

# Q1 Earnings Report

May 2026



# 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 Q1 2026 on our investor relations 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 Q1 2026 on our investor relations 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.

# QUARTERLY HIGHLIGHTS

**\$141M**

Revenue

Above our Q1 2026  
guidance range

**\$21M**

Adjusted  
EBITDA<sup>1</sup>

At the high end of our  
Q1 2026 guidance  
range

**\$758M**

Backlog &  
Awarded  
Orders

A **company record**  
BLAO & \$628M with  
shipment dates in  
upcoming four  
quarters

**1.1**

Book-to-Bill

Strong demand for  
Shoals products,  
continued growth, and  
diversified customer  
base in new bookings

<sup>1</sup>See Appendix for reconciliation of Non-GAAP measures.

Q1 2026

# PROJECT EXECUTION & MANUFACTURING EXPANSION

Australia



ON energy™



PROJECT EXECUTION



MEGA PLANT

# First Quarter Financial Snapshot

	Q1 2026	Q1 2025	\$ Change YoY	% Change YoY
\$ thousands				
<b>Revenue</b>	\$ 140,557	\$ 80,361	\$ 60,196	74.9%
Cost of Goods Sold	99,547	52,221	47,326	90.6%
<b>Gross Profit</b>	<b>41,010</b>	<b>28,140</b>	<b>12,870</b>	<b>45.7%</b>
Gross Profit %	29.2%	35.0%	—	(580bps)
Plant optimization expense	621	—	621	100.0%
<b>Adjusted Gross Profit<sup>1</sup></b>	<b>\$ 41,631</b>	<b>\$ 28,140</b>	<b>\$ 13,491</b>	<b>47.9%</b>
Adjusted Gross Profit % <sup>1</sup>	29.6%	35.0%	—	(540bps)
<b>Adjusted EBITDA<sup>1</sup></b>	<b>\$ 21,112</b>	<b>\$ 13,505</b>	<b>\$ 7,607</b>	<b>56.3%</b>
Adj. EBITDA % <sup>1</sup>	15.0%	16.8%	—	(180bps)
<b>Adjusted Net Income<sup>1</sup></b>	<b>\$ 12,145</b>	<b>\$ 5,734</b>	<b>\$ 6,411</b>	<b>111.8%</b>
Adj. Net Income % <sup>1</sup>	8.6%	7.1%	—	150bps
<b>Adjusted Diluted EPS<sup>1</sup></b>	<b>\$ 0.07</b>	<b>\$ 0.03</b>	<b>\$ 0.04</b>	<b>108.5%</b>

<sup>1</sup>See Appendix for reconciliation of Non-GAAP measures.

