May 2021

SHOALS TECHNOLOGIES GROUP, INC.

Q1 2021 Investor Presentation

DISCLAIMER

Forward-Looking Statements and Other Information

This presentation contains forward-looking statements, as the term is used within federal securities law. All statements other than those of historical fact which appear in this presentation, including (without limitation) statements regarding the Company's possible or assumed future results of operations, business strategies, technology developments, financing and investment plans, dividend policy, competitive position, industry and regulatory environment, potential growth opportunities and the effects of competition are forward-looking statements. Additional indicators that a statement is forward-looking may include the use of descriptors or qualifiers, such as: "anticipate," "believe," "could," "seek," "estimate," "expect," "intend," "may," "plan," "potential," "predict," "project," "should," "will," "would" or similar expressions and the negatives of those terms.

The following is a summary of some of the material risks and uncertainties that could materially adversely affect Shoals Technologies Group, Inc.'s (the "Company's) business, financial condition and results of operations. You should read this summary together with the more detailed description of each risk factor contained in the Company's Annual Report on Form 10-K: (i) demand for solar energy projects does not continue to grow or grows at a slower rate than we anticipate, our business will suffer; (ii) existing electric utility industry policies and regulations, and any subsequent changes, may present technical, regulatory and economic barriers to the purchase and use of solar energy systems that may significantly reduce demand for our products or harm our ability to compete; (iii) our industry has historically been cyclical and experienced periodic downturns; (iv) if we fail to, or incur significant costs in order to, obtain, maintain, protect, defend or enforce our intellectual property and other proprietary rights, our business and results of operations could be materially harmed; (v) if we are unable to protect the confidentiality of our trade secrets, our business and competitive position would be harmed; (vi) if our trademarks and trade names are not adequately protected, we may not be able to build name recognition in our markets of interest, and our competitive position may be harmed; (vii) we may need to defend ourselves against third-party claims that we are infringing, misappropriating or otherwise violating others' intellectual property rights, which could divert management's attention, cause us to incur significant costs, and prevent us from selling or using the technology to which such rights relate; (viii) we may experience delays, disruptions or quality control problems in our manufacturing operations; (ix) the interruption of the flow of components and materials from international vendors could disrupt our supply chain, including as a result of the imposition of additional duties, tariffs and other charges on imports and exports; (x) we face risks related to actual or threatened health epidemics, such as the COVID-19 pandemic, and other outbreaks, which could significantly disrupt our manufacturing and operations; (xi) the viability and demand for solar energy and the demand for our products are impacted by many factors outside of our control, which makes it difficult to predict our future prospects; (xii) a loss of one or more of our significant customers, their inability to perform under their contracts, or their default in payment could harm our business and negatively impact revenue, results of operations and cash flow; (xiii) the reduction, elimination or expiration of government incentives for, or regulations mandating the use of, renewable energy and solar energy specifically could reduce demand for solar energy systems and harm our business; (xiv) a drop in the price of electricity sold may harm our business, financial condition, results of operations and prospects; (xv) an increase in interest rates, or a reduction in the availability of tax equity or project debt capital in the global financial markets could make it difficult for end customers to finance the cost of a solar energy system and could reduce the demand for our products; (xvi) defects or performance problems in our products could result in loss of customers, reputational damage and decreased revenue, and we may face warranty, indemnity and product liability claims arising from defective products; and (xvii) certain provisions in our certificate of incorporation and our bylaws that may delay or prevent a change of control or changes in our management.

These forward-looking statements are only predictions. They relate to future events, performance, and variables, and involve risks and uncertainties both known and unknown. It is possible that levels of activity, performance or achievements will materially differ from what is implied by the forward-looking statements contained within this presentation and associated materials and explication. Because forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified, you should not rely on these forward-looking statements as guarantees of future events, or implications of certainty. The forward-looking statements in this presentation represent the Company's expectations as of the date the presentation was created. The Company anticipates that subsequent events and developments will cause its expectations to change. The Company undertakes no obligation to update any forward-looking statement to reflect events or developments after the date on which the statement is made or to reflect the occurrence of unanticipated events except to the extent required by applicable law. You should, therefore, not rely on these forward-looking statements as representing the Company's views as of any date after the date of this presentation.

