



Q3 EARNINGS REPORT

November 2025

Disclaimer

Forward-Looking Statements

This presentation contains forward-looking statements. All statements other than statements of historical fact are “forward-looking statements” for purposes of federal and state securities laws. Words, and variations of words, such as “will,” “may,” “expect,” “would,” “could,” “might,” “intend,” “plan,” “believe,” “likely,” “estimate,” “anticipate,” “objective,” “predict,” “project,” “drive,” “seek,” “aim,” “target,” “potential,” “commitment,” “outlook,” “continue,” “goal” or any other similar words are intended to identify our forward-looking statements. Although we believe that the expectations and assumptions reflected in any of our forward-looking statements are reasonable, actual results or outcomes could differ materially from those projected or assumed in any of our forward-looking statements. Our future financial condition and results of operations, as well as any forward-looking statements, are subject to change and to inherent risks and uncertainties, many of which are beyond our control, which could cause our actual results to differ materially from those indicated in these forward-looking statements. We disclaim and do not undertake any obligation to update or revise any forward-looking statement in this presentation except as required by applicable law or regulation. For important information on forward-looking statements, please see our earnings release for Q3 2025 on our investor website at <https://investors.shoals.com>.

Non-GAAP Financial Information

All results shared within this presentation are non-GAAP unless noted as “reported,” in which case we are referring to our results on a GAAP basis. Please see GAAP to non-GAAP reconciliations at the end of this presentation for comparable GAAP measures. Refer to the definitions of these measures in our earnings release for Q3 2025 on our investor website at <https://investors.shoals.com>.

Market and Industry Data

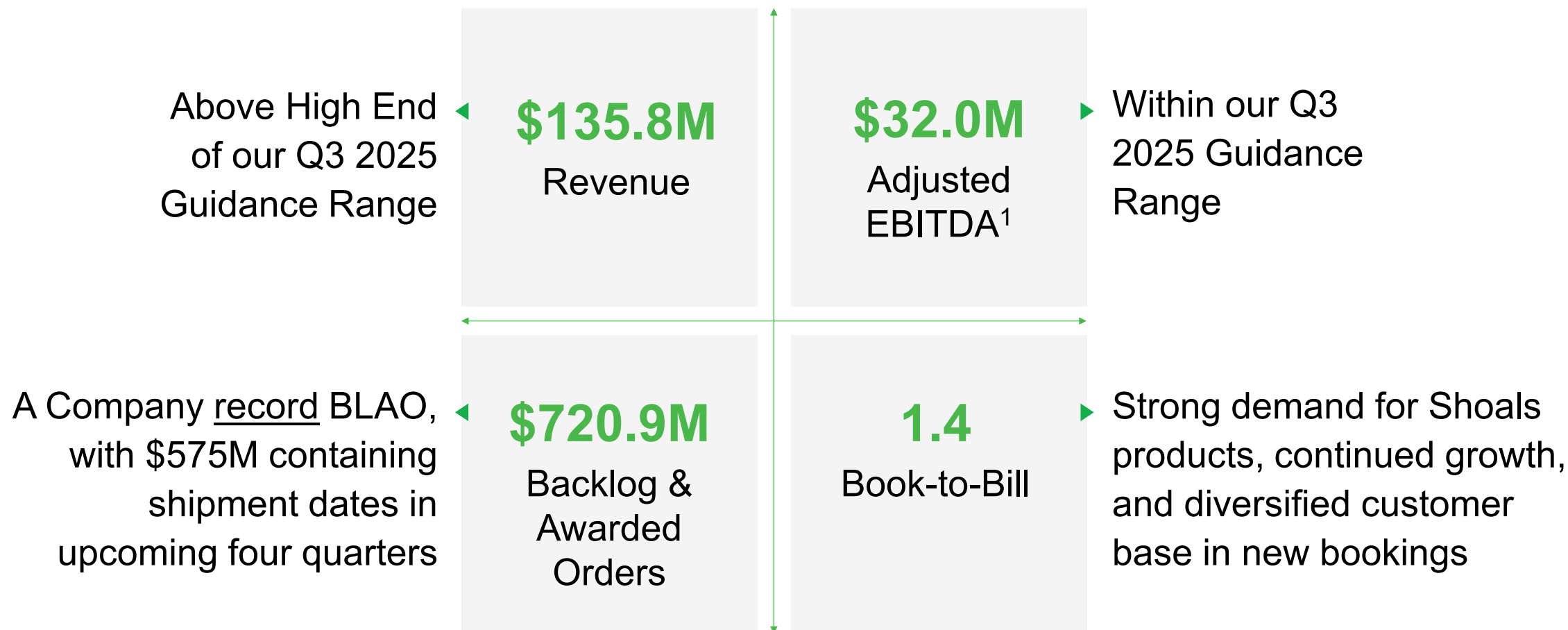
This presentation also contains information regarding the Company's market and industry that is derived from third-party research and publications. That information may rely upon a number of assumptions and limitations, and the Company has not independently verified its accuracy or completeness.