**\$140.6M**

**Q1 Revenue**

**29.6%**

**Q1 Adjusted Gross Profit %<sup>1</sup>**

**\$41.6M**

**Q1 Adjusted Gross Profit<sup>1</sup>**

**\$21.1M**

**Q1 Adjusted EBITDA<sup>1</sup>, 15.0% Adjusted EBITDA Margin<sup>1</sup>**

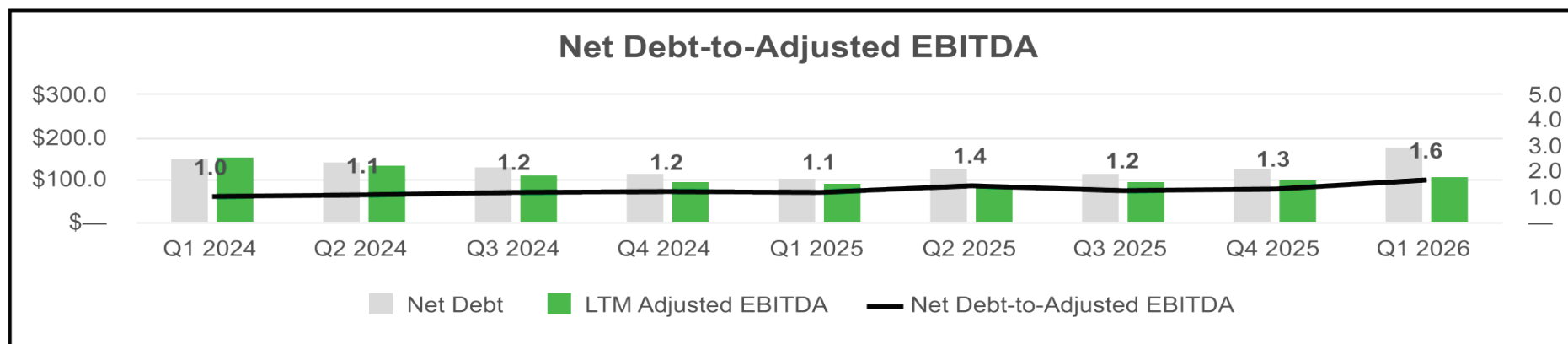
**\$12.1M**

**Q1 Adjusted Net Income<sup>1</sup>**

**\$0.07**

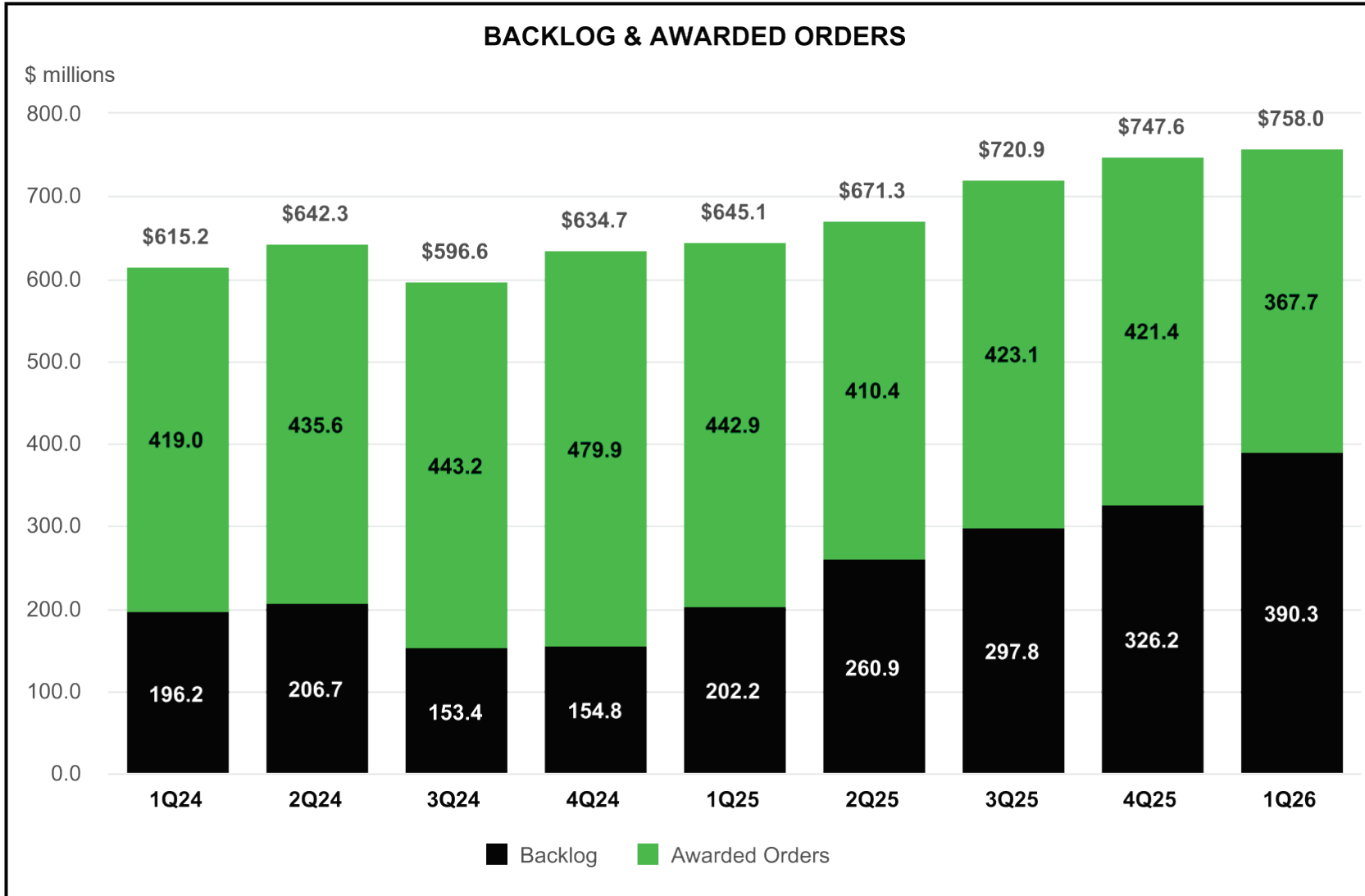
**Q1 Adjusted Diluted EPS<sup>1</sup>**

	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026
Cash & Cash Equivalents	\$35.6	\$4.7	\$8.6	\$7.3	\$1.9
Total Long-term Debt	\$141.8	\$131.8	\$126.8	\$136.8	\$181.8
Less: Cash & Cash Equivalents	\$35.6	\$4.7	\$8.6	\$7.3	\$1.9
Net Debt <sup>1</sup>	\$106.2	\$127.1	\$118.2	\$129.5	\$179.9
Adjusted EBITDA	\$13.5	\$24.7	\$32.2	\$31.6	\$21.1
LTM Adjusted EBITDA	\$93.0	\$89.7	\$97.1	\$102.1	\$109.7
<b>Total Long-term Debt-to-Adjusted EBITDA</b>	<b>1.5</b>	<b>1.5</b>	<b>1.3</b>	<b>1.3</b>	<b>1.7</b>
<b>Net Debt-to-Adjusted EBITDA</b>	<b>1.1</b>	<b>1.4</b>	<b>1.2</b>	<b>1.3</b>	<b>1.6</b>