DISCLAIMER

Non-GAAP Financial Information

This presentation includes unaudited financial measures that exclude items and therefore are not in accordance with U.S. generally accepted accounting principles ("GAAP"), including Adjusted EBITDA and Adjusted Net Income.

The Company presents Adjusted EBITDA and Adjusted Net Income as supplemental measures of its performance. The Company defines Adjusted EBITDA as net income plus (i) interest expense, net, (ii) depreciation expense, (iii) amortization of intangibles, (iv) equity based compensation, (v) COVID-19 expenses, (vi) founder expenses and (vii) non-recurring and other expenses. The Company defines Adjusted Net Income as net income plus (i) amortization of intangibles, (ii) equity based compensation, (iii) COVID-19 expenses, (iv) founder expenses and (v) nonrecurring and other expenses.

The Company presents non-GAAP measures when it believes that the additional information is useful and meaningful to investors. Non-GAAP financial measures do not have any standardized meaning and are therefore unlikely to be comparable to similar measures presented by other companies. The presentation of non-GAAP financial measures is not intended to be a substitute for, and should not be considered in isolation from, the financial measures reported in accordance with GAAP. See the Appendix for the reconciliations of certain non-GAAP financial measures to the comparable GAAP measures.

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

01 Company Overview

02 Technology and Value Proposition

03 Growth Strategy

04 Financial Overview and Business Update

COMPANY OVERVIEW

WHO WE ARE

Leading Provider of Electrical Balance of System ("EBOS") solutions for solar energy

- Products used on approximately **50% of all U.S. solar capacity** installed in 2020(1)
- Significantly larger than next largest competitor
- Growing rapidly and taking share ⇒ **30% CAGR in revenues** from 2018-2020

Sell patented products that are less costly to install and more reliable than competing solutions

- Install faster ⇒ **fewer labor hours** than conventional products
- Without licensed electricians ⇒ designed to be **installed by general labor**
- With **greater reliability** ⇒ fewer connections and pre-terminated "plug-n-play" connectors

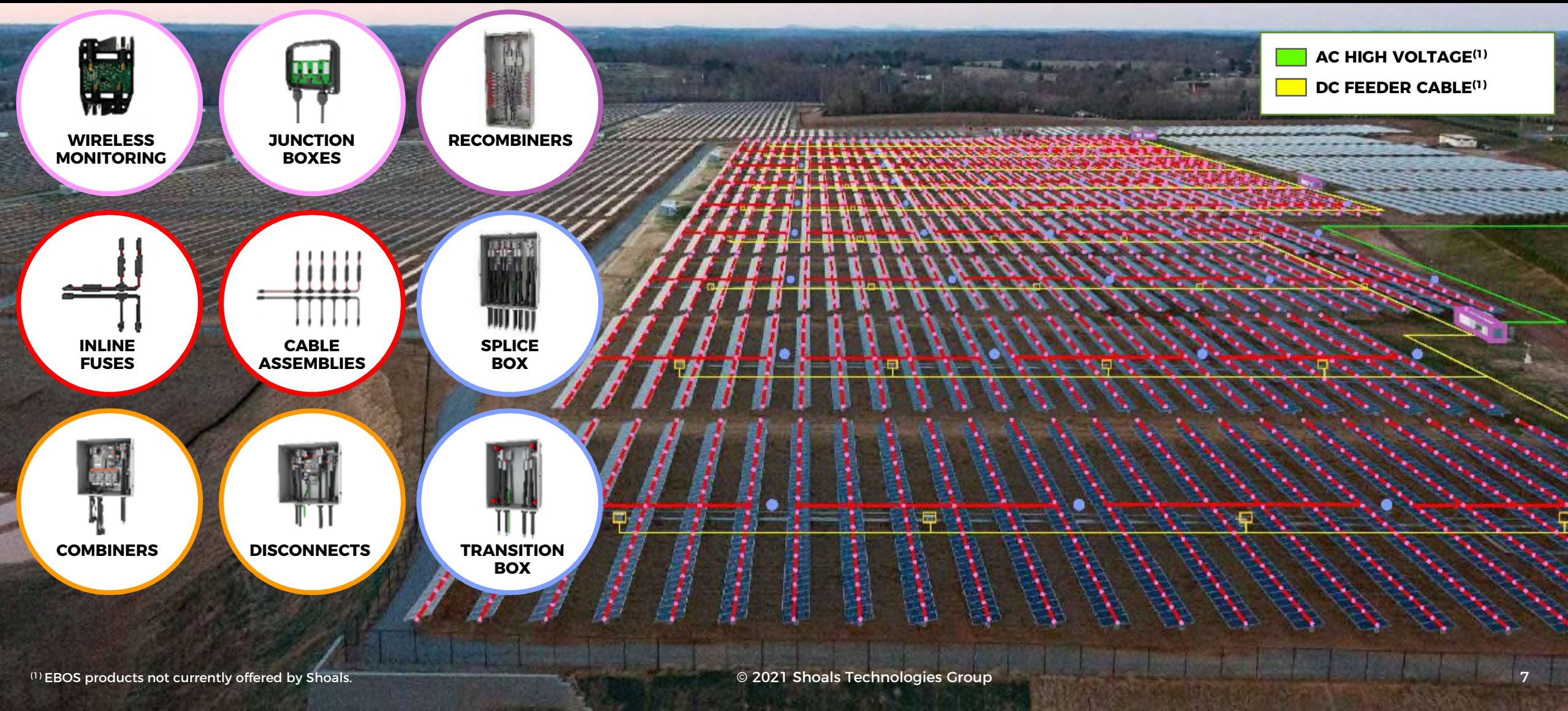
Focus on selling complete systems rather than individual components