Agenda

- O1 | Third Quarter Highlights
- O2 | Current Events & Market Environment
- O3 | U.S. Utility Scale Solar
- O4 | Growth Opportunities (International, CC&I, OEM, & BESS)
- O5 | Financial Overview
- O6 | Financial Outlook



QUARTERLY HIGHLIGHTS



¹See Appendix for reconciliation of Non-GAAP measures.



CURRENT EVENTS & MARKET ENVIRONMENT



Market, Policy & Strategy

- **Solar is best positioned** to meet rising energy needs
 - AI and data centers
 - Industrialization
 - On-shoring of manufacturing
- **Our customers** remain as **busy as ever**
- **Developers** have safe harbored projects **for many years**
- **We do not expect** a significant “pull forward” of projects
- The need for **new energy supply** is real

Q3 2025

U.S. UTILITY SCALE SOLAR

“The third quarter was another strong quarter of growth within our core U.S. Utility Scale Solar market.”

**Customer project
calendars remain tight,
with little excess
capacity**

Our quote volume
exceeded **more than
\$900M** during Q3 2025

U.S. Utility Scale Solar Market **Remains Resilient**

Our commercial
strategy **continues
to drive growth**

Labor availability
is a focus for the
industry



GROWTH OPPORTUNITIES

International

(110 MW Alcones project located in Chile)



- ❖ The opportunity set across international markets continues to expand
- ❖ Our pipeline exceeds 20GW and includes projects in Latin America, EMEA, and Asia Pacific
- ❖ We've hired an experienced commercial leader in Australia
- ❖ Relationships with large, global developers with ties to the US Export-Import Bank are opening doors and growing our pipeline

GROWTH OPPORTUNITIES

CC&I

“Our CC&I business is performing well. Our engagement with large, well respected electrical distributors is driving meaningful quote volume increases.”



GROWTH OPPORTUNITIES

OEM

“Our OEM business is tracking *ahead* of expectations as our partner continues to see strong demand for their panels.”



Shoals + First Solar



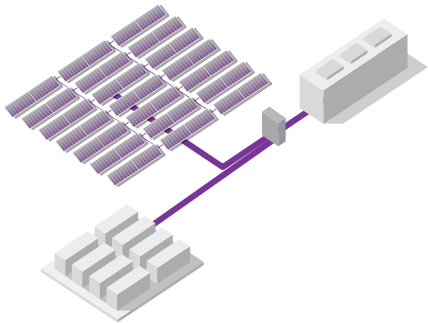
BESS

The Vision for BESS Has Changed

Key Takeaway – The domestic market opportunity for BESS is substantially larger than traditional Solar & Storage, with existing products able to meet different end market needs.

