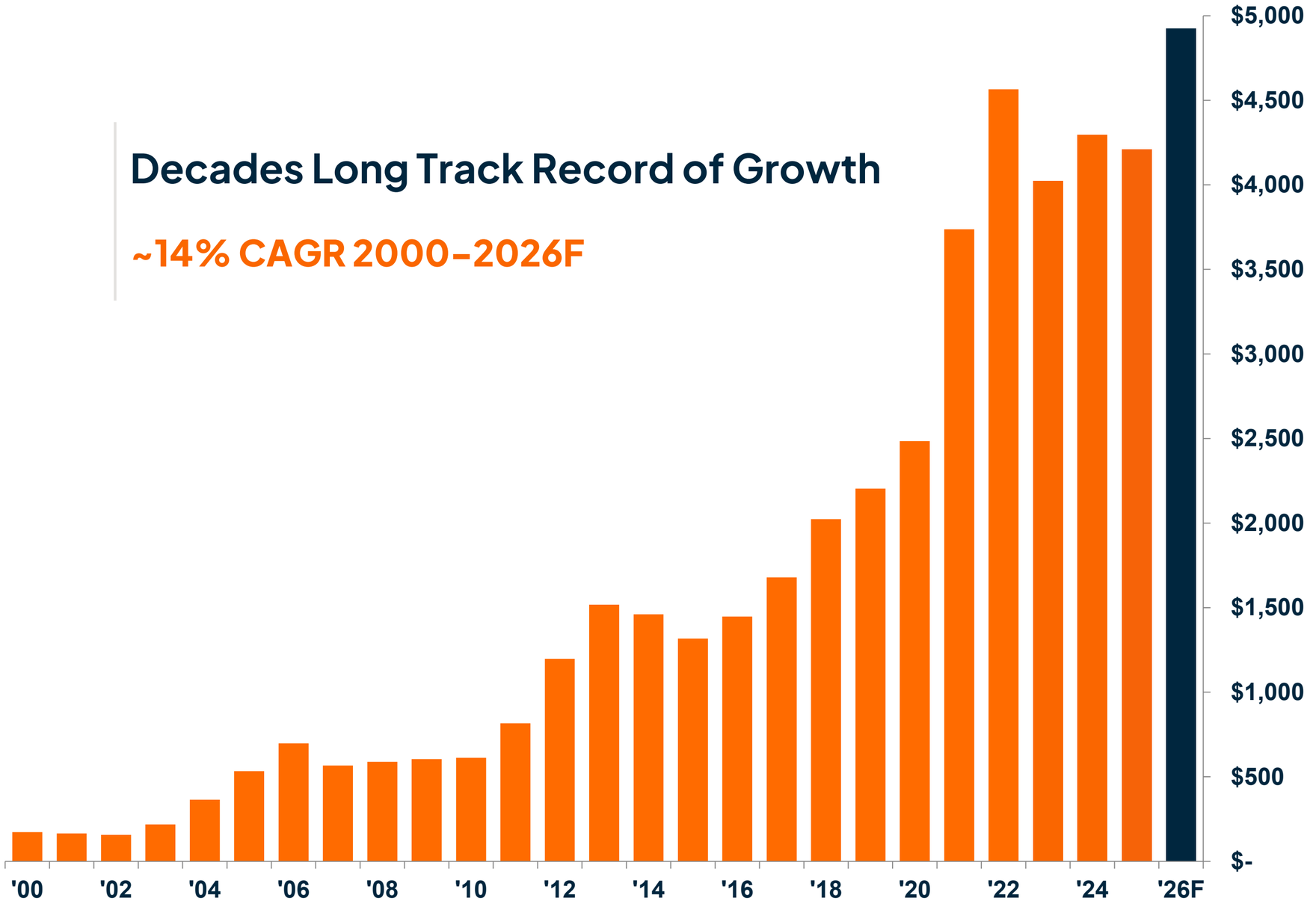
Mega-Trends Support Generational Growth Opportunity

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 October 28th, 2026.

Product Overview

*LTM figures as of 9/30/2026

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 – $2.1B 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