- **66% of revenues from "system solutions"** that include multiple products(2)
- Each system is **custom designed** for the customer's project
- Highly consultative sales process that creates **12+ months of visibility**

(1) Estimated based on 8.3 GWs of products shipped for the year ended December 31, 2020 and an estimate of 17.8 GWs of total utility scale solar installations over the same period per IHS Markit PV Installations Tracker Q4-2020, January 2021.
(2) For the twelve months ended December 31, 2020.

OUR PRODUCTS

MISSION CRITICAL EBOS COMPONENTS



(1) EBOS products not currently offered by Shoals.

EBOS IS AN ATTRACTIVE SEGMENT…

Must Have Product…	EBOS is required for every solar project regardless of size, location or technology
…That's Technology Agnostic…	EBOS works with all types of panels, mounting systems and inverters
…With a High Consequence of Failure…	Failures can have major consequences including lost revenue, equipment damage, fire damage, injury or death
…Where Price Isn't the Focus…	EBOS is 6% of total project cost and single components are <1%
…and Requires a High Level of Customization	Each EBOS system is unique to project and requires significant upfront engineering

Creates…

Low technology risk

Strong preference for incumbent suppliers

Low price pressure

Barriers to entry

...THAT'S

GROWING FASTER

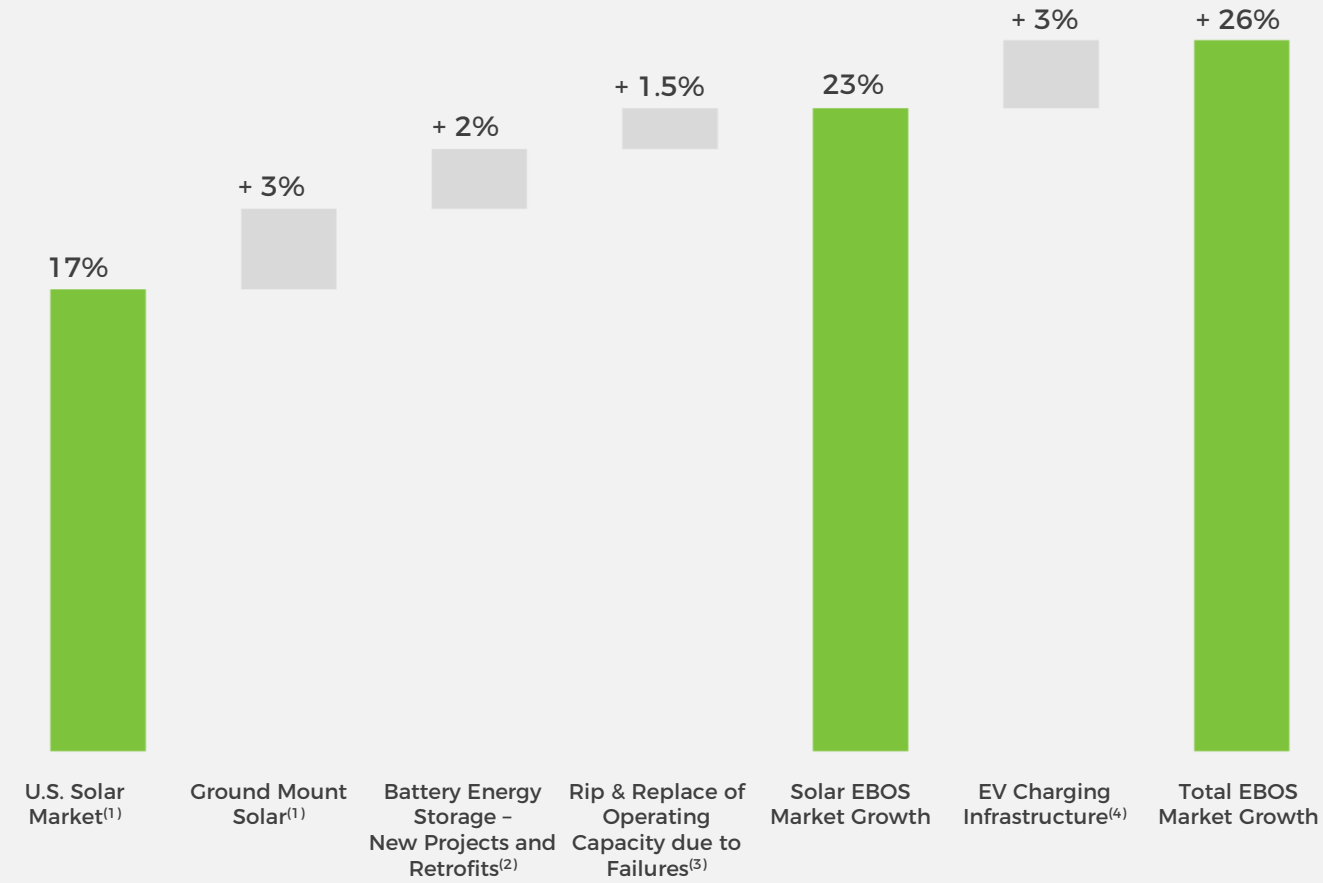
THAN THE OVERALL SOLAR MARKET

EBOS market has several growth accelerants

- Primarily ground mount, which is growing faster than the overall market
- Beneficiary of battery energy storage – both new and retrofits
- Rip and replace of existing solar fleet
- EBOS for emerging EV charging market

(1) Based on IHS Solar Market Tracker – North America: First Half 2021, February 2021.
(2) Based on Wood Mackenzie U.S. Utility Solar-Plus-Storage: The Rise of Hybridization, August 2020. Assumes EBOS for solar + storage requires an additional 3¢ per watt of solar capacity.
(3) Assumes 5% of the utility scale solar fleet in operation at the end of 2018 (37.4 GW) is replaced with new EBOS in 2023 at an average cost of 3.5¢ per watt.
(4) Based on BloombergNEF Charging Infrastructure Forecast Model (CIFM), January 2021. Assumes none of "Hardware" spending was addressable in 2020 and 30% of "Hardware" spending is addressable in 2023.
Note: Assumes constant ASPs.