Investor Day

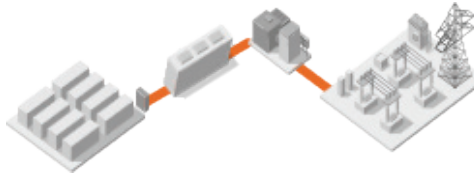
Solar & Storage (IPP/Utility)



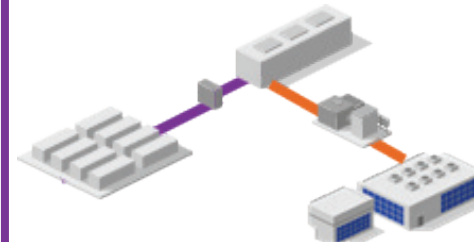
- ❖ Grid reliability and stabilization
- ❖ Lower electricity bills and better project economics
- ❖ Peak shaving and load shifting

Expansion Opportunity Today

Grid Firing (Utility)



Data Center Power/UPS (Hyperscaler)



- ❖ Peak shaving
- ❖ Energy arbitrage
- ❖ Balancing demand response and frequency regulation
- ❖ Grid resiliency and stability
- ❖ Operational resilience

Third Quarter Financial Snapshot

\$ Thousands (except for EPS)	Q3 2025	Q3 2024	\$ Change YoY	% Change YoY
Revenue	\$ 135,804	\$ 102,165	\$ 33,639	32.9%
Cost of Goods Sold	85,552	76,789	8,763	11.4%
Gross Profit	50,252	25,376	24,876	98.0%
Gross Profit %	37.0%	24.8%	12.2%	49.0%
Wire Insulation Shrinkback Expense	—	13,298	(13,298)	(100.0)%
Adjusted Gross Profit	\$ 50,252	\$ 38,674	\$ 11,578	29.9 %
Adjusted Gross Profit %	37.0%	37.9%	(0.9)%	(2.2)%
Adjusted EBITDA	\$ 31,974	\$ 24,533	\$ 7,441	30.3 %
Adj EBITDA %	23.5%	24.0%	(0.5)%	(2.0)%
Adjusted Net Income	\$ 20,999	\$ 13,935	\$ 7,064	50.7%
Adj. Net Income %	15.5%	13.6%	1.8%	13.4%
Adjusted Diluted EPS	\$ 0.12	\$ 0.08	\$ 0.04	49.5%

¹See Appendix for reconciliation of Non-GAAP measures.