<b>Total Liquidity<sup>2</sup></b>	<b>\$93.9</b>	<b>\$72.9</b>	<b>\$81.8</b>	<b>\$70.6</b>	<b>\$17.3</b>



<sup>1</sup> Net Debt equals Total Long-Term Debt minus Cash and Cash Equivalents

<sup>2</sup> Total Liquidity equals Cash and Cash Equivalents plus available borrowing capacity on Revolving Credit Facility minus Letters of Credit



# \$758.0M

As of March 31, 2026  
in **record backlog & awarded orders**

**+18% YoY**

# \$390.3M

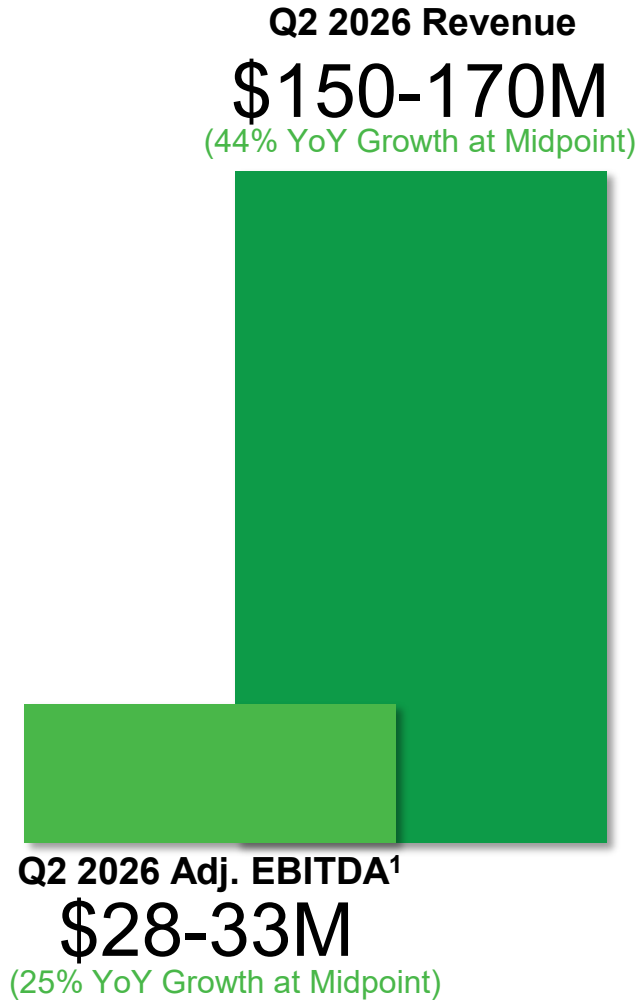
As of March 31, 2026  
in **record backlog**

# \$627.6M

to deliver in Forward  
Four Quarters

# \$130.4M

Beyond Q1 2027



Full year **2026** expectations:

<b>\$600-640M</b> 2026 Full Yr Revenue (30% YoY Growth at Midpoint)	<b>\$118-132M</b> 2026 Adj. EBITDA <sup>1</sup> (26% YoY Growth at Midpoint)
<b>\$65-85M</b> 2026 Full Yr Operating Cash Flow (340% YoY Growth at Midpoint)	<b>\$20-30M</b> 2026 Capital Expenditures (24% YoY Reduction at Midpoint)
<b>\$8-12M</b> 2026 Interest Expense (Flat YoY at Midpoint)	

<sup>1</sup>A 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.

