

INVESTOR PRESENTATION

February 2026



OUR PURPOSE:

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

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:

- 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;
- 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 for our products including as part of the growing data center market and energy technology product offerings;
- 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;
- 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



Founded in
1959



2025 Net Sales:
\$4.2 Billion



~9,400
Employees
Worldwide
(as of 12/31/2025)



2025 ADJ
EBITDA:
\$716 Million



**Omni-Channel
Distribution**
Thousands of Dealers,
Wholesalers, Retailers
and E-Commerce
Partners



~1,200
Engineers
Worldwide
(as of 12/31/2025)



2025 Region
Net Sales Mix:
82% Domestic
18% International

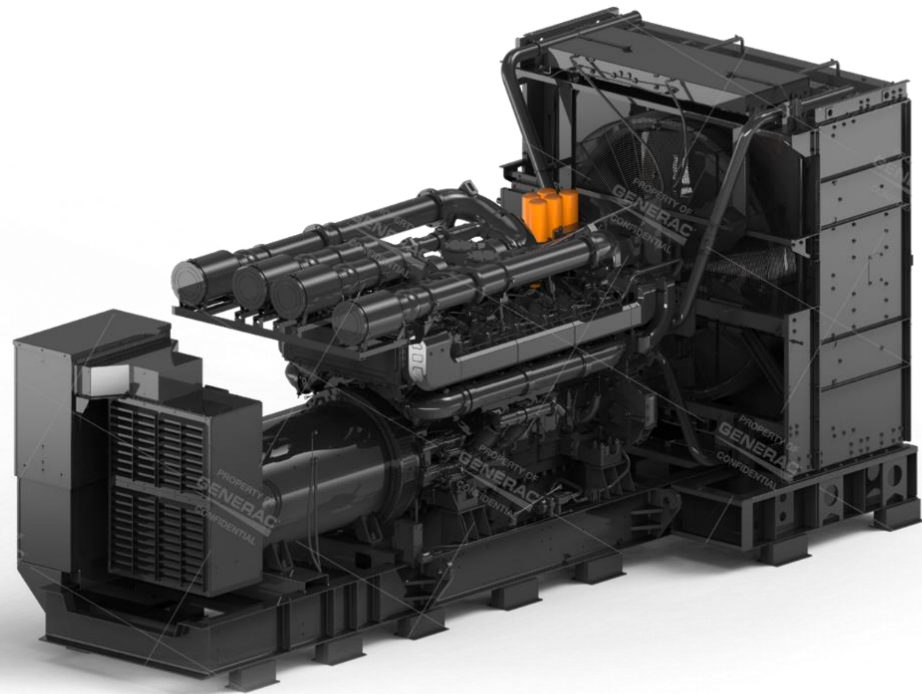


2025 Product Net Sales Mix:
54% Residential
35% Commercial & Industrial
11% Other



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 Solutions

Capturing Massive Global Market Opportunities

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

Residential Solutions

Mega-Trends Support Long-Term Growth Opportunities

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

Lower Power Quality & Higher Power Prices – Mega-Trends Drive Global Growth Opportunity

Product Overview

Residential – \$2.3B Net Sales*

C&I – \$1.5B Net Sales*

Other – \$0.5B Net Sales*



Home Standby Generator



Portable Generators



Natural Gas & Diesel Fueled Stationary Generators



Telecom Generator



Mobile Generator



Grid Services



Residential & C&I Connectivity



Smart Thermostat



Residential Energy Storage



Microinverter



Residential Load Manager



EV Charger



Chore Products



Generator Controls



Light Tower



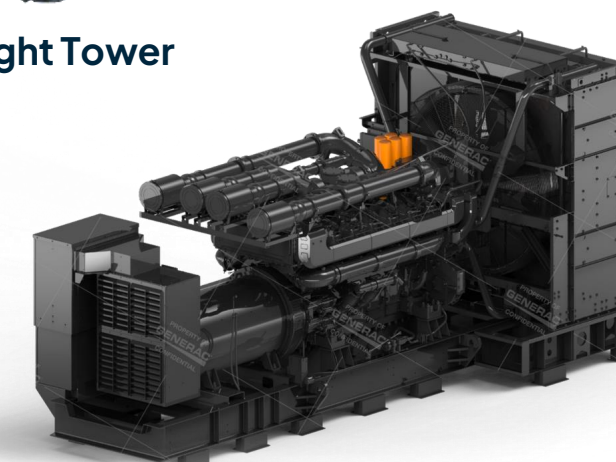
Mobile BESS



C&I BESS



Microgrid Controls



Large MW Diesel Generator

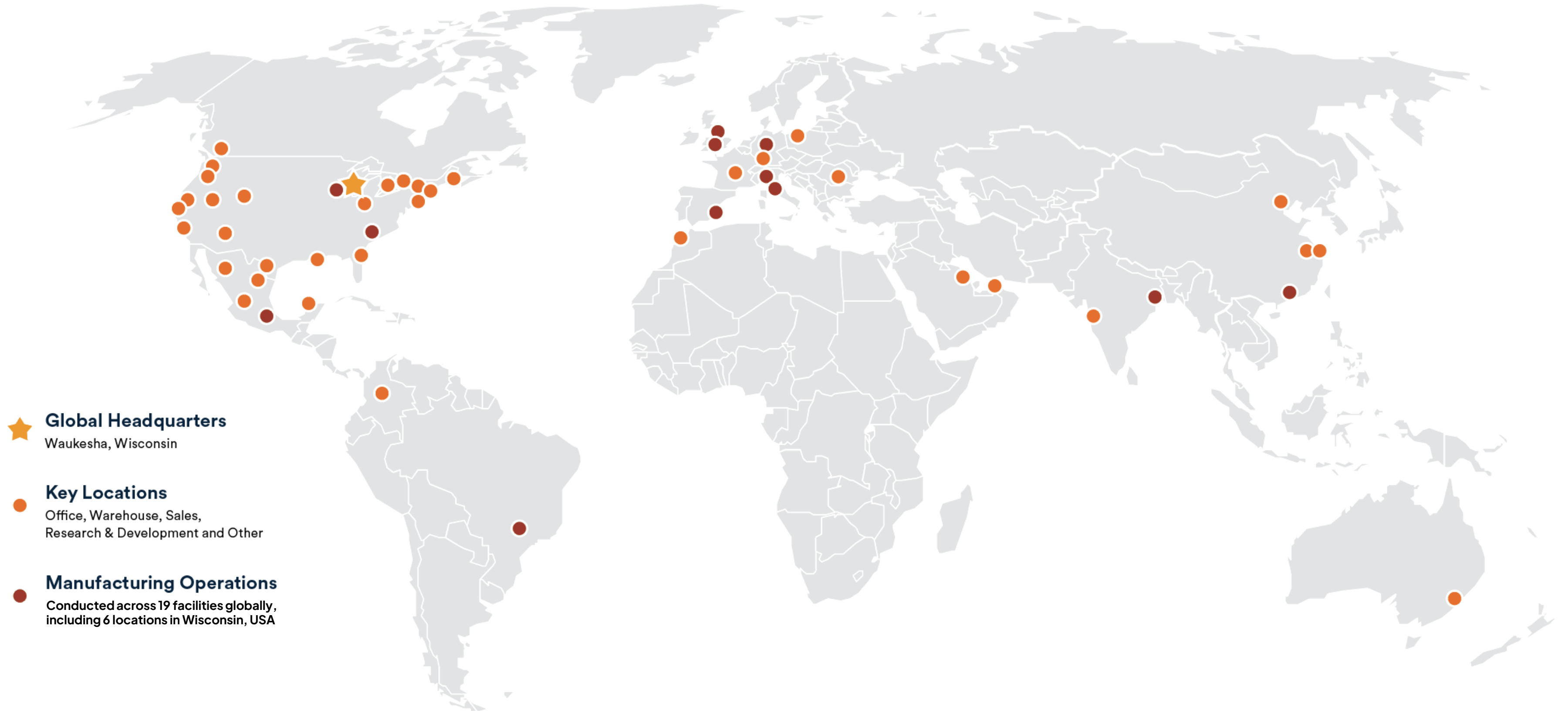


Aftermarket Parts & Accessories

- Extended Warranty
- Other Services

*Net sales figures for year ended 12/31/2025.

Generac Global Footprint



Unmatched Omni-Channel Distribution

Domestic Residential	~9,400 Residential Dealers – Provides Direct Sales, Install & Service
	~1,600 Wholesale Branches – Serves Electrical, HVAC, & Solar Contractors
	~10,000 Retail Outlets – Creates Product Awareness & Availability
Domestic C&I	Distributors – Engages Specifying Engineering Firms, Aftermarket Service
	Telecom & Rental – Direct Sales to Large Customers in Growing Markets
	Direct C&I – Access to Strategic Verticals with Custom Solutions
International	International Commercial Branches – Global Presence, Local Expertise