\$135.8M

Q3 Revenue

37.0%

**Q3 Adjusted
Gross Profit %¹**

\$50.3M

**Q3 Adjusted
Gross Profit¹**

\$32.0M

**Q3 Adjusted EBITDA¹,
23.5% Adjusted
EBITDA Margin¹**

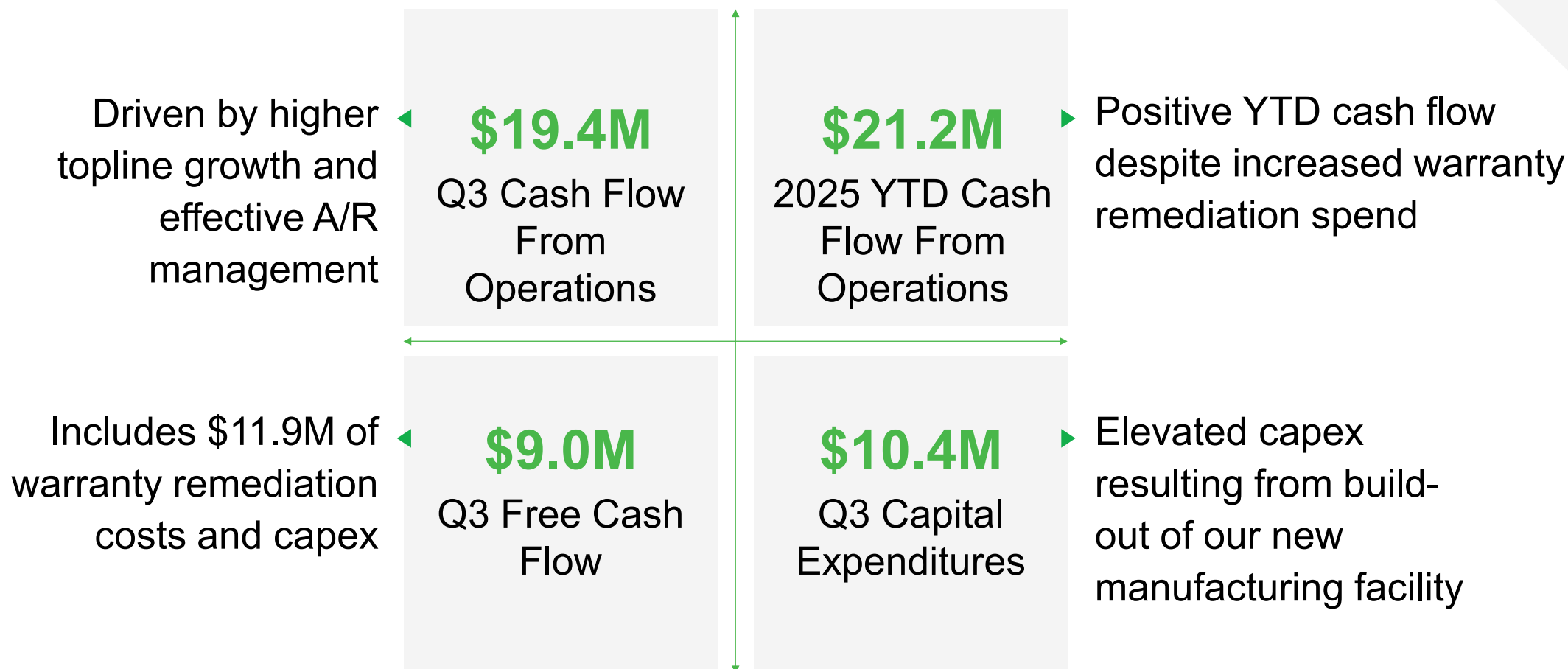
\$21.0M

**Q3 Adjusted
Net Income¹**

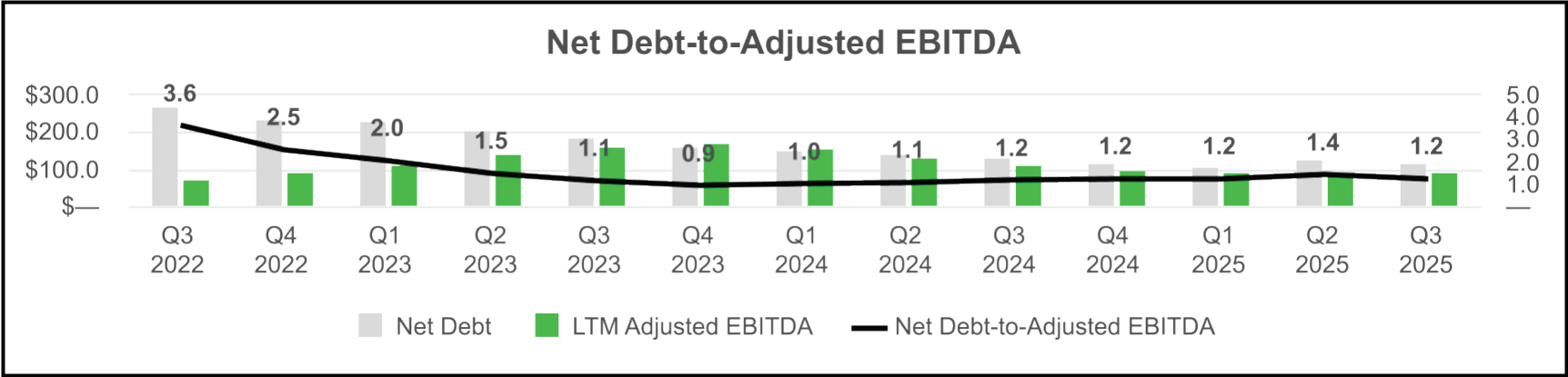
\$0.12

**Q3 Adjusted
Diluted EPS¹, 49.5%
increase YoY**

CASH FLOW



	Q3 2024	Q2 2025	Q3 2025
Cash & Cash Equivalents	\$11.1	\$4.7	\$8.6