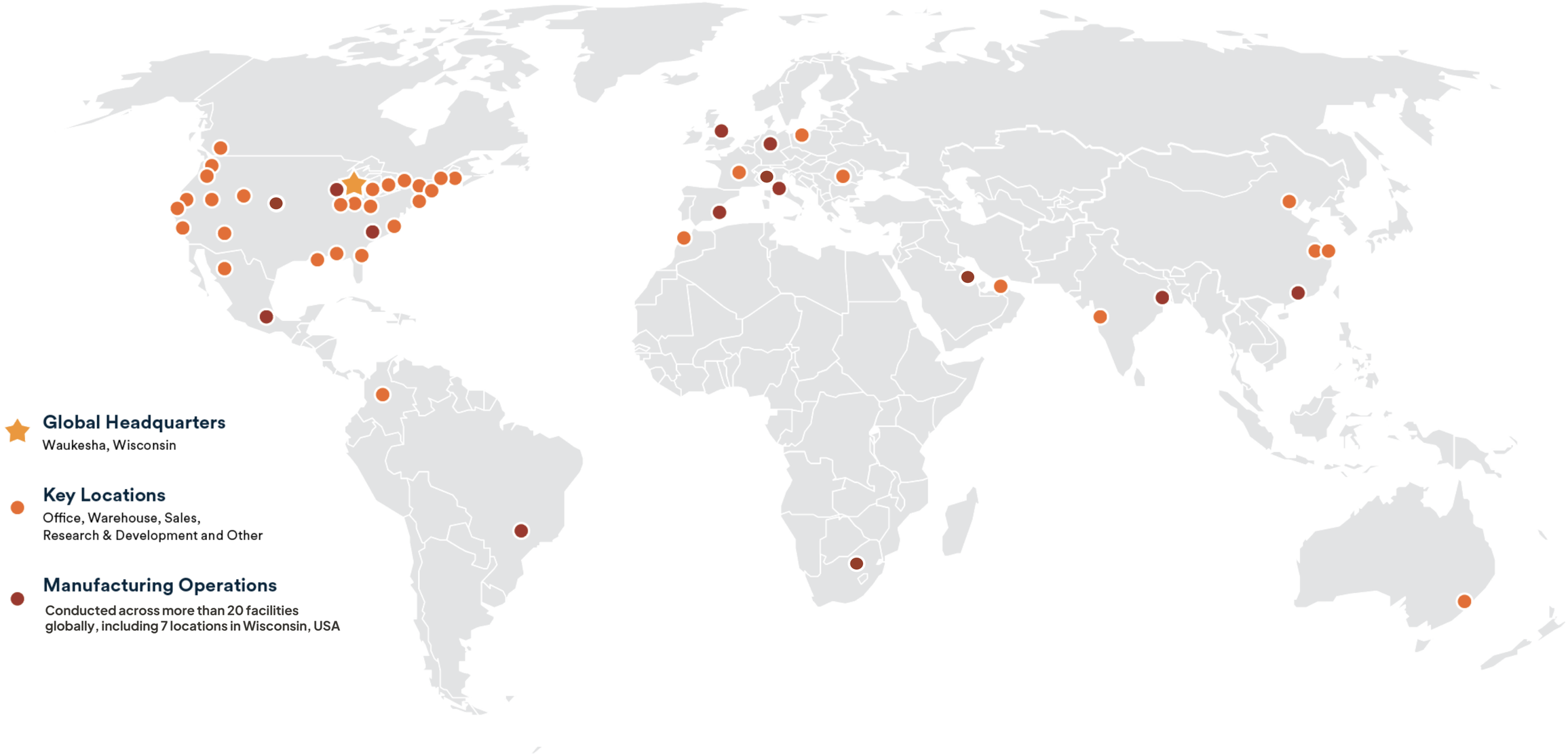
Concerto™



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

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

Generac
Global Footprint



Global Headquarters
Waukesha, Wisconsin

Key Locations
Office, Warehouse, Sales,
Research & Development and Other

Manufacturing Operations
Conducted across more than 20 facilities globally, including 7 locations in Wisconsin, USA

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

C&I Network

Industrial Distributors
Engage specifying engineering firms, aftermarket service

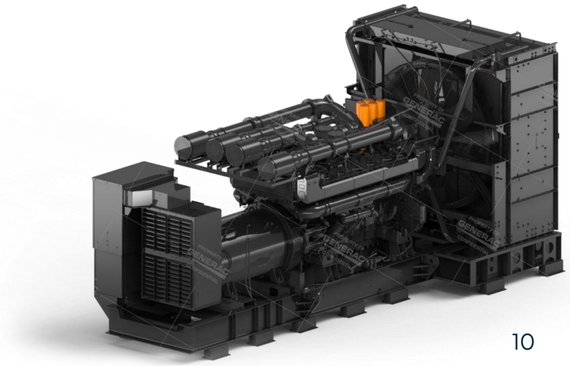
Data Center, Telecom & Rental
Direct sales to large customers in growing markets

Other Direct C&I
Access to strategic verticals with custom solutions

International Branches
18 branches. Local Expertise, Global Scale.