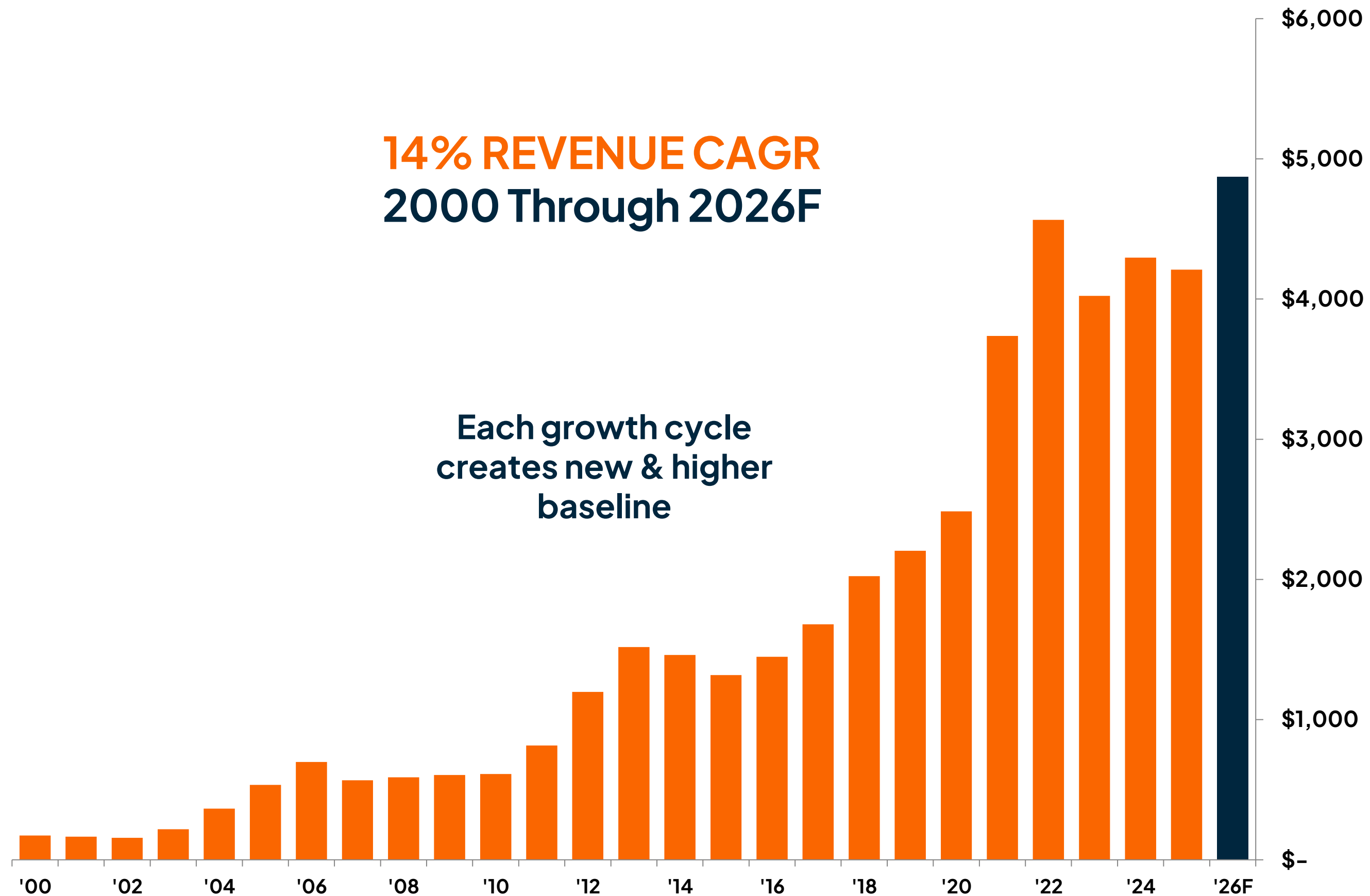
Multi-Decade Investment in Distribution Drives Unique Competitive Advantage

Track Record
of **Growth**



14% REVENUE CAGR
2000 Through 2026F

Each growth cycle
creates new & higher
baseline



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 given on February 11th, 2026.

Mega-Trends **Review**



Lower power quality

- More frequent severe and volatile weather impacting aging grid, causing increased power outage activity
- Increasing intermittent generation sources and accelerating electrification trends drive supply/demand imbalances



Higher power prices

- Investment required to upgrade grid infrastructure and build cleaner generation, storage, and T&D assets pushing prices higher
- Rising prices causes home and business owners to adopt energy management solutions

Artificial intelligence adoption accelerating



- Significant power needs for **data center** buildout and AI adoption could drive further grid instability
- Hyperscale and edge **data center** acceleration require significant backup power

Required investment in global infrastructure



- Upgrading of aging and underinvested legacy infrastructure systems
- Expanding investment for increasingly critical technology infrastructure

Growing demand for cleaner alternative fuels



- Natural gas and other alternative fuels are vital to the energy transition
- Cleaner-burning sources of non-intermittent power generation and resiliency solutions

Home as a Sanctuary



- Increasing importance of the home with more people working from home and aging in place
- More intelligent and connected home and desire for improved energy efficiency

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 Solutions

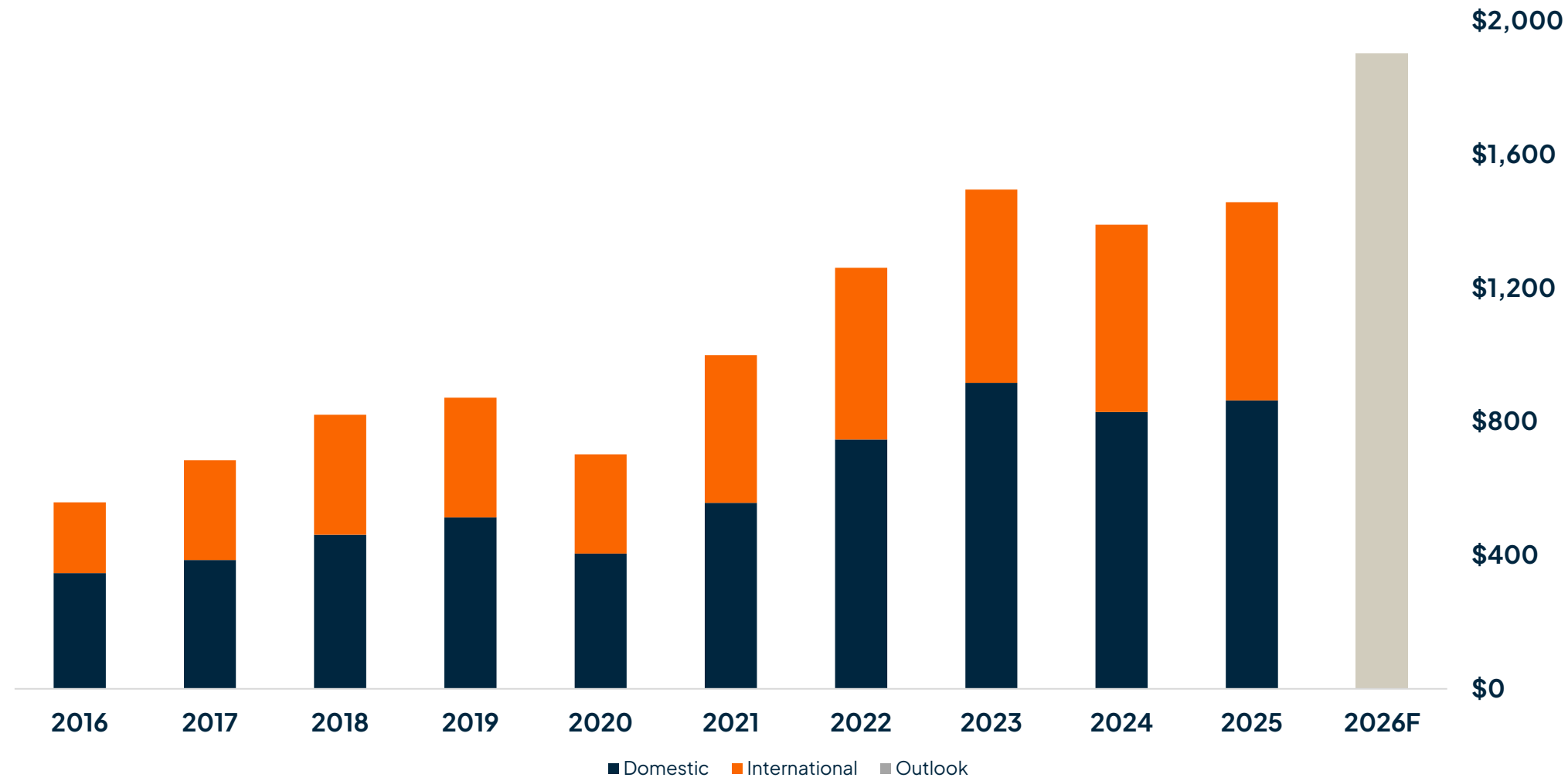
Capturing Global Growth Opportunities

Global C&I Gaining Share & Scale



GLOBAL C&I NET SALES

+13% CAGR
(2016 – 2026F)



- Data center opportunity driving +30% C&I growth in 2026*
- Broad end market growth driven by mega-trends
- Market share gains via competitive strengths
- M&A expands product & distribution capabilities

*Guidance provided as of 2/11/2026. See Forwarding Looking Statements on slide 3 for a list of risks & uncertainties