Total Long-term Debt	\$141.8	\$131.8	\$126.8
Less: Cash & Cash Equivalents	\$11.1	\$4.7	\$8.6
Net Debt ¹	\$130.7	\$127.1	\$118.2
Adjusted EBITDA	\$24.5	\$24.5	\$32.0
LTM Adjusted EBITDA	\$111.8	\$88.2	\$95.6
Total Long-term Debt-to-Adjusted EBITDA	1.3	1.5	1.3
Net Debt-to-Adjusted EBITDA	1.2	1.4	1.2
Total Liquidity ²	\$69.1	\$72.9	\$81.8



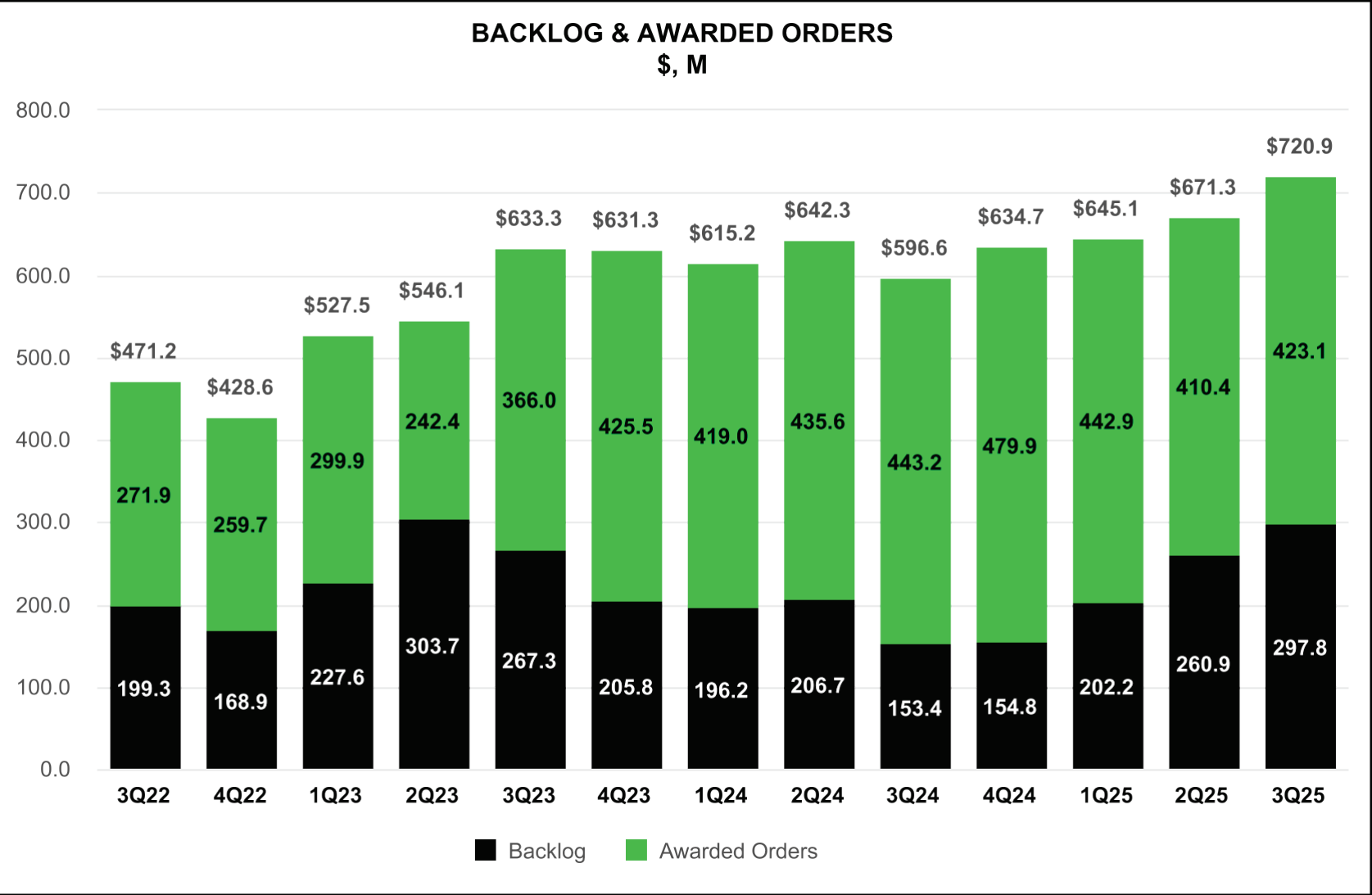
“Our balance sheet remains **high quality**.”