Compound Annual Growth Rate in Addressable Market for EBOS from 2020 to 2023



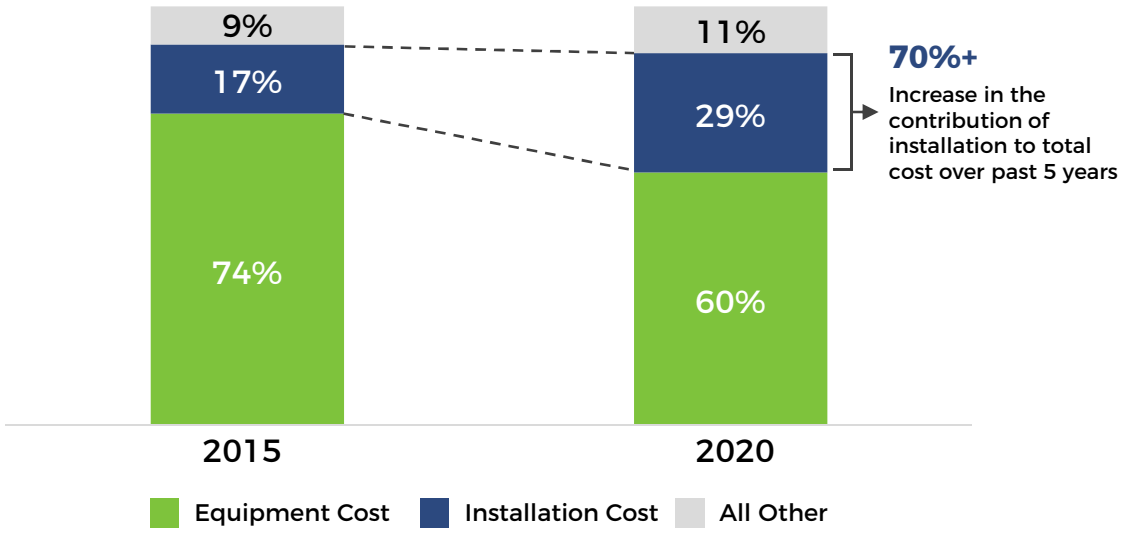
WE HAVE A SIMPLE MISSION

01	**Create products that can be installed by anyone**
02	**Move assembly from the field to the factory**
03	**Leverage the factory environment to produce products with superior quality, reliability and safety**

REDUCING INSTALLATION COST IS CRITICAL

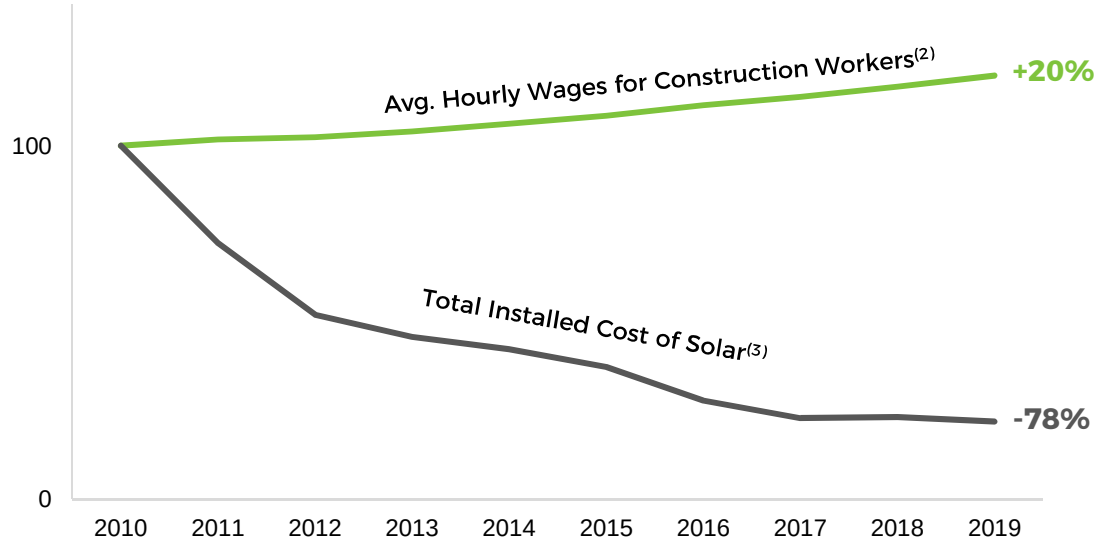
FOR CONTINUED COST REDUCTION IN SOLAR

Contribution of Equipment vs. Installation to the Cost of a Solar Energy Project[1]



Field labor has become one of the largest contributors to the cost of building a solar energy project...