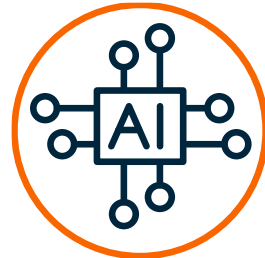
C&I Mega-Trends & Competitive Strengths



Infrastructure Investment



Lower Power Quality



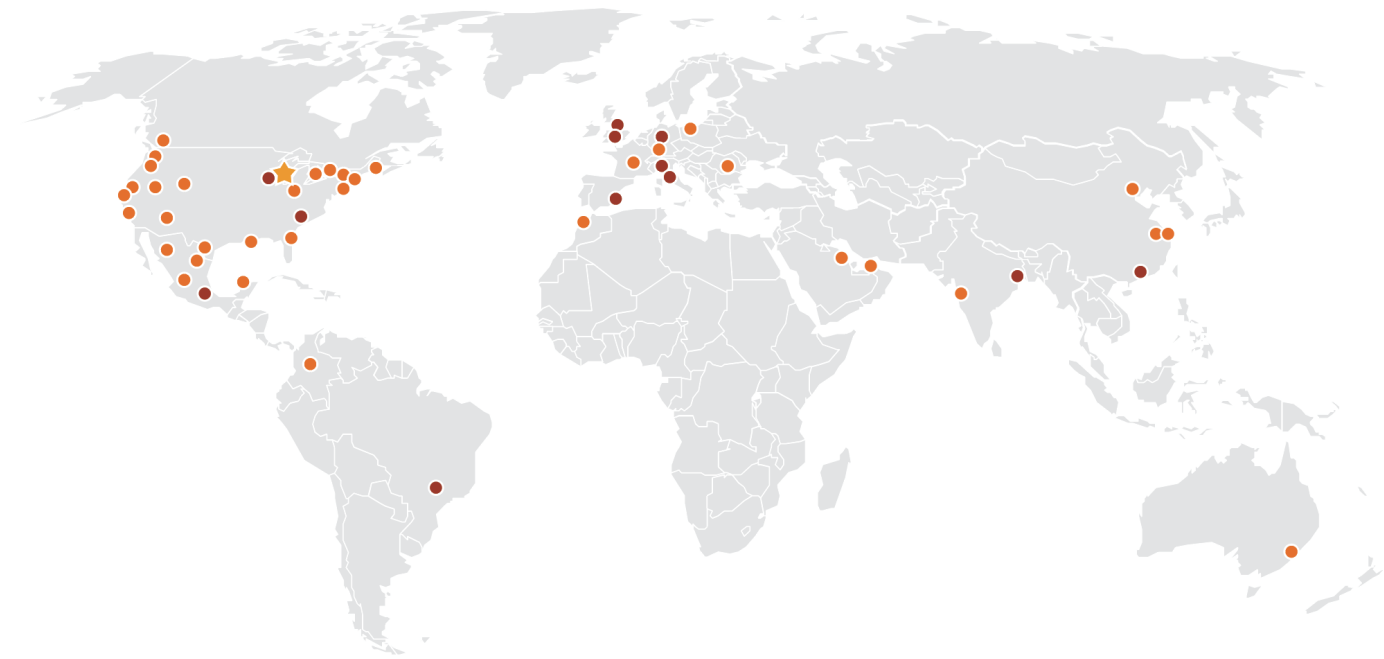
AI Adoption Accelerating



Higher Power Prices



Cleaner Alternative Fuels



DOMESTIC

Leader in natural gas backup power generators

Demand for cleaner fuels

Telecom & rental market leader, rapidly growing data center opportunity

Critical infrastructure resilience

INTERNATIONAL

Broad power generation solutions offering, including large MW gens

Portfolio breadth

Growing portfolio of energy technology solutions

Innovation & evolution

Broad end market coverage via industrial distributors

Nationwide distribution

Large & active network of EPC and contractor partners

Support for direct accounts

Growing capabilities in multi-asset microgrids and data centers

Optimized Power Solutions

Sales branches & production facilities across continents

Global presence, local expertise

Internationally recognized brand strength

Pramac | Generac

Proven strategy for geographic expansion & product introduction

Scalable operating model

Well-positioned for global share gains in large & growing data center market

Large & Growing Data Center Opportunity

Incremental Opportunity in Expanding Market

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

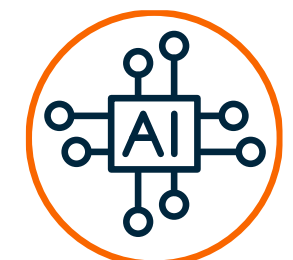
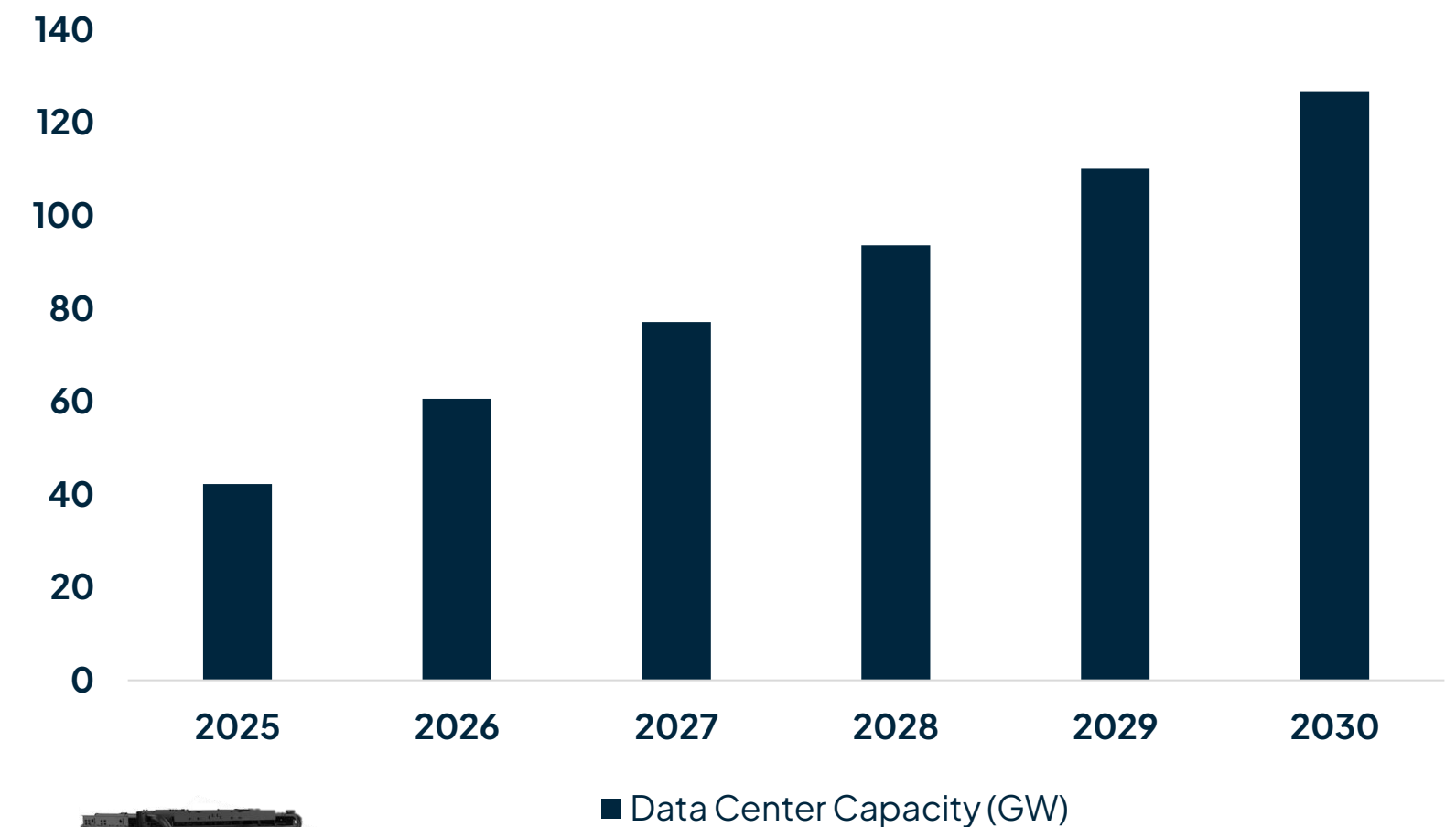
Generating Early Success

- Executing pilot programs with two hyperscalers
- Preferred supplier of two global data center colocators
- **Data center product backlog: Approximately \$400M¹**

Long-Term Competitive Positioning

- Highly competitive product lead times
- Global footprint capable of large generator assembly
- Internationally recognized brand strength
- Established service network to support installed base
- Long-standing historical focus on backup power generation
- Agility to respond to market demand with custom solutions

Global Data Center Power Demand²



AI Adoption
Accelerating

1. As of February 11, 2026
2. Cushman & Wakefield - 2025; company estimates

Building Multi-Asset C&I Microgrids



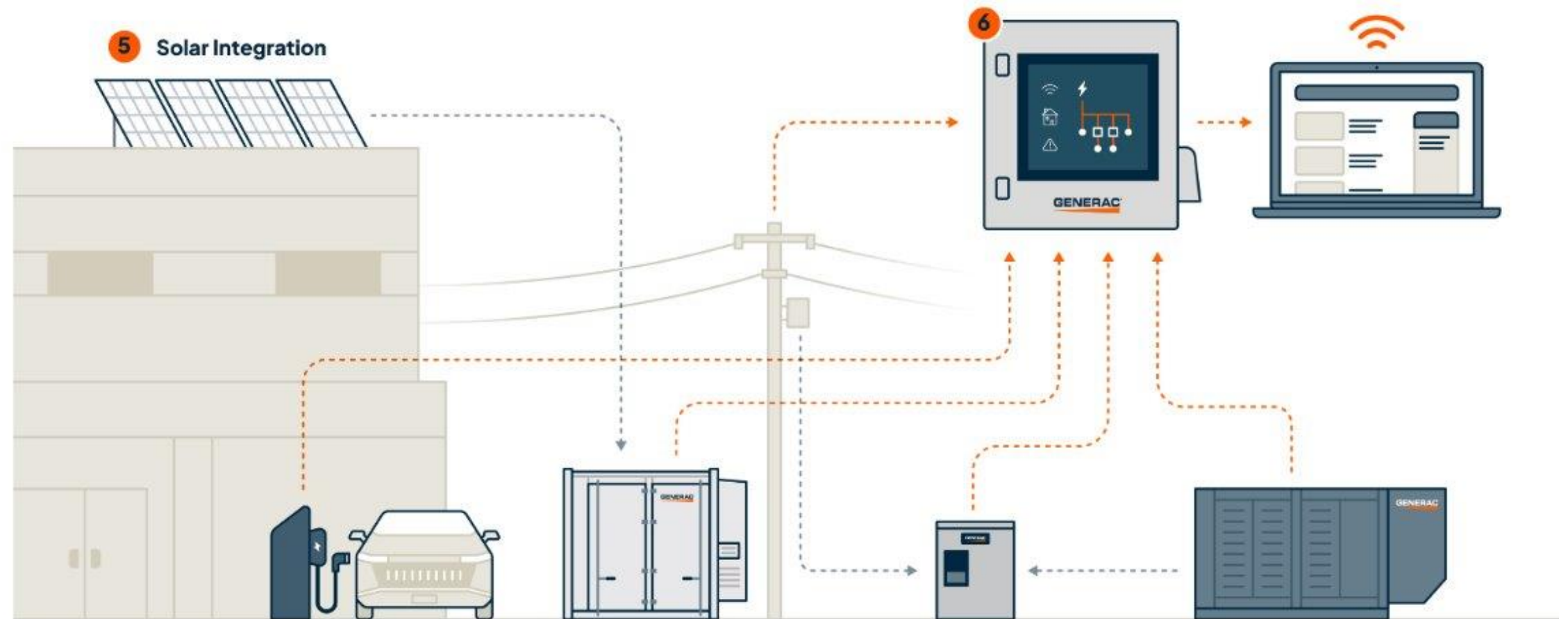
Power Generation & Storage



Energy Management Devices



Monitoring & Controls



4 EV Charger

1 BESS
Battery Energy Storage System

2 Transfer Switch /
Switchgear

3 Generator

1

BESS

Manages energy consumption by capturing, storing and discharging power in automatic response to demand. This helps save costs and build energy resilience.