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

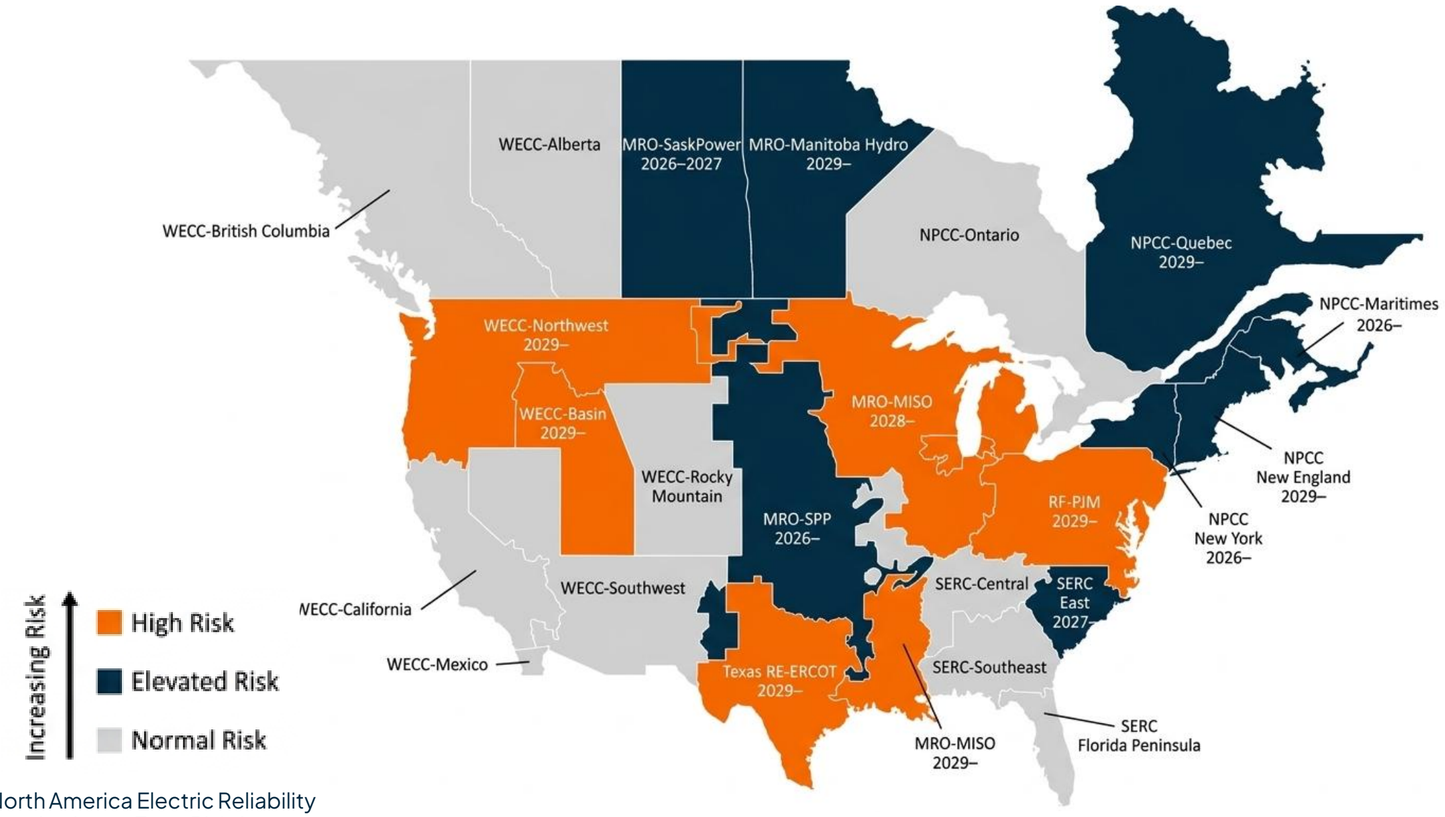




*Residential Dealers, Aligned Contractors, and Solar Installers

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

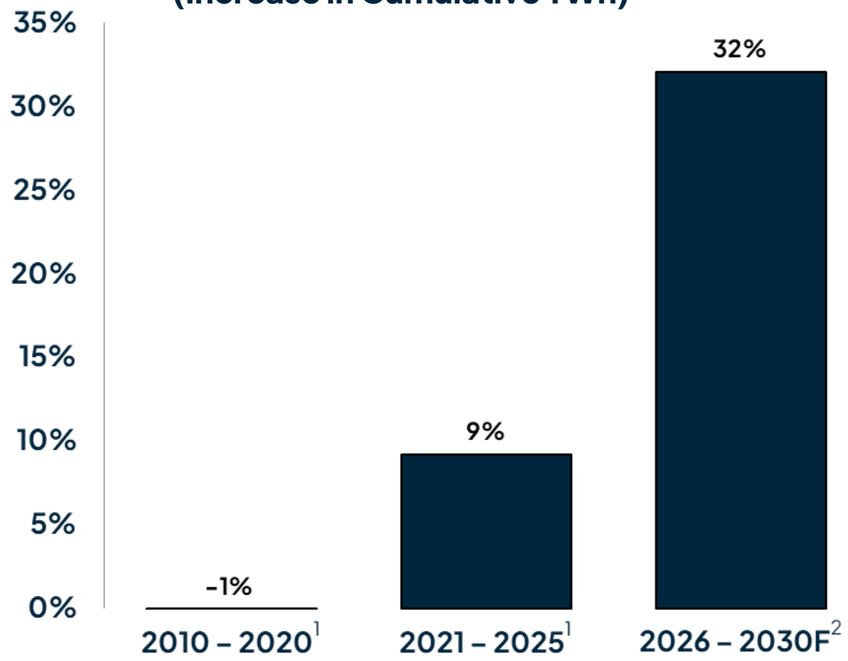
*See appendix for historical quarterly power outage data

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)



U.S. Residential Electricity Price



Accelerating Demand Growth Causes Upward Pressure on Prices

- **Dispatchable power supply lagging accelerating demand through 2030**
  Incremental 166GW demand vs 81GW dispatchable supply[3]
- **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 2030[2]

Additional Drivers of Continued Price Increases

- **Grid infrastructure requires significant investment**
  $1.4 Trillion U.S. Electric Utility CapEx 2025-2030[4]
- **Rising & volatile fuel prices**
  Significant upside volatility in feedstock prices passed on to customers
- **Grid hardening, storm recovery, insurance costs**
  Costs to recover and insure against hurricanes, wildfires, etc.

[1]EIA - Electric Power Annual - U.S. Energy Information Administration (EIA), [2]GridStrategies Load Growth Report, [3]Grid Strategies; McCoy Power Reports, [4] Deloitte

Mega-Trends Review: Global Infrastructure & AI

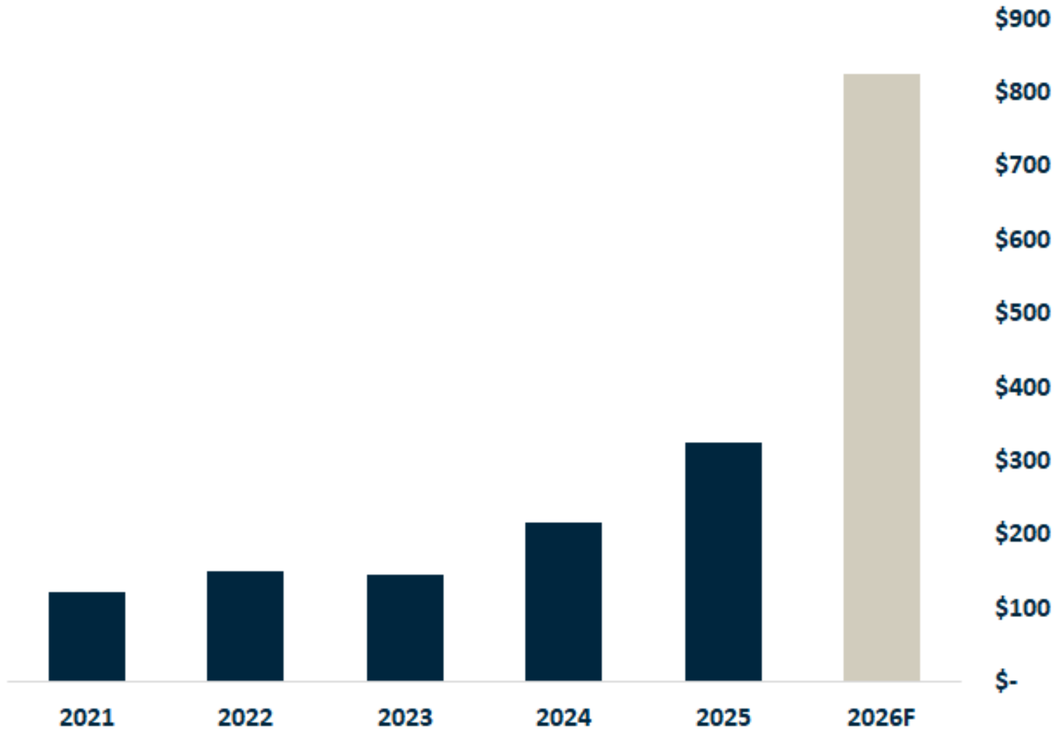
Required Investment in Global Infrastructure

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

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

AI Driving Rapid Capital Deployment

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



Hyperscaler CapEx[1]

$ Billions

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

GENERAC®

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

	Go-To-Market		Generator Sizing	
End Markets	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
- 18 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