“We paid an additional **\$5.0M** down on our revolver during Q3 2025.”

1.2X
Net Debt-to-Adjusted EBITDA

Compared to
3.6X
in Q3 2022

¹ Net Debt equals Total Long-Term Debt minus Cash and Cash Equivalents
² Total Liquidity equals Cash and Cash Equivalents plus available borrowing capacity on Revolving Credit Facility minus Letters of Credit



\$720.9M

As of September 30, 2025
in **record backlog & awarded orders**

An increase of
21% YoY

\$297.8M

As of September 30, 2025
in backlog

\$574.8M

to deliver in Future Four
Quarters

\$146.1M

Beyond Q3 2026



Full year 2025 expectations:	
\$467-477M 2025 Full Yr Revenue	\$105-110M 2025 Adj. EBITDA¹
\$15-25M 2025 Full Yr Operating Cash Flow	\$30-40M 2025 Capital Expenditures
\$8-12M 2025 Interest Expense	

¹A reconciliation of Adjusted EBITDA guidance which is a forward-looking measure that is non-GAAP, to the most closely comparable GAAP measure is not provided because we are unable to provide such reconciliation without unreasonable effort. The inability to provide a quantitative reconciliation is due to the uncertainty and inherent difficulty in predicting the occurrence, the financial impact and the periods in which the components of the applicable GAAP measures and non-GAAP adjustments may be recognized. The GAAP measures may include the impact of such items as non-cash share-based compensation, amortization of intangible assets and the tax effect of such items, in addition to other items we have historically excluded from Adjusted EBITDA. We expect to continue to exclude these items in future disclosures of these non-GAAP measures and may also exclude other similar items that may arise in the future.

“We are building the next version of Shoals – one that will deliver attractive returns for shareholders through profitable growth and strong cash flow generation.”

Business strategy initiatives taking hold at Shoals:

- + Commercial and operational process improvements, and shifts in strategic direction and focus, are enabling exciting and visible improvements across Shoals
- + The transformation from a company with a narrow customer mix, product offering, and geographic footprint to a diversified, multi-national, energy solutions provider is beginning to take shape
- + Developing new, innovative product solutions for customers facing real-world problems
- + An unyielding focus on improving the customer experience from start to finish



“We want to thank our shareholders and customers for their continued trust, and our employees for their hard work and dedication.”



Q&A



Appendix



Non-GAAP Reconciliations, Adjusted Gross Profit

Adjusted Gross Profit	Three Months Ended September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
Revenue	\$ 135,804	\$ 102,165	\$ 327,006	\$ 292,221
Cost of revenue	85,552	76,789	207,412	190,388
Gross profit	\$ 50,252	\$ 25,376	\$ 119,594	\$ 101,833
Gross profit percentage	37.0%	24.8%	36.6%	34.8%
Wire insulation shrinkback expenses ^(a)	—	13,298	—	13,765
Adjusted gross profit	\$ 50,252	\$ 38,674	\$ 119,594	\$ 115,598
Adjusted gross profit percentage	37.0%	37.9%	36.6%	39.6%