2

Transfer Switch / Switchgear

Automatically switches the load from one power source to another, providing an uninterrupted power supply—even when outages strike.

3

Generator

Provides backup power and contributes during periods of high energy demand, reducing strain on the grid.

4

EV Charger

Provides reliable, cost-effective power for high-demand electric vehicles.

5

Solar Integration

Stores energy during the day for use when the sun's not out or outages strike, helping you lower energy costs and strengthen grid resilience.

6

Microgrid Controller & IoT

Controls, integrates and optimizes your ecosystem, using real-time monitoring and reporting to enable predictive analytics and maintenance.

Turnkey solutions managed through a single interface integrating multiple assets to optimize power generation and consumption

Residential Solutions

Mega-Trends Support Long-Term Growth Opportunities

Home Standby Penetration Opportunity



Widespread Growth Potential

- Total US penetration rate ~6.75%*
- 1% of penetration = ~\$4.5B opportunity*

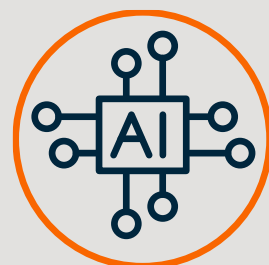
Mega-Trends



Home As A Sanctuary

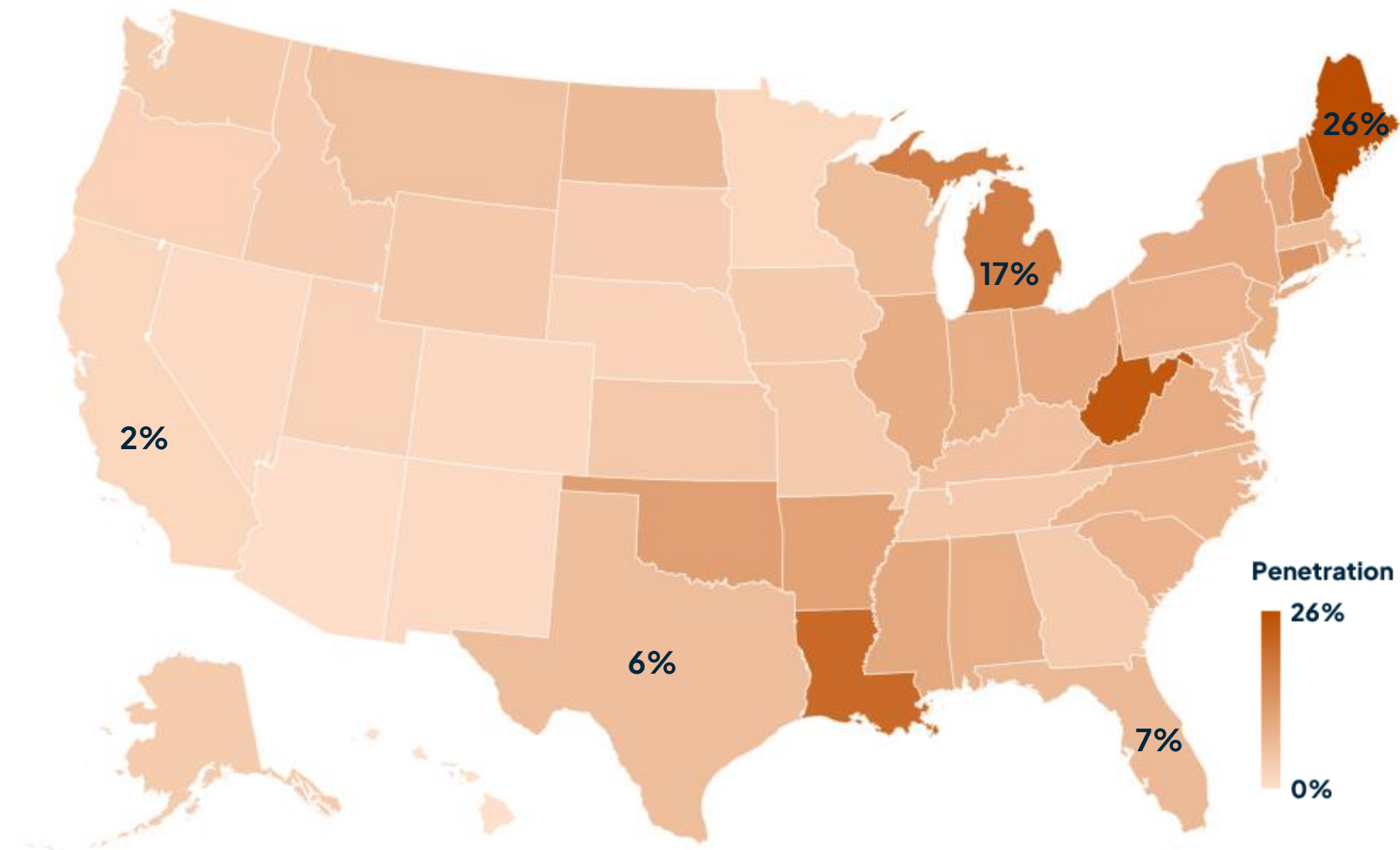


Lower Power Quality



AI Adoption Accelerating

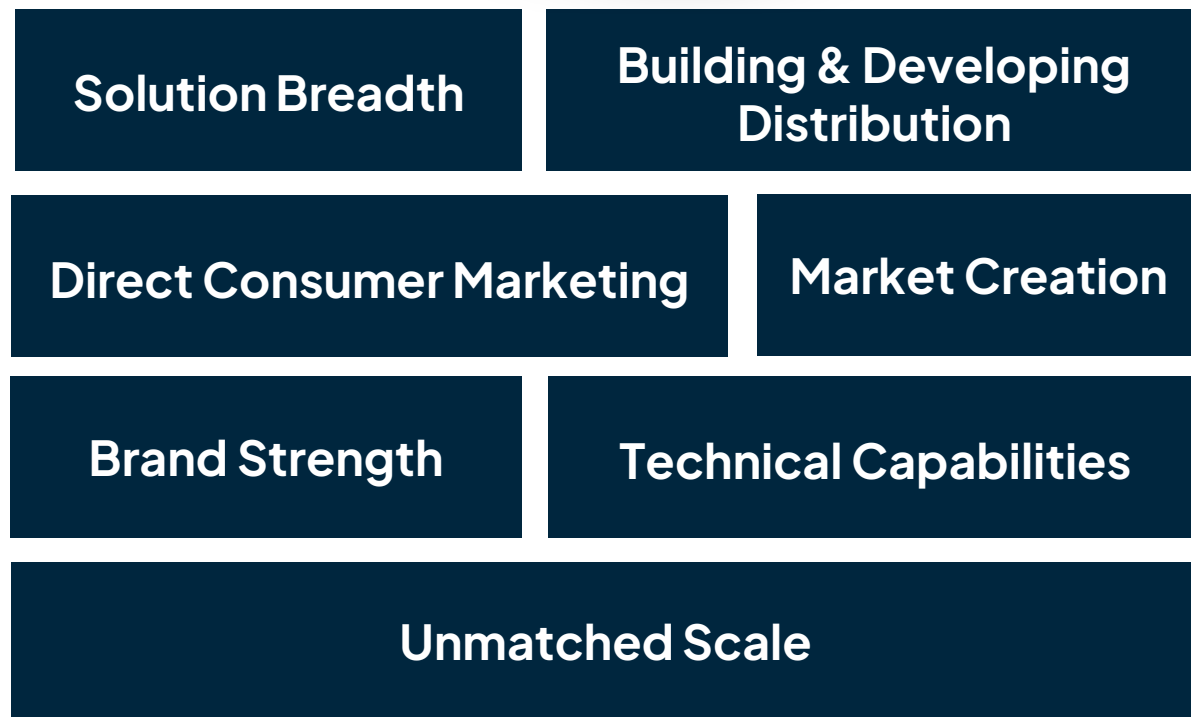
Power Outages Happen Everywhere



- Texas, Florida & California with ~25% of U.S. addressable homes
- 1% of penetration of these states = ~\$1.0B opportunity*
- Most penetrated states continue to increase penetration rate

* Penetration rate as of 2025, market opportunity quoted at retail pricing

Competitive Advantages to Capture HSB Penetration Opportunity



Proven Market Creation Capabilities

- **Directly engaging with a growing number of consumers**
 - Driving awareness through advertising & targeted marketing
- **Distribution Expansion – product availability where & when consumers want**
 - ~9,400 dealers, ~1,600 wholesalers, ~10,000 retail outlets
- **Data & Intelligence – proprietary algorithm utilizing consumer & outage data**
 - Leveraging millions of completed in-home consultations
- **Close the Consumer – optimized sales process & tools drive win rates**
 - Proprietary sales platform & lead nurturing capabilities
- **Broad product offering and leading connectivity solutions**
 - Solutions for every customer application

Secular Trends Support Residential Energy Technology Markets

Solar Inverter – PWRmicro

- Unlocks on-site solar power generation
- 2:1 architecture with independently optimized DC inputs
- Seamless integration with PWRcell 2 and ecobee platform



Energy Storage – PWRcell 2

- Rate arbitrage, improve solar ROI & VPP participation
- Industry leading storage capacity
- Greater resilience and lifetime net savings¹