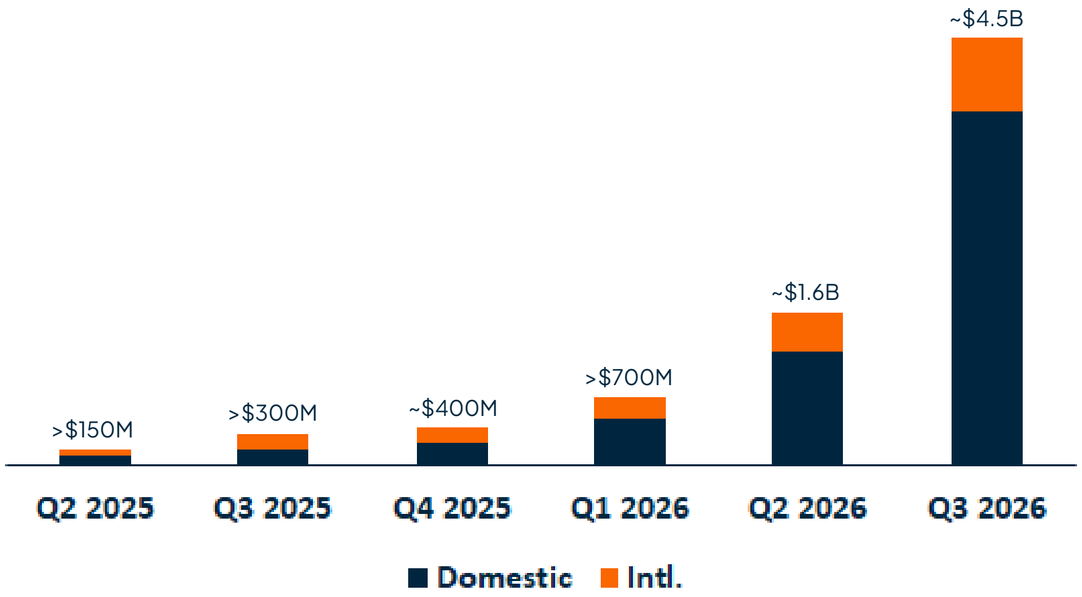
Securing Agreements to Drive Future Growth

- Purchase commitments & global supply agreements with two hyperscalers
- Long-term strategic supply relationship with Amazon
- **$4.5 Billion[1] Data center product backlog with orders into 2028**

Capacity Expansion & Vertical Integration

- >$1.25B manufacturing capacity for large MW gens as of Q4 2026
- Path to 3X capacity by end of Q3 2027 from $1.25B starting point
- Enercon acquisition brings unique packaging capabilities in house

Global Data Center Backlog[1]









[1] Backlog commentary is as of each respective earnings release date

Multi-Year Supply Agreements & Backlog Provide Visibility to Increasing Market Share

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

DSE · SunGrid · REFU · ageto

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

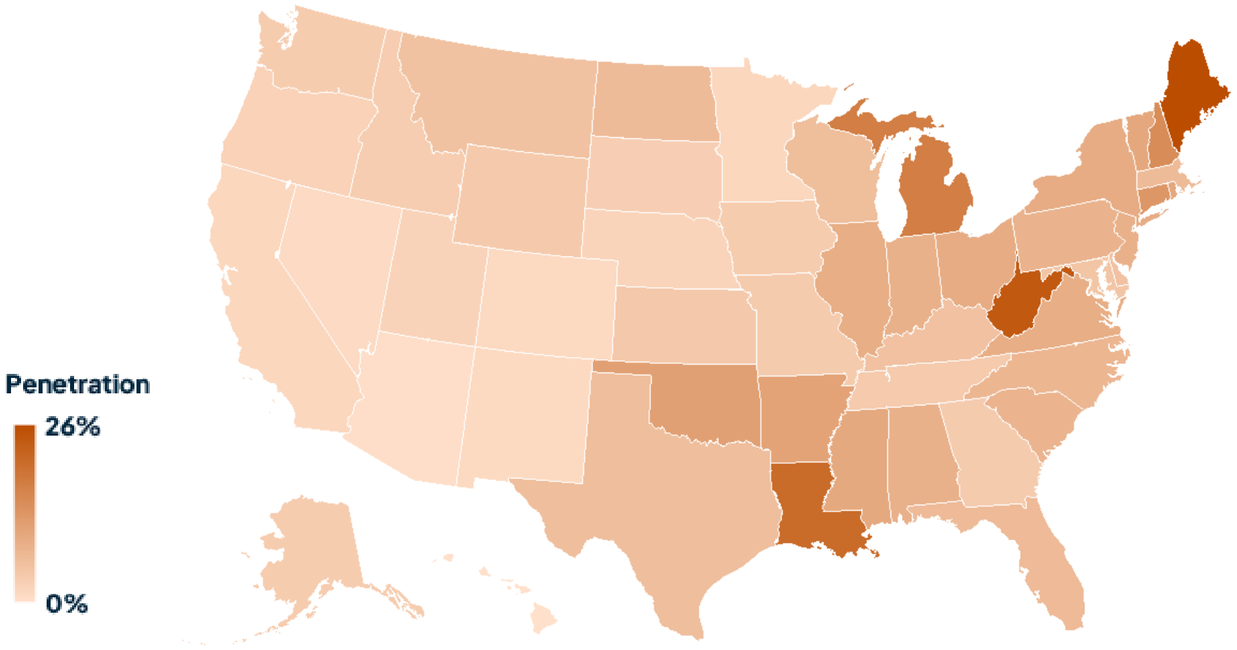


Residential Segment

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 Homes[1]