(a) For the three and nine months ended September 30, 2025, represents no wire insulation shrinkback warranty expenses related to the identification, repair and replacement of a subset of wire harnesses presenting unacceptable levels of wire insulation shrinkback, nor any inventory write-downs of wire in connection with wire insulation shrinkback. For the three and nine months ended September 30, 2024 represents \$0.5 million of inventory write-downs of wire and \$13.3 million in connection with the identification, repair and replacement of a subset of wire harnesses presenting unacceptable levels of wire insulation shrinkback. We consider expenses incurred in connection with the identification, repair and replacement of the impacted wire harnesses distinct from normal, ongoing service identification, repair and replacement expenses that would be reflected under ongoing warranty expenses within the operation of our business, which we do not exclude from our non-GAAP measures. In the future, we also intend to exclude from our non-GAAP measures the benefit of liability releases, if any. We believe excluding expenses from these discrete liability events provides investors with a better view of the operating performance of our business and allows for comparability through periods.



Non-GAAP Reconciliations, Adjusted EBITDA

Adjusted EBITDA	Three Months Ended September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
Net income (loss)	\$ 11,879	\$ (267)	\$ 25,452	\$ 16,309
Interest expense	2,832	3,173	7,483	10,913
Interest income	(38)	(85)	(232)	(400)
Income tax expense	3,991	1,703	9,405	7,867
Depreciation expense	1,466	1,254	4,296	3,643
Amortization of intangibles	1,909	1,897	5,710	5,689
Equity-based compensation	2,421	1,282	7,675	10,392
Gain on sale of asset	7	—	(3,127)	—
Wire Insulation Shrinkback related expenses ^(a)	—	13,298	—	13,765
Wire Insulation Shrinkback litigation expenses ^(b)	6,831	2,278	11,906	4,499
Plant optimization expenses	676	—	676	—
Adjusted EBITDA	<u>\$ 31,974</u>	<u>\$ 24,533</u>	<u>\$ 69,244</u>	<u>\$ 72,677</u>

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(b) For the three and nine months ended September 30, 2025, represents \$6.8 million and \$11.9 million, respectively, of expenses incurred in connection with the lawsuit initiated by the Company against the supplier of the defective wire. For the three and nine months ended September 30, 2024, represents \$2.2 million and \$4.4 million of expenses incurred in connection with the lawsuit initiated by the Company against the supplier of the defective wire. We consider this litigation distinct from ordinary course legal matters given the expected magnitude of the expenses, the nature of the allegations in the Company's complaint, the amount of damages sought, and the impact of the matter underlying the litigation on the Company's financial results. In the future, we also intend to exclude from our non-GAAP measures the benefit of recovery, if any. We believe excluding expenses from these discrete litigation events provides investors with a better view of the operating performance of our business and allows for comparability through periods.



Non-GAAP Reconciliations, Adjusted Net Income

Adjusted Net Income	Three Months Ended September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
Net income (loss)	\$ 11,879	\$ (267)	\$ 25,452	\$ 16,309
Amortization of intangibles	1,909	1,897	5,710	5,689
Amortization / write-off of deferred financing costs	156	156	467	2,937
Equity-based compensation	2,421	1,282	7,675	10,392
Gain on sale of asset	7	—	(3,127)	—
Wire insulation shrinkback expenses ^(a)	—	13,298	—	13,765
Wire insulation shrinkback litigation expenses ^(b)	6,831	2,278	11,906	4,499
Plant optimization expenses	676	—	676	—
Tax impact of adjustments ^(c)	(2,880)	(4,709)	(5,594)	(9,209)
Adjusted Net Income	<u>\$ 20,999</u>	<u>\$ 13,935</u>	<u>\$ 43,165</u>	<u>\$ 44,382</u>