Hourly Wages For Field Labor vs. Total Installed Cost of Utility Scale Solar

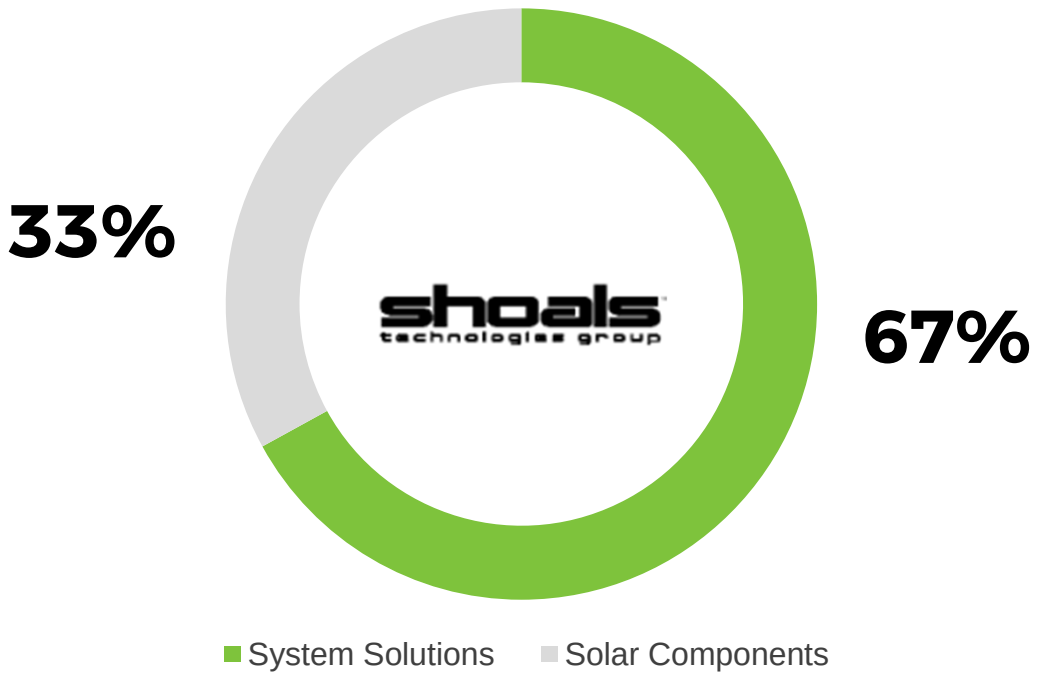


...and hourly wages for construction workers are only rising

(1) Wood Mackenzie H1 2020 U.S. Solar PV System Pricing, June 2020. Based on average construction cost for a 50 MW ground-mounted solar energy project using single-axis trackers in the U.S. Installation cost includes labor, civil and EPC overhead and margin categories. Equipment costs include modules, inverter, mounting system and EBOS categories.
(2) Based on Bureau of Labor Statistics, Department of Labor annual mean wage data for 47-0000 Construction and Extraction Occupations.
(3) Installed cost of utility-scale solar using single-axis trackers per BloombergNEF 2H 2020 U.S. Renewable Energy Market Outlook, October 2020.

WE FOCUS ON CUSTOM "SYSTEM SOLUTIONS"

Revenue Mix For the Year Ended December 31, 2020



System Solutions bundle…

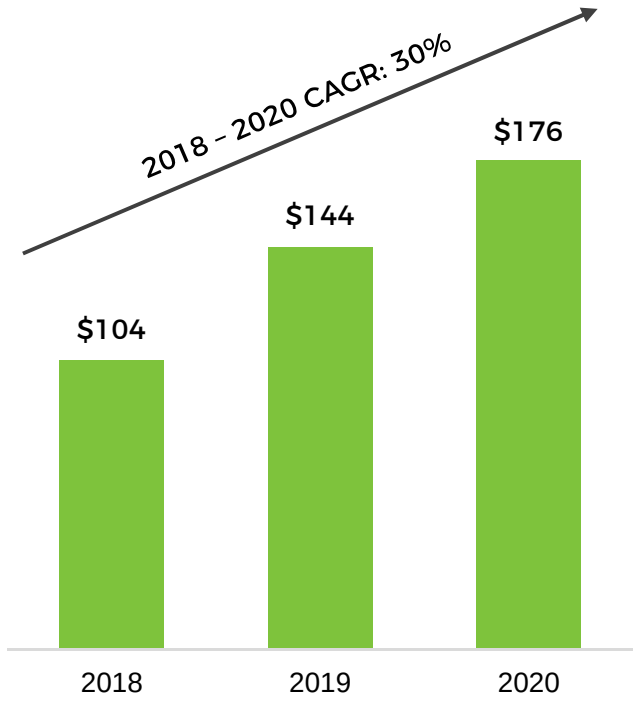
- Proprietary components
- Pre-construction design and engineering, including specifying and optimizing the system
- Proprietary installation methods
- Technical support