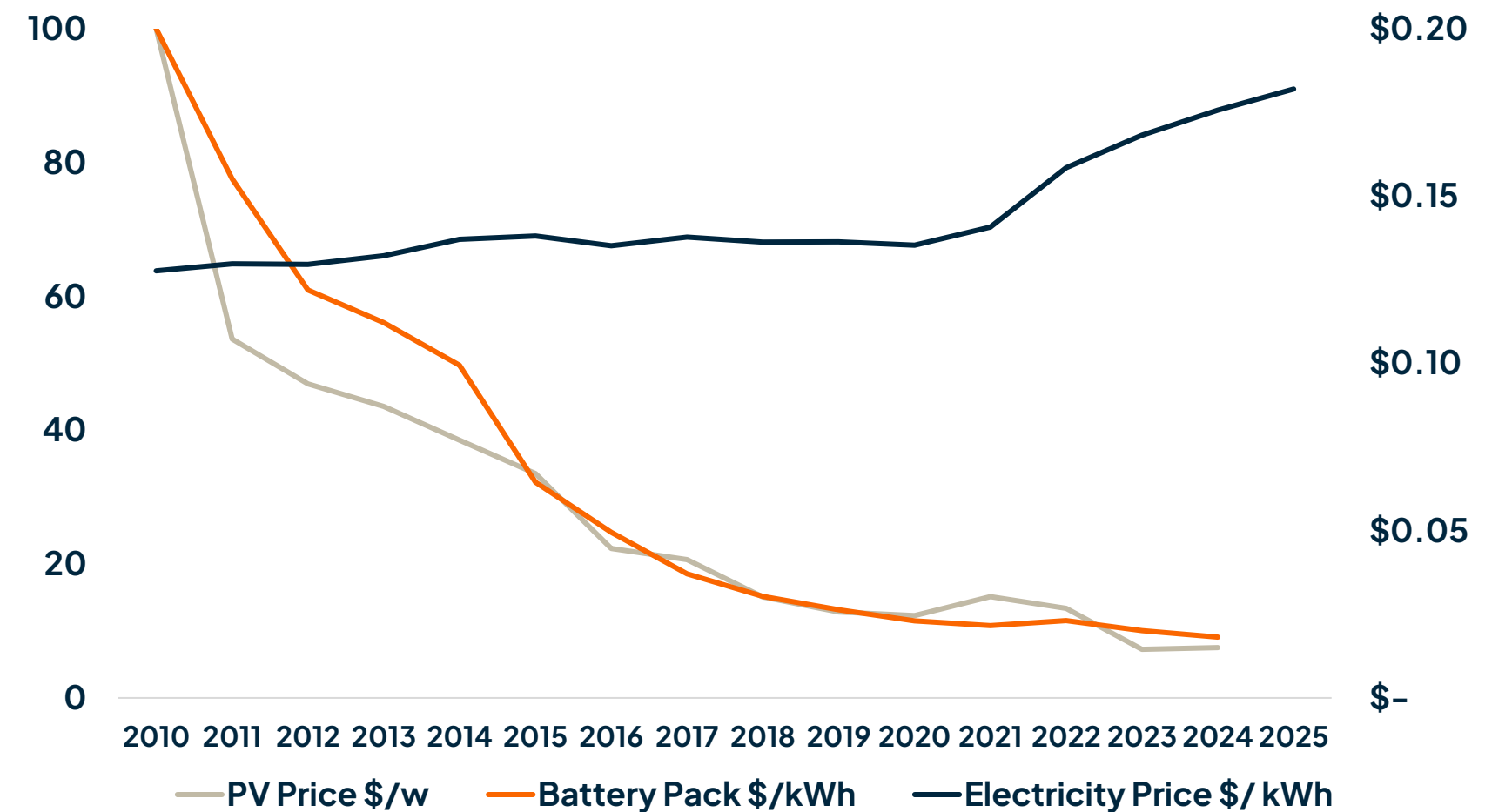
Energy Management

- Avoid peak rates, optimize efficiency & VPP participation
- ecobee energy hub – AI/ML to manage storage & large energy loads
- EV charging – intelligent management of large energy load



Electricity Prices² ↑ Equipment Prices³ ↓

Avg Electricity Price +39% since 2020



Secular trends of higher power prices and lower equipment costs expected to support solar & storage economics

1) Company estimates
 2) Electricity per kWh in US city average; US Bureau of Labor Statistics; +39% December 2025 vs December 2020
 3) Silicon PV prices source: BNEF 4Q 2023 Global PV Market Outlook; Battery pack price source: BNEF 2022 Lithium-Ion Battery Price Survey; Prices indexed to 2010 levels

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

Leveraging HSB Competencies & Unique Capabilities To Win In Energy Technology

Generac HSB Competencies

- Building & Developing Distribution
- Direct to Consumer Marketing
- Market Creation
- Unmatched Scale
- Brand Leverage
- Technical Capabilities

Energy Technology Capabilities

- Differentiated Ecosystem
- Leading Energy Storage Capacity
- ecobee Home Energy Hub
- Bottomless Battery with HSB Integration
- 2:1 Microinverter Architecture
- Enhanced Monitoring for Solar & Storage

Next Generation Home Standby New Energy Technology Products

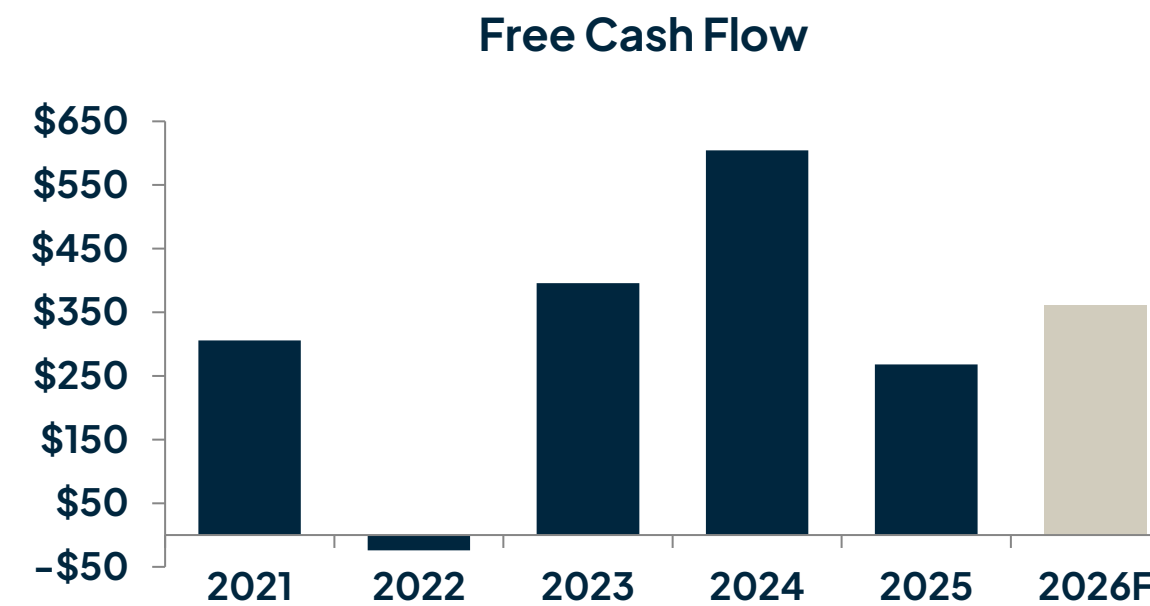
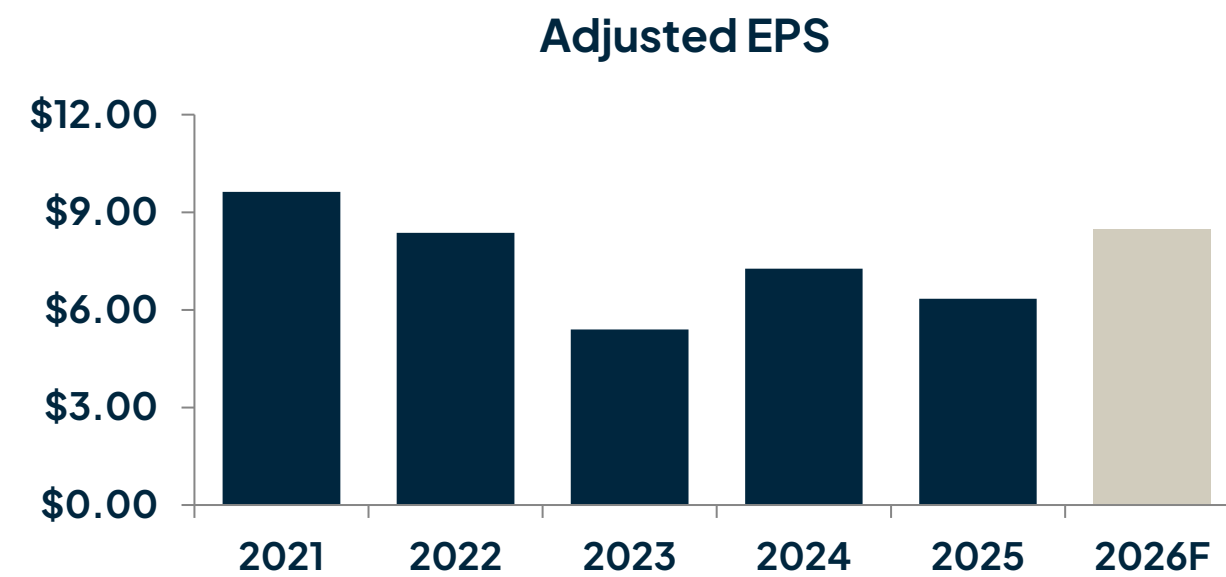
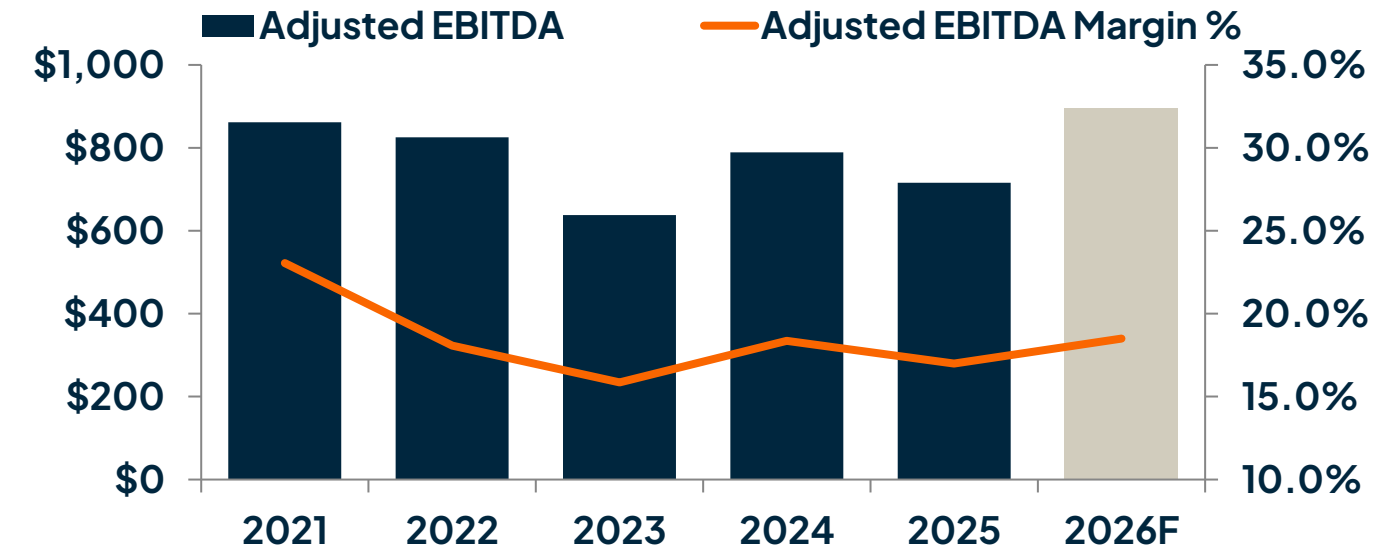
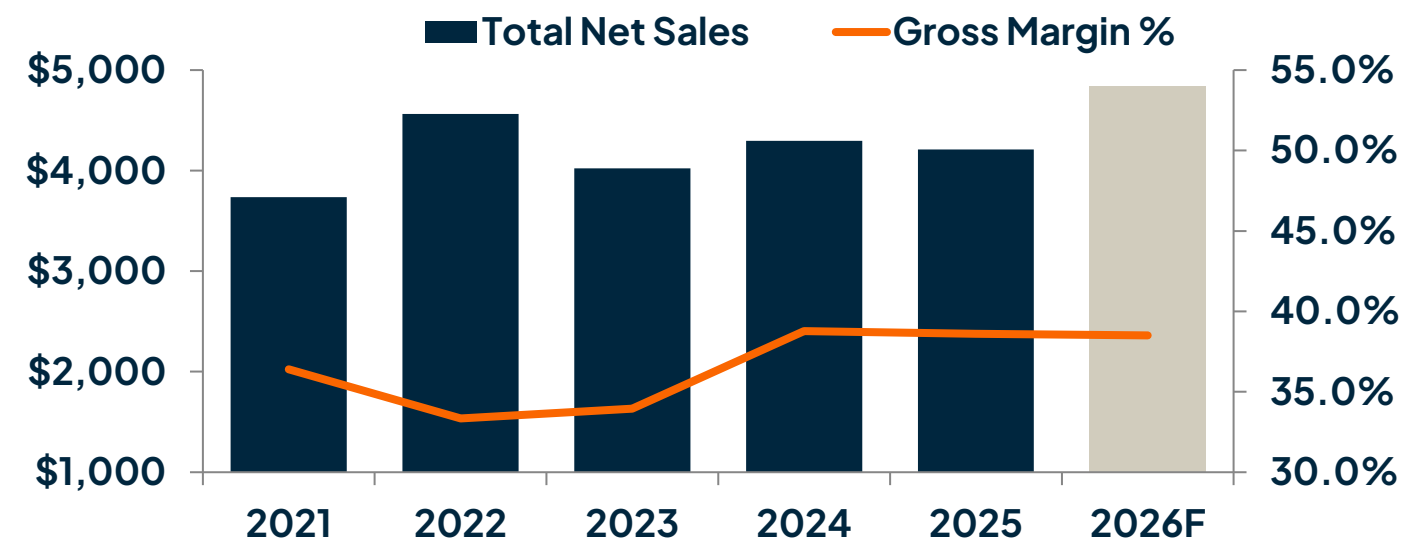
- PWRmicro
- PWRcell 2
- ecobee Enhanced
- ecobee + Generac App