>$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

[1]Addressable 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

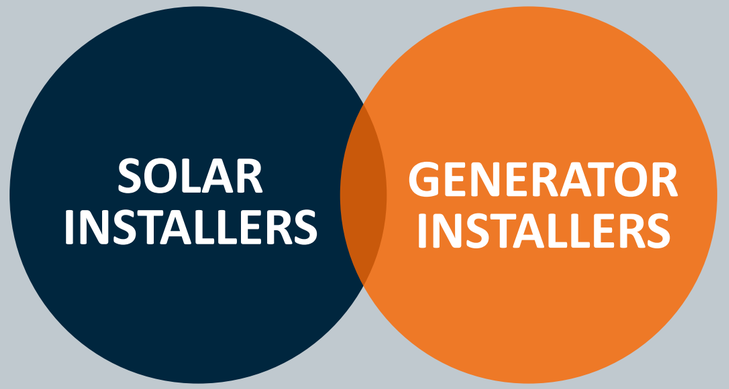


Generac Smart Breaker

Solar Savings Can Offset Generator Costs

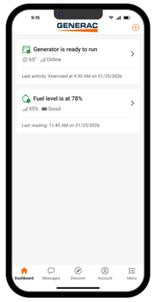


Expanded Overlapping Channels



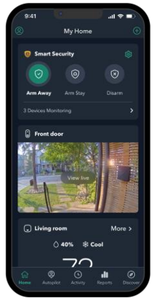


Unified Energy Experience For Customers & Installers
ecobee by Generac & Generac Field Pro



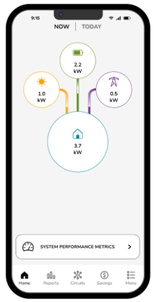
Mobile Link

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

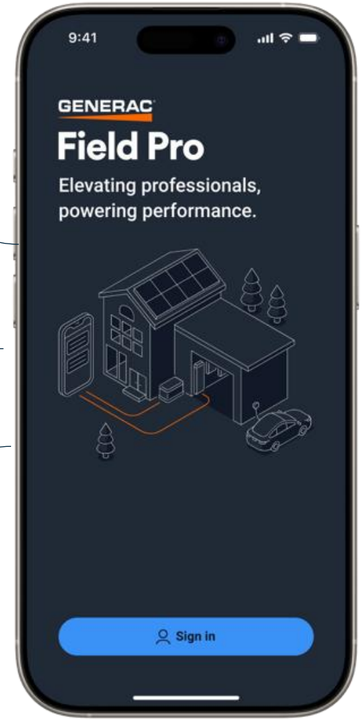








COMMON INSTALLER EXPERIENCE



Fully Integrated "Energy Hub of the Home" Experience

Unified Network Development
Expanding Distribution Bandwidth & Reach

Standby Dealers
Generator specialists with deep homeowner trust and installation expertise – the proven backbone of our network

Core Install Base

Aligned Contractors
Electrical & HVAC contractors who leverage existing customer relationships to cross-sell Generac's full energy portfolio

Channel Expansion

Solar & Storage Installers
Generac solution breadth offers growth opportunity for solar and storage specialists looking to diversify offering

New Market Access

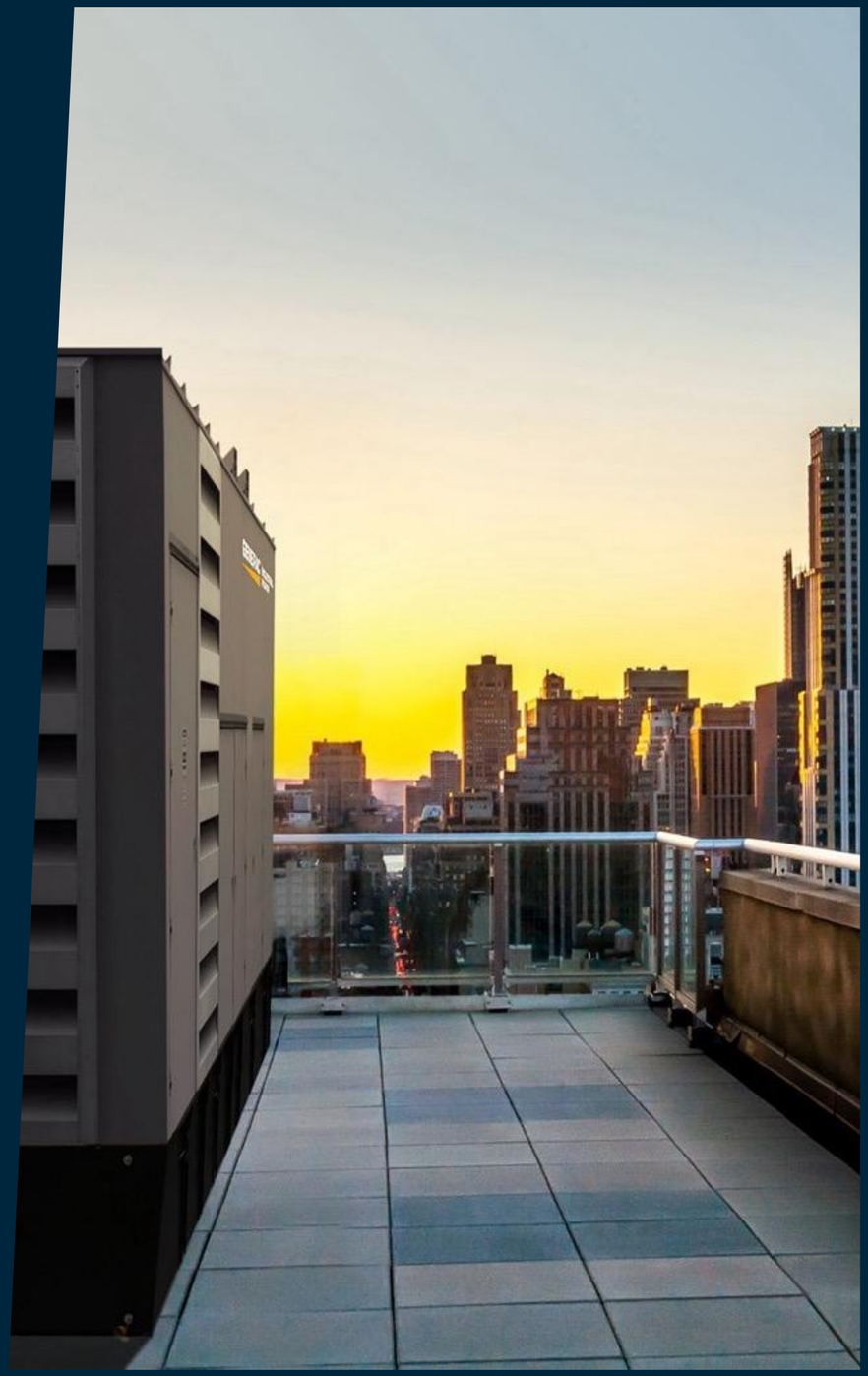
An Unmatched Network of Energy Partners
Complimenting our dominating position in Retail and Distribution