System Solutions create…

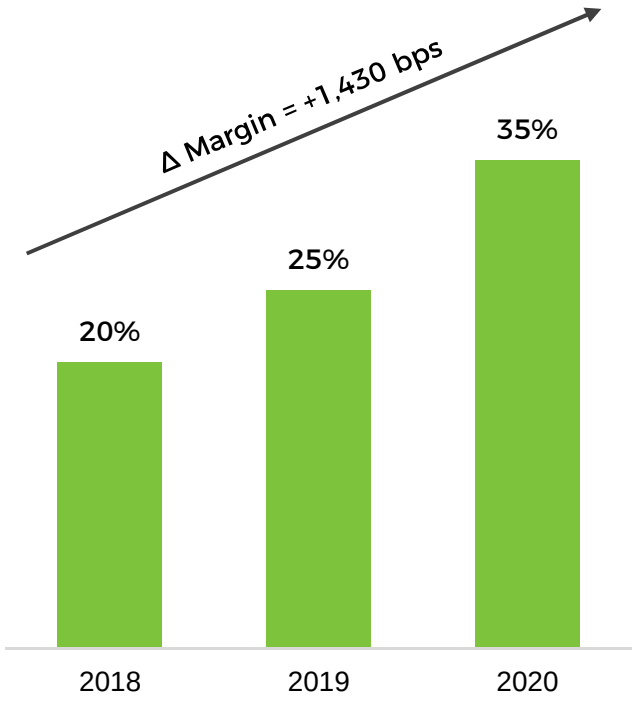
- High customer engagement through a consultative sales process
- Revenue visibility ⇒ 12 months of lead time on most orders
- Higher margins
- Barriers to entry for competitors

PROVEN FINANCIAL PERFORMANCE

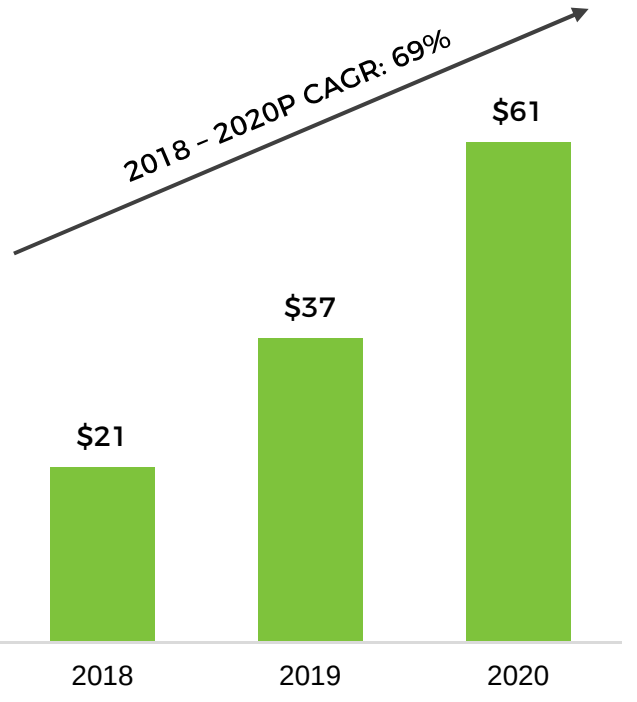
Revenues ($mm)



Adjusted EBITDA Margin



Adjusted EBITDA ($mm)



Note: See Appendix for reconciliation of non-GAAP measures.

OUR COMMITMENT TO ESG

U.S. solar projects shipped since 2017 that use our products will annually offset…(1)

- CO_2: 19.7 million MT
- NOx: 11,389 MT
- SO_2: 11,343 MT
- Particulate: 1,364 MT

Safety is Our First Priority

Proactive safety environment reflected in FY 2020 TRIR of 0.88

Greenhouse Gas Emissions Reduction

ISO 9001:2015

Certified to rigorous quality management standards

Water Withdrawals Reduction(1)

14.7 trillion gallons

Shoals Commitment to Responsible Business Principles

Recycling

Recycling program includes substantially all waste from manufacturing inputs

Respect for our customers, employees and the communities where we operate is core to our culture

- Mandatory onboarding for all employees to company business principles
- Strong governance for pay equity across roles, with third party review