# Q&A



*The U.S. market appears to be extremely resilient, and our capacity expansion could not have come at a better time in our history. We are preparing Shoals to be ready and agile in our production capabilities in a growing demand environment.”*

# Appendix



shoals

1500

## Non-GAAP Reconciliations, Adjusted Gross Profit

Adjusted Gross Profit	Three Months Ended March 31,	
	2026	2025
Revenue	\$ 140,557	\$ 80,361
Cost of revenue	99,547	52,221
Gross profit	\$ 41,010	\$ 28,140
Gross profit percentage	29.2%	35.0%
Plant optimization expense <sup>(b)</sup>	\$ 621	\$ —
Adjusted gross profit	\$ 41,631	\$ 28,140
Adjusted gross profit percentage	29.6%	35.0%

(b) For the three months ended March 31, 2026 and 2025, represents \$0.6 million and zero of expenses incurred in connection with actions taken to consolidate our operations into a newly constructed facility, including items such as professional fees, relocation, facility set-up and other costs. We believe excluding expenses from these events provides investors with a better view of the operating performance of our business and allows for comparability through periods.

Adjusted EBITDA	Three Months Ended March 31,	
	2026	2025
Net loss	\$ (297)	\$ (282)
Interest expense	2,903	2,415
Interest income	(59)	(118)
Income tax expense (benefit)	(89)	2,297
Depreciation expense	2,199	1,391
Amortization of intangibles	1,902	1,896
Equity-based compensation	3,317	2,661
(Gain) loss on sale of asset	2	—
Wire insulation shrinkback litigation expenses <sup>(a)</sup>	3,707	2,529
Plant optimization expenses <sup>(b)</sup>	621	—
Shareholder litigation expenses <sup>(c)</sup>	1,656	716
Litigation settlement expense <sup>(c)</sup>	5,250	—
Adjusted EBITDA	<u>\$ 21,112</u>	<u>\$ 13,505</u>

<sup>(a)</sup> For the three months ended March 31, 2026 and 2025, represents \$3.7 million and \$2.5 million, respectively, 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.

<sup>(b)</sup> For the three months ended March 31, 2026 and 2025, represents \$0.6 million and zero of expenses incurred in connection with actions taken to consolidate our operations into a newly constructed facility, including items such as professional fees, relocation, facility set-up and other costs. We believe excluding expenses from these events provides investors with a better view of the operating performance of our business and allows for comparability through periods.

<sup>(c)</sup> For the three months ended March 31, 2026, represents \$1.6 million of expenses incurred in connection with the Company's defense of certain derivative and class action litigation and \$5.3 million in settlement expenses associated with this litigation. For the three months ended March 31, 2025, represents \$0.7 million of expenses incurred in connection with the Company's defense of certain derivative and class action litigation. We consider expenses incurred in connection with these legal matters distinct from normal matters and expenses within the operation of our business.

Adjusted Net Income	Three Months Ended March 31,	
	2026	2025
Net loss	\$ (297)	\$ (282)
Amortization of intangibles	1,902	1,896
Amortization / write-off of deferred financing costs	156	156
Equity-based compensation	3,317	2,661
(Gain) loss on sale of asset	2	—
Wire insulation shrinkback litigation expenses <sup>(a)</sup>	3,707	2,529
Plant optimization expenses <sup>(b)</sup>	621	—
Shareholder litigation expenses <sup>(c)</sup>	1,656	716
Litigation settlement expense <sup>(c)</sup>	5,250	—
Tax impact of adjustments <sup>(d)</sup>	(4,169)	(1,942)
<b>Adjusted Net Income</b>	<b>\$ 12,145</b>	<b>\$ 5,734</b>

(a) For the three months ended March 31, 2026 and 2025, represents \$3.7 million and \$2.5 million, respectively, 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.

(b) For the three months ended March 31, 2026 and 2025, represents \$0.6 million and zero of expenses incurred in connection with actions taken to consolidate our operations into a newly constructed facility, including items such as professional fees, relocation, facility set-up and other costs. We believe excluding expenses from these events provides investors with a better view of the operating performance of our business and allows for comparability through periods.

(c) For the three months ended March 31, 2026, represents \$1.6 million of expenses incurred in connection with the Company's defense of certain derivative and class action litigation and \$5.3 million in settlement expenses associated with this litigation. For the three months ended March 31, 2025, represents \$0.7 million of expenses incurred in connection with the Company's defense of certain derivative and class action litigation. We consider expenses incurred in connection with these legal matters distinct from normal matters and expenses within the operation of our business.

(d) 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.

## Non-GAAP Reconciliations, Adjusted Diluted EPS

Adjusted Diluted EPS	Three Months Ended March 31,	
	2026	2025
Diluted weighted average shares outstanding	167,555	166,960
Adjusted Net Income	\$ 12,145	\$ 5,734
Adjusted Diluted EPS	\$ 0.07	\$ 0.03



# THANK YOU!



Please reach out to [investors@shoals.com](mailto:investors@shoals.com) with any further questions.