Share Gain Opportunity in Residential Markets

Financial Summary

Financial Summary



Note: \$ in millions, except per share data
 *Assumes midpoint of 2026 guidance provided on February 11th, 2026

Business Outlook

2026F Guidance As Of February 11, 2026*

Consolidated net sales

- Consolidated revenue: Mid-teens % range
- Residential product revenue: 10% range
- Commercial & Industrial product revenue: 30% range

Adjusted EBITDA margins

- Between 18.0% and 19.0%

GAAP effective tax rate

- Between 24.0% to 25.0%

Free cash flow

- Approximately \$350M

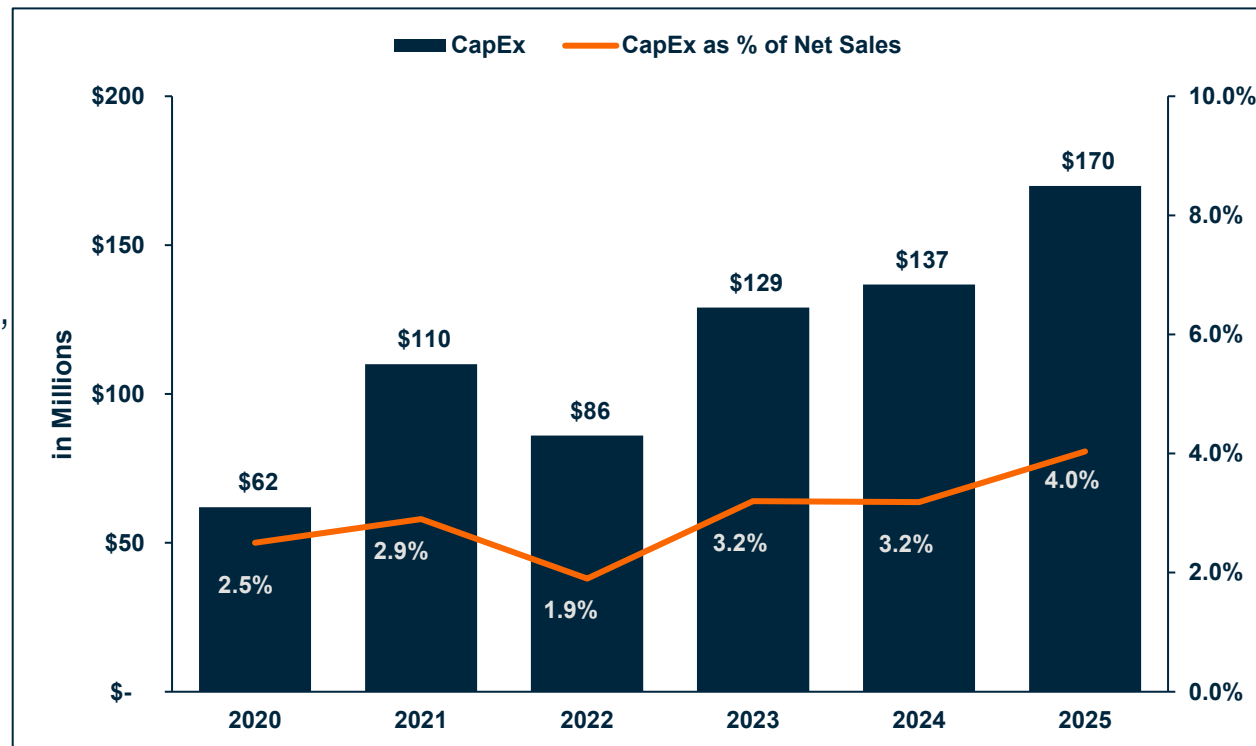


*See Forwarding Looking Statements on slide 3 for a list of risks & uncertainties