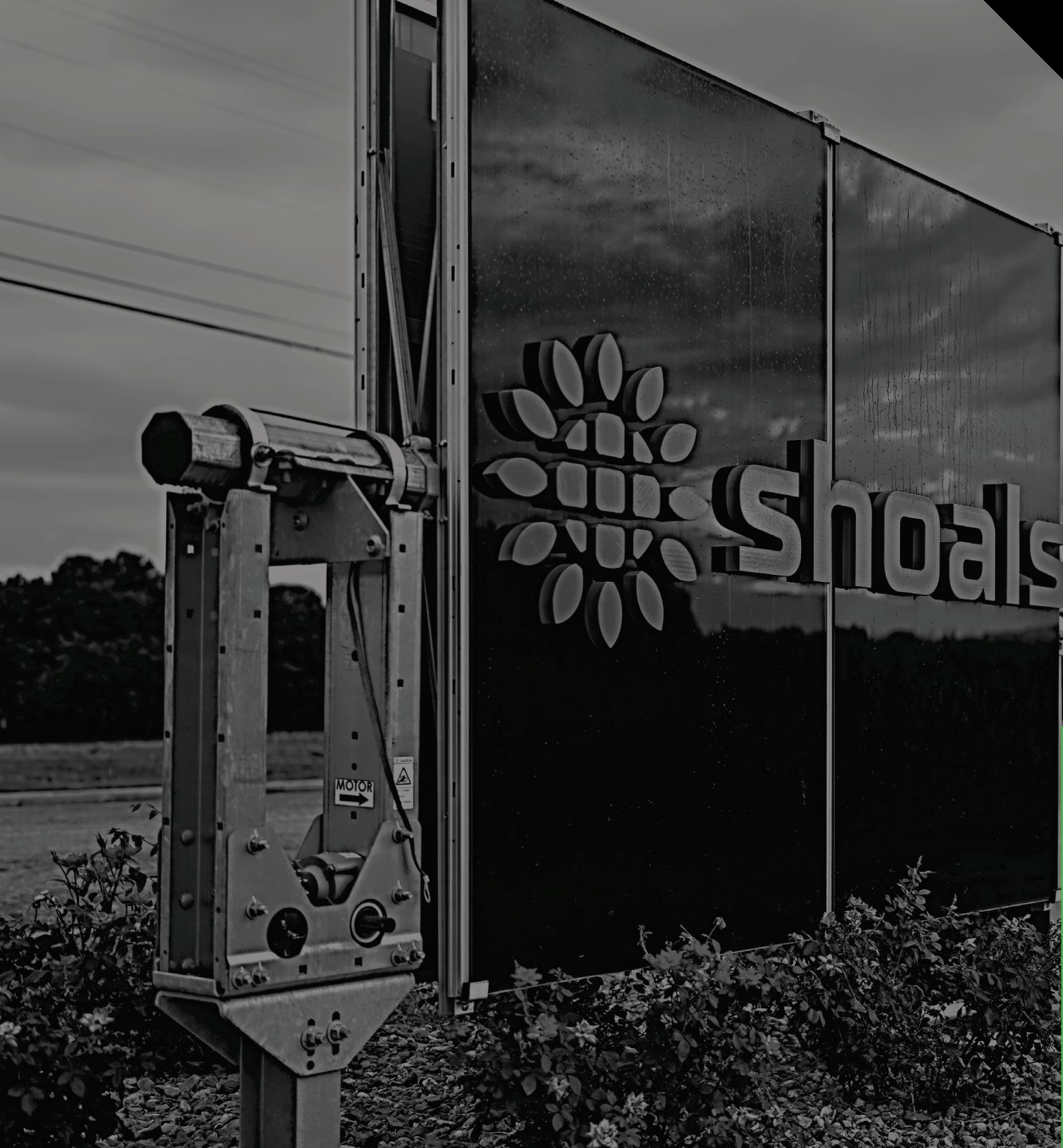
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(c) Shoals Technologies Group, Inc. is subject to U.S. Federal income taxes, in addition to state and local taxes. Represents the estimated tax impact of all Adjusted Net Income add-backs, excluding those which represent permanent differences between book versus tax.



Adjusted Diluted EPS	Three Months Ended September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
Adjusted diluted weighted average shares outstanding	168,750	167,381	167,725	169,310
Adjusted Net Income	\$ 20,999	\$ 13,935	\$ 43,165	\$ 44,382
Adjusted Diluted EPS	\$ 0.12	\$ 0.08	\$ 0.26	\$ 0.26



THANK YOU!



Please reach out to
investors@shoals.com with any
further questions.