Standby | Storage | Solar

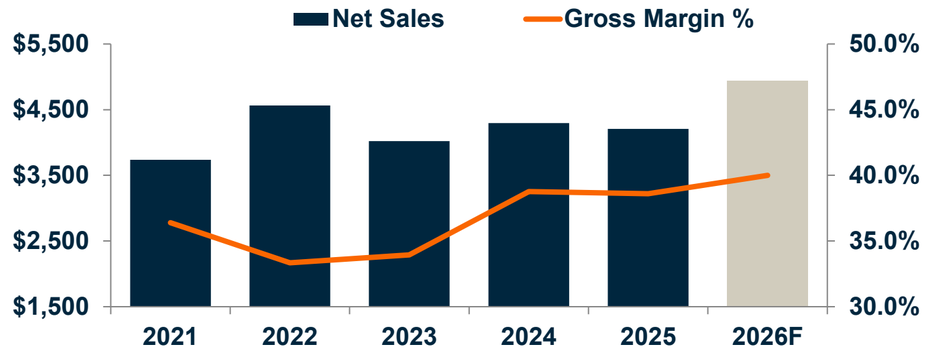
Sell | Install | Monitor | Service

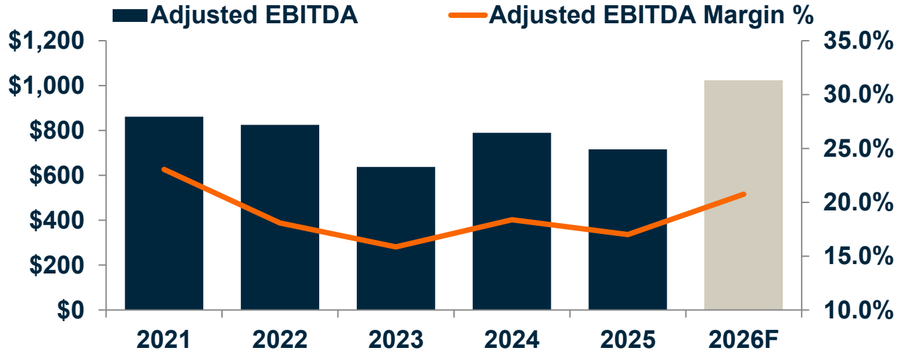
More than 10,000 Channel Partners in Evolving Generac Home Network

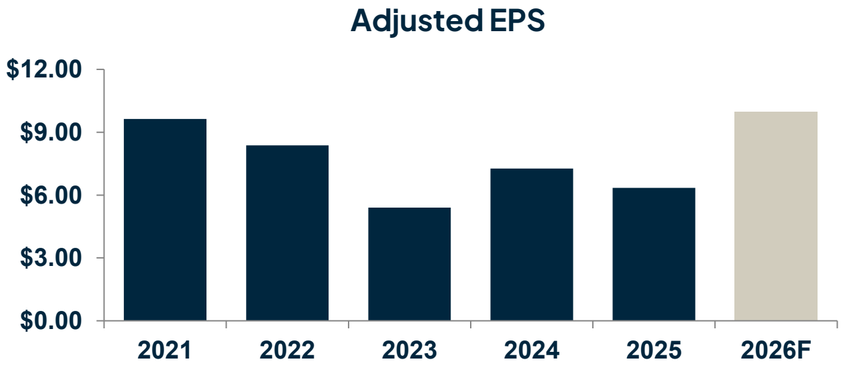
Financial Summary

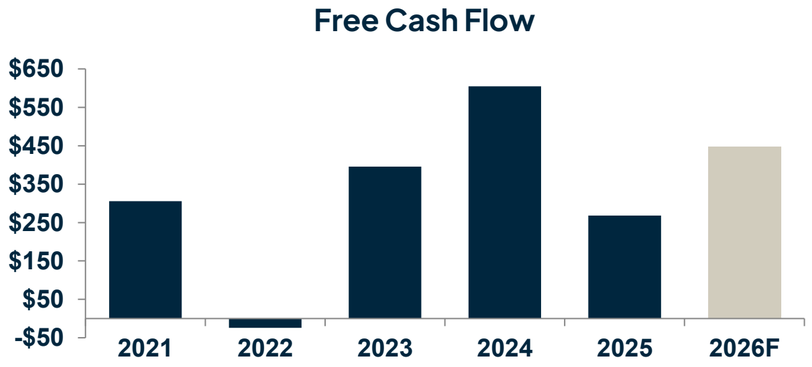


Financial Summary









Note: $ in millions, except per share data
*Assumes midpoint of 2026 guidance provided on October 28th, 2026
2026 EBITDA, EPS, & FCF include Q2 pre-tax tariff refund impact of $71M

Business Outlook

Guidance as of October 28th, 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% ~40.0 % including tariff refund
Adj. EBITDA %	17.0%	19.0 – 19.5% 20.5 – 21.0% including tariff refund
Effective Tax Rate	18.9%	24.5 – 25.0%

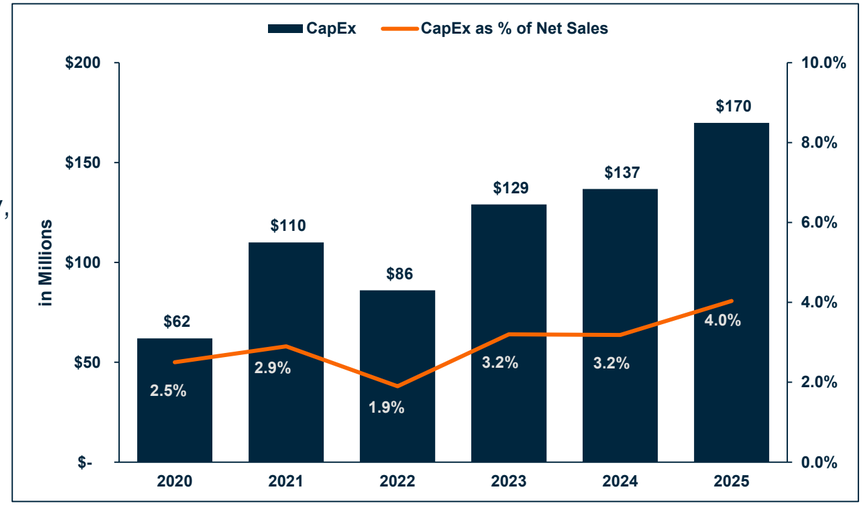


*See Forwarding Looking Statements on slide 3 for a list of risks & uncertainties