Disciplined & Balanced Capital Allocation

1. Organic Growth

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



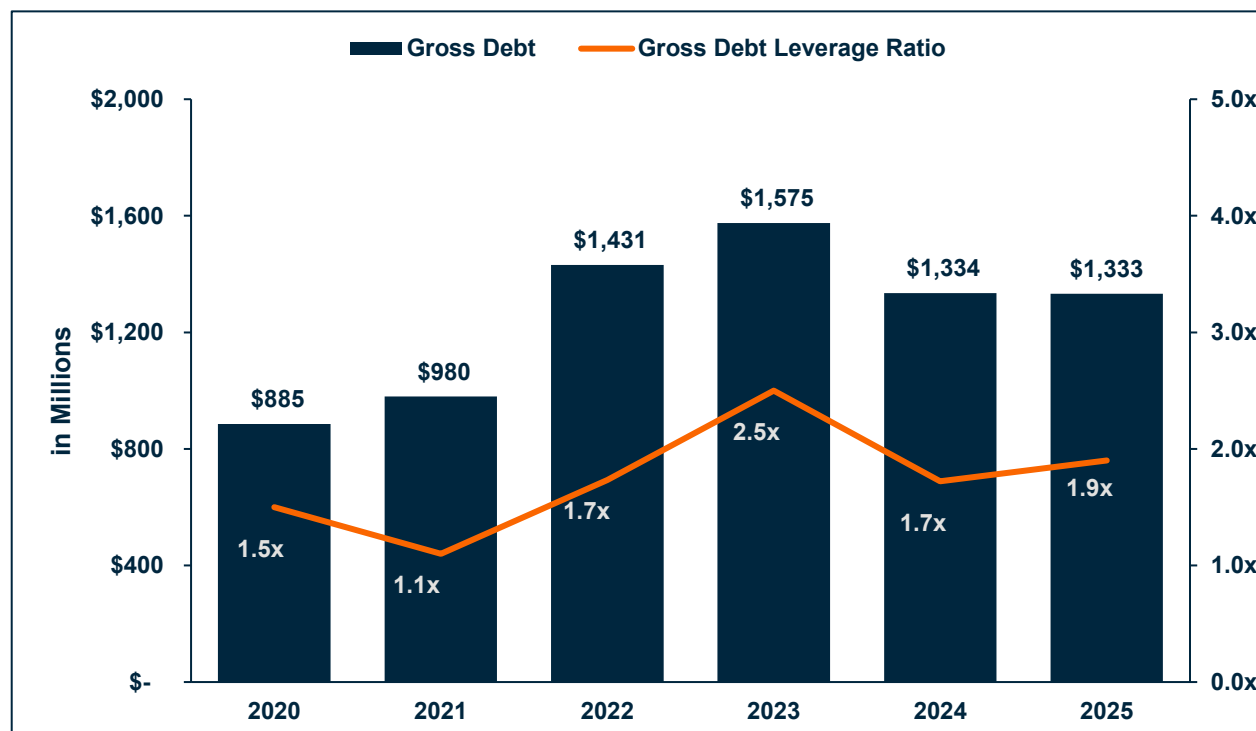
2. Strategic M&A

Accelerating “Powering A Smarter World” Strategy



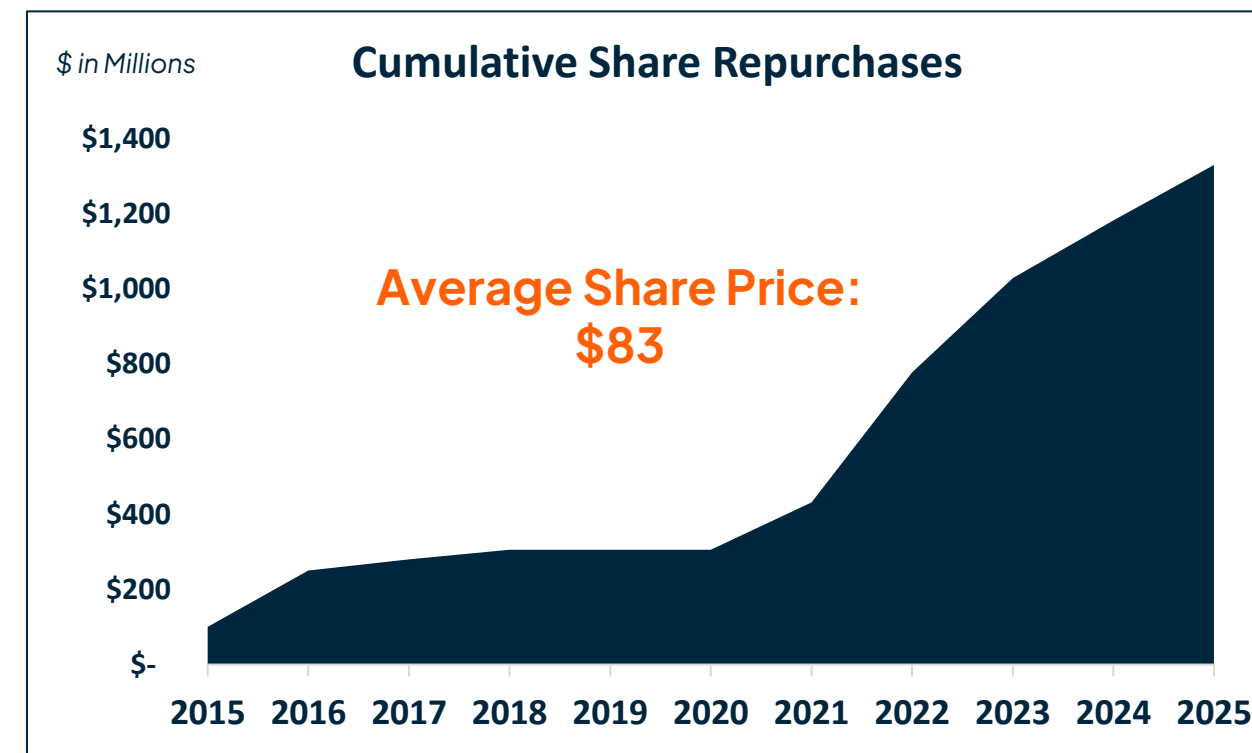
3. Maintaining Healthy Balance Sheet

Target leverage 1-2x



4. Return of Capital

Opportunistic Share Buy-backs



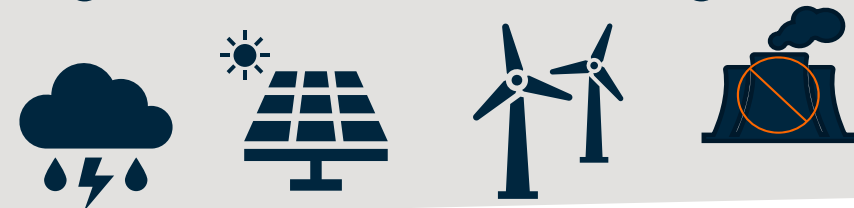
~\$500M remaining on current repurchase authorization

Appendix

Increasingly Imbalanced Electrical Grid

SUPPLY RELIABILITY DETERIORATING

- Increasing severe & volatile weather
- One-way system prone to outages
- Infrastructure underinvestment
- Penalties for carbon intensity
- Growing mix of intermittent generation



DEMAND GROWTH ACCELERATING

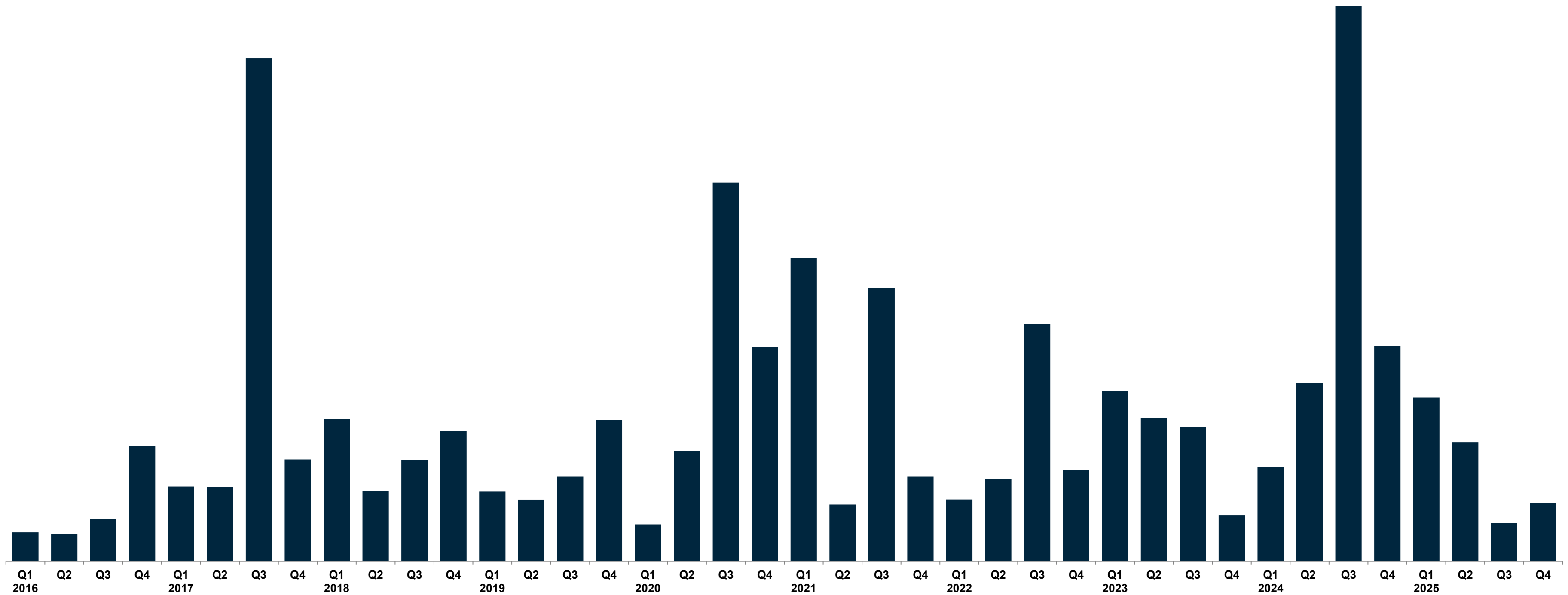
- Data centers & artificial intelligence
- Electrification of everything
- Transportation, HVAC, appliances
- Home as a Sanctuary
- C&I processes