Disciplined & Balanced Capital Allocation

1. Organic Growth

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



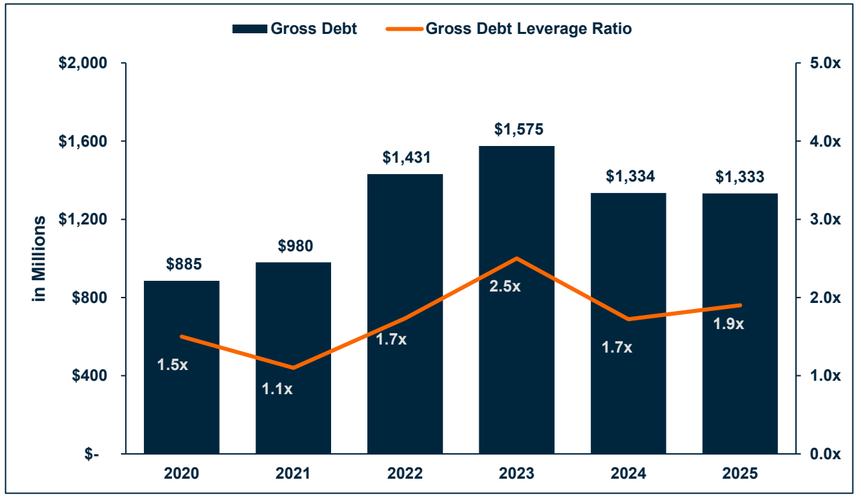
2. Strategic M&A

Accelerating "Powering A Smarter World" Strategy



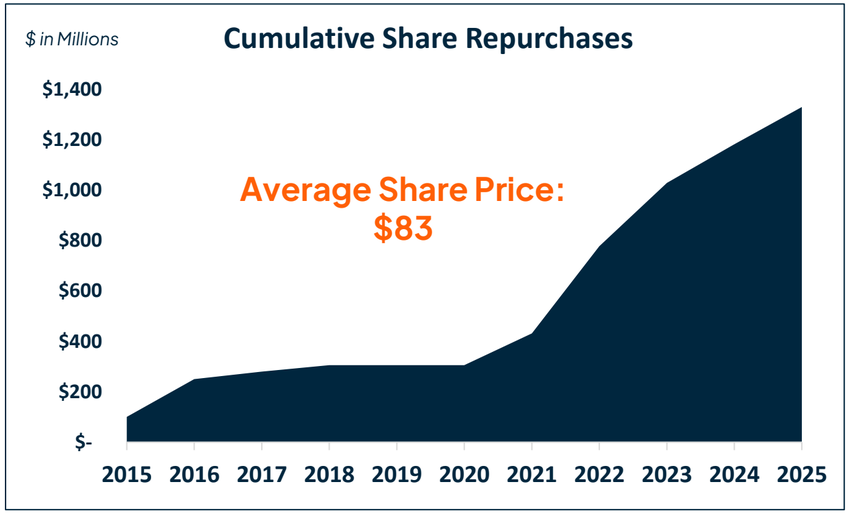
3. Maintaining Healthy Balance Sheet

Target leverage 1-2x



4. Return of Capital

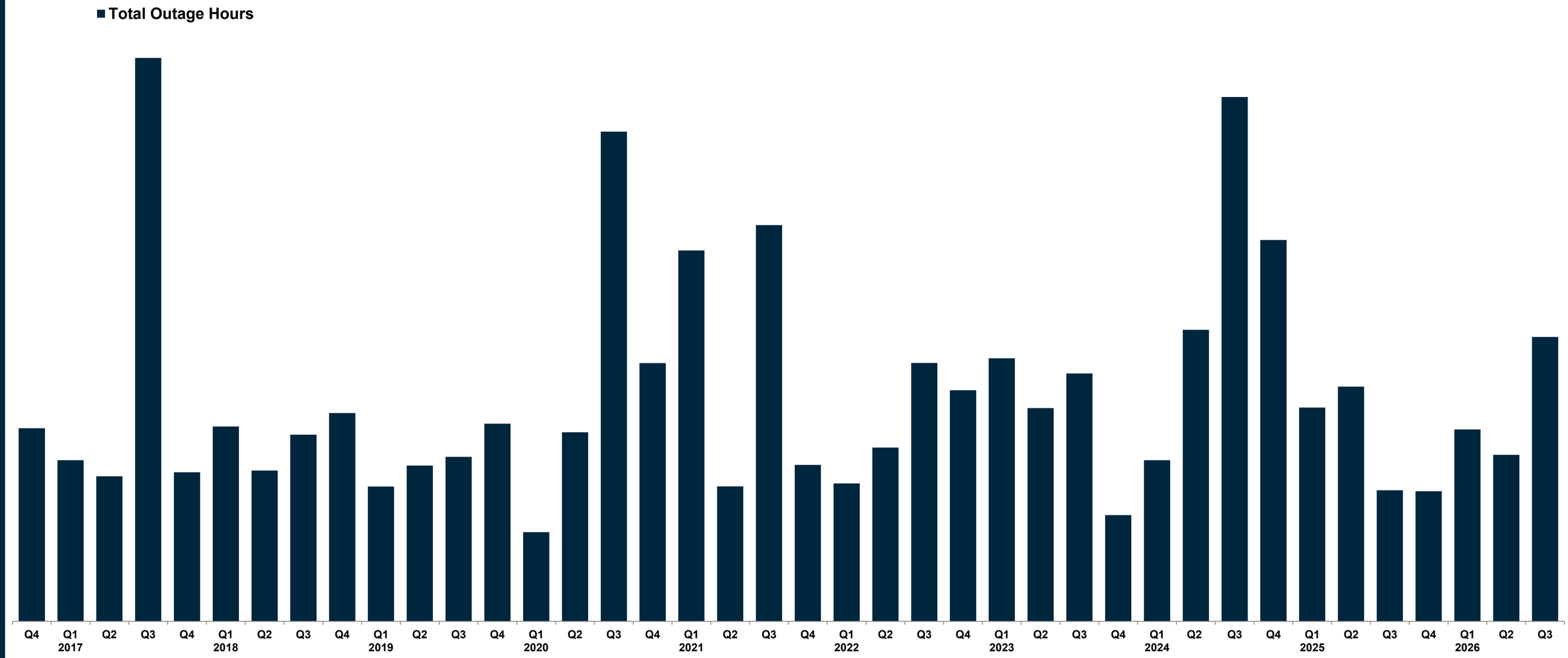
Opportunistic Share Buy-backs



~$500M remaining on current repurchase authorization

Appendix

Expanding Power Outage Severity[1]



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

Q3 2026 & LTM Financial Overview

	Actual Q3 2026 (unaudited)	Y/Y % Change	Actual LTM (unaudited)	Y/Y % Change
Residential	$ 742.7	*8.9%*	2,531.7	*(4.6%)*
Commercial & Industrial	552.1	*27.7%*	2,087.5	*23.0%*
Net Sales	$ 1,294.8	*16.2%*	$ 4,619.2	*6.2%*
Gross Profit	$ 516.0	*20.9%*	$ 1,844.2	*7.4%*
% Margin	39.9%		39.9%	
Adjusted EBITDA	**$ 256.2**		**$ 925.6**	***16.3%***
% Margin (1)	19.8%		20.0%	
Net Income - GHI	$ 109.2	*65.1%*	$ 301.3	*0.0%*
Adjusted Net Income - GHI	$ 151.1	*39.3%*	$ 525.9	*17.0%*
Adjusted EPS - GHI	**$ 2.54**	***38.8%***	**$ 8.86**	***17.5%***
Free Cash Flow	$ 131.7	36.5%	$ 414.5	*(2.3%)*
Consolidated Gross Debt			$ 1,321.1	
Consolidated Gross Debt Leverage Ratio			1.4	

(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**	**$ 301.1**
Interest expense	54.8	97.6	89.7	70.7	65.4
Depreciation and amortization	156.1	166.6	171.8	194.8	222.8
Income taxes provision	99.6	73.2	92.5	37.7	100.8
Non-cash write-down and other charges	(2.1)	(6.0)	4.8	6.6	2.0
Non-cash share-based compensation expense	29.5	35.5	49.2	49.9	51.3
Loss on extinguishment of debt	3.7	-	4.9	1.2	1.2
Change in fair value of investments	-	-	38.0	20.6	2.0
Transaction costs and credit facility fees	5.0	4.1	5.1	4.0	7.9
Business optimization, provision for legal, regulatory, and other matters	69.8	49.7	16.2	168.6	171.0
Adjusted EBITDA	**$ 825.4**	**$ 637.9**	**$ 789.1**	**$ 715.5**	**$ 925.6**
Adjusted EBITDA attributable to noncontrolling interests	(15.1)	(4.7)	(1.2)	(2.6)	(0.1)
Adjusted EBITDA attributable to Generac Holdings, Inc.	**$ 810.3**	**$ 633.2**	**$ 787.9**	**$ 712.9**	**$ 925.5**

Adjusted EBITDA Reconciliation

Net Income to Adjusted EBITDA Reconciliation	Three Months Ended Sep 30,		LTM Ended Sep 30,	
	2026	2025	2026	2025
	(unaudited)		(unaudited)	
Net income attributable to Generac Holdings. Inc.	$ 109,224	$ 66,161	$ 301,258	$ 301,243
Net income (loss) attributable to noncontrolling interests	(275)	419	(121)	1,714
Net income	108,949	66,580	301,137	302,957
Interest expense	16,378	18,461	65,425	73,693
Depreciation and amortization	57,287	49,211	222,833	187,507
Income taxes provision	34,198	11,758	100,831	68,752
Non-cash write-down and other charges	(761)	2,831	1,974	6,867
Non-cash share-based compensation expense	13,042	12,751	51,325	50,089
Change in fair value of investment	3,021	5,667	1,951	52,206
Transaction costs and credit facility fees	2,649	827	7,859	3,659
Business optimization, provision for legal, regulatory, and other matters	21,454	25,129	172,239	49,974
Adjusted EBITDA	256,217	193,215	925,574	795,704
Adjusted EBITDA attributable to noncontrolling interests	267	(655)	(99)	(2,553)
Adjusted EBITDA attributable to Generac Holdings, Inc.	**$ 256,484**	**$ 192,560**	**$ 925,475**	**$ 793,151**

Adjusted Net Income & Free Cash Flow Reconciliation

Net Income to Adjusted Net Income Reconciliation	Three Months Ended Sep 30, 2026	Three Months Ended Sep 30, 2025	LTM Ended Sep 30, 2026	LTM Ended Sep 30, 2025
	(unaudited)		(unaudited)	
Net income attributable to Generac Holdings. Inc.	$ 109,224	$ 66,161	$ 301,258	$ 301,243
Net income attributable to noncontrolling interests	(275)	419	(121)	1,714
Net income	108,949	66,580	301,137	302,957
Amortization of intangible assets	28,618	24,932	115,218	100,147
Amortization of deferred financing costs and OID	555	557	2,181	2,485
Transaction costs and credit facility fees	2,172	204	6,573	1,101
Tax effect of add backs	(13,766)	(13,900)	(74,052)	(57,818)
Change in fair value of investment	3,021	5,667	1,951	52,206
Business optimization, provision for legal, regulatory, and other matters	21,253	24,801	173,277	49,988
Adjusted net income	$ 150,802	$ 108,841	$ 526,285	$ 451,065
Adjusted net income (loss) attributable to noncontrolling interests	(275)	(419)	(121)	(1,714)
Adjusted net income attributable to Generac Holdings. Inc.	**$ 151,077**	**$ 108,422**	**$ 526,406**	**$ 449,351**
Free Cash Flow Reconciliation				
Net cash provided by operating activities	$ 170,989	$ 118,378	$ 600,744	$ 588,173
Expenditures for property and equipment	(39,250)	(21,881)	(186,253)	(163,868)
Free cash flow	**$ 131,739**	**$ 96,497**	**$ 414,491**	**$ 424,305**