Lower Power Quality | Increased Power Demand & Dependence | Higher Power Prices

Expanding Power Outage Severity¹

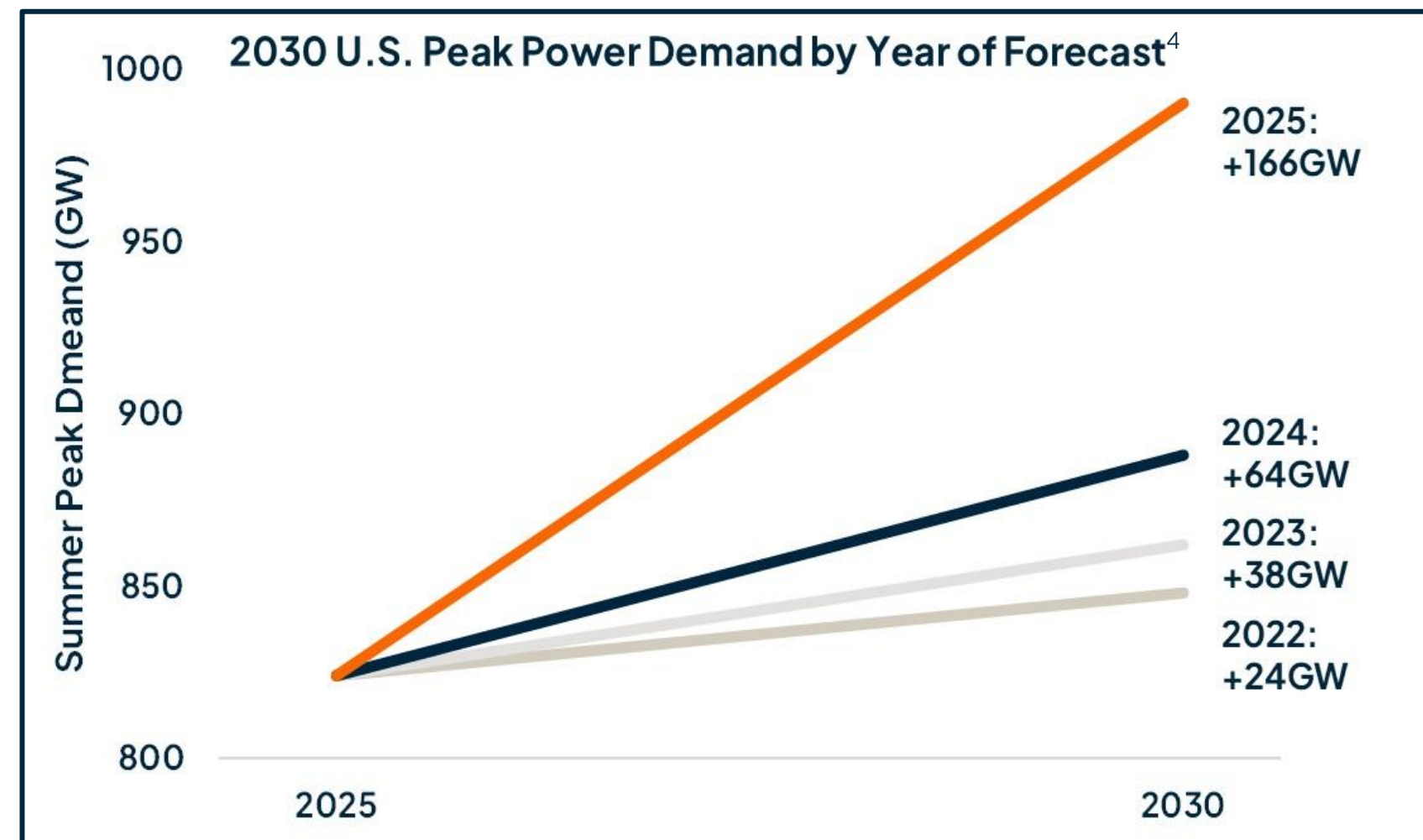
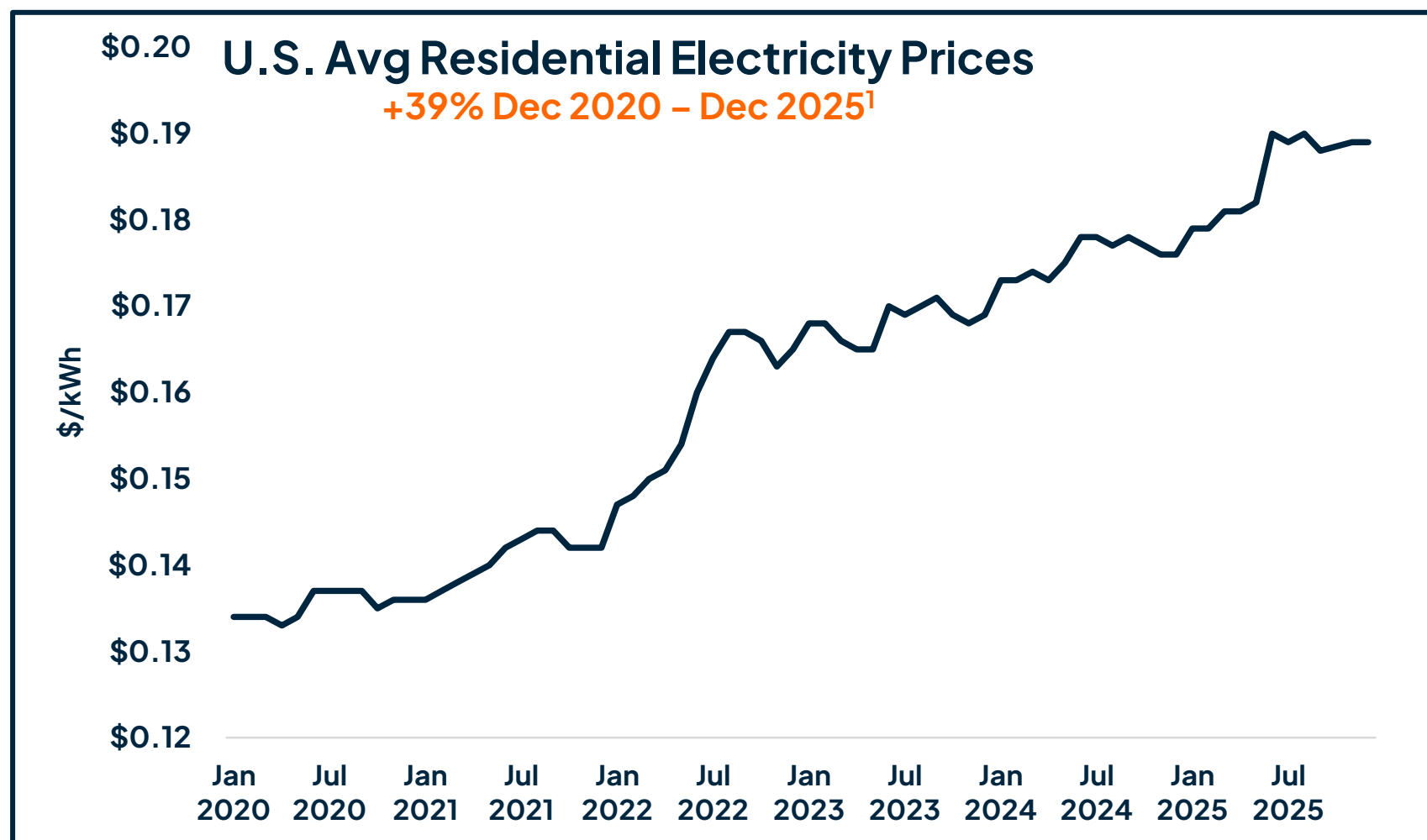
■ Total Outage Hours (Severity)



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

Mega-Trend: Higher Power Prices

Required investment in generation & infrastructure expected to drive power prices higher



Residential retail rates increase up to 40% by 2030²

Residential retail rates 2X by 2050 for certain utilities²

2025 U.S. utility capex double 2015 levels³

\$1.1 trillion utility capex expected 2025-2029³

1. Electricity per kWh in US city average; US Bureau of Labor Statistics;
2. As expected in the ICF 2025 Energy Demand Report
3. EEI 2024 Financial Review; US investor-owned utilities only
4. Grid Strategies, November 2025

Q4 2025 & LTM Financial Overview

	Actual Q4 2025 (unaudited)	Y/Y % Change	Actual LTM (unaudited)	Y/Y % Change
Residential	\$ 571.9	(23.1%)	2,266.9	(6.8%)
Commercial & Industrial	399.5	10.0%	1,457.4	4.9%
Other	120.1	(6.2%)	484.9	2.5%
Net Sales	\$ 1,091.5	(11.6%)	\$ 4,209.1	(2.0%)
Gross Profit	\$ 396.1	(21.0%)	\$ 1,611.7	(3.2%)
% Margin	36.3%		38.3%	
Adjusted EBITDA	\$ 185.2	(30.2%)	\$ 715.5	(9.3%)
% Margin ⁽¹⁾	17.0%		17.0%	
Net Income - GHI	\$ (24.5)	(120.9%)	\$ 159.6	(49.6%)
Adjusted Net Income - GHI	\$ 94.9	(43.6%)	\$ 376.0	(14.2%)
Adjusted EPS - GHI	\$ 1.61	(42.5%)	\$ 6.34	(12.9%)
Free Cash Flow	\$ 129.9	(54.6%)	\$ 268.1	(55.6%)
Consolidated Gross Debt			\$ 1,333.1	
Consolidated Gross Debt Leverage Ratio			1.9	

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

Adjusted EBITDA Reconciliation

	2021	2022	2023	2024	2025
Net income	\$ 556.6	\$408.9	\$ 217.1	\$ 317.0	\$ 161.4
Interest expense	33.0	54.8	97.6	89.7	70.7
Depreciation and amortization	92.0	156.1	166.6	171.8	194.8
Income taxes provision	135.0	99.6	73.2	92.5	37.7
Non-cash write-down and other charges	(3.1)	(2.1)	(6.0)	4.8	6.6
Non-cash share-based compensation expense	24.0	29.5	35.5	49.2	49.9
Loss on debt refinancing	0.8	3.7	-	4.9	1.2
Change in fair value of investments	-	-	-	38.0	20.6
Transaction costs and credit facility fees	22.4	5.0	4.1	5.1	4.0
Business optimization, provision for regulatory and clean energy product charges, and other	0.8	69.8	49.7	16.2	168.6
Adjusted EBITDA	\$ 861.4	\$ 825.4	\$ 637.9	\$ 789.1	\$ 715.5
Adjusted EBITDA attributable to noncontrolling interests	(9.4)	(15.1)	(4.7)	(1.2)	(2.6)
Adjusted EBITDA attributable to Generac Holdings, Inc.	\$ 852.1	\$ 810.3	\$ 633.2	\$ 787.9	\$ 712.9

Adjusted Net Income & Free Cash Flow Reconciliation

	Three months ended		LTM Ended Dec 31,	
	Dec 31,		2025	2024
Net Income to Adjusted Net Income Reconciliation	2025	2024	2025	2024
	(unaudited)		(unaudited)	
Net income attributable to Generac Holdings, Inc.	\$ (24,463)	\$ 117,226	\$ 159,554	\$ 316,315
Net income attributable to noncontrolling interests	529	443	1,800	663
Net income	(23,934)	117,669	161,354	316,978
Amortization of intangible assets	25,405	24,045	101,507	97,743
Amortization of deferred financing costs and OID	545	650	2,380	3,242
Transaction costs and credit facility fees	1,141	445	1,797	2,717
Tax effect of add backs	(39,251)	(16,411)	(80,658)	(40,173)
Change in fair value of investment	3,472	35,068	20,610	38,006
Business optimization, provision for regulatory charges, and other	128,027	7,213	170,803	20,609
Adjusted net income	\$ 95,405	\$ 168,679	\$ 377,792	\$ 439,122
Adjusted net income (loss) attributable to noncontrolling interests	(529)	(443)	(1,800)	(663)
Adjusted net income attributable to Generac Holdings, Inc.	\$ 94,876	\$ 168,236	\$ 375,992	\$ 438,459
Free Cash Flow Reconciliation				
Net cash provided by operating activities	\$ 189,259	\$ 339,454	\$ 437,978	\$ 741,301
Proceeds from beneficial interests in securitization transactions	-	-	-	\$ -
Expenditures for property and equipment	(59,316)	(53,334)	(169,850)	(136,733)
Free cash flow	\$ 129,943	\$ 286,120	\$ 268,128	\$ 604,568