✓ **As a public company, we will report ESG metrics using the SASB framework**

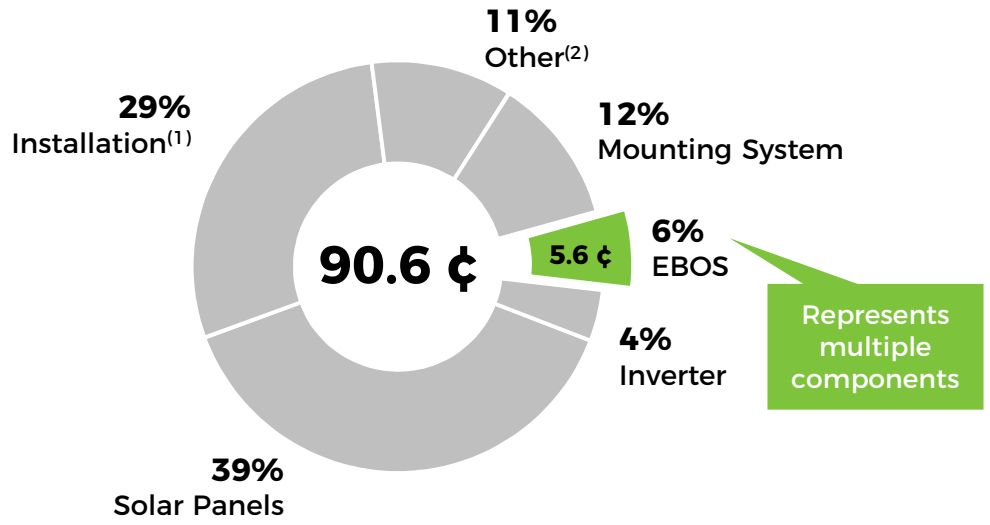
(1) Annual offsets estimated based on the emissions avoided by generating electricity with solar PV projects with cumulative capacity equivalent to Shoals' shipments of solar products and solutions from January 1, 2017 through December 31, 2020 as follows: (i) CO_2, sulfur dioxide, nitrogen oxides, and particulate matter from 2019 national emission factors in EPA AVERT v3.0 Avoided Emission Factors 2017–2019 (September 2020); (ii) water withdrawals of solar PV compared to the weighted average of median natural gas and coal withdrawals per EIA 2019 data and "Operational Water Consumption and Withdrawal Factors for Electricity Generating Technologies: A Review of Existing Literature," by Jordan Macknick et al., in Environmental Research Letters, Vol. 7, No. 4; December 20, 2012; and (iii) annual average capacity factor of 25.3% provided by EPA AVERT and 1.25 DC to AC conversion factor.

TECHNOLOGY AND VALUE PROPOSITION

EBOS IS A UNIQUE CATEGORY

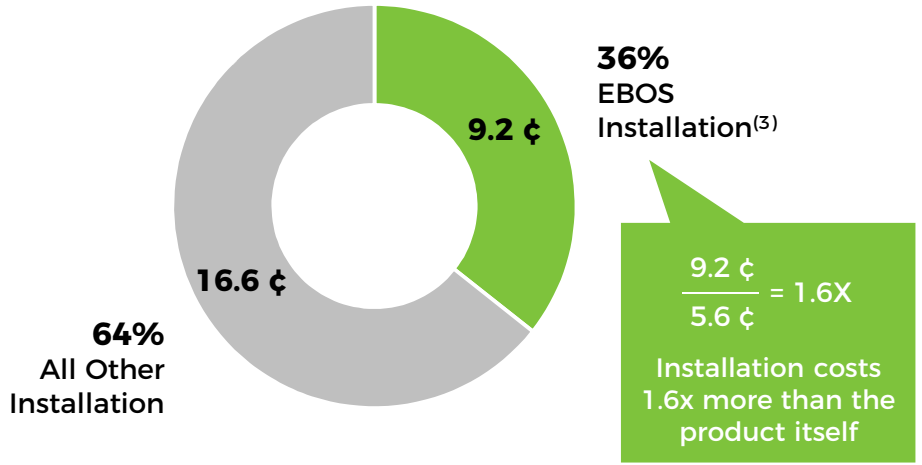
Cheap to buy...

Contribution to Construction Cost (¢ per watt)
50MW Solar Project Using Trackers



...but expensive to install

EBOS Contribution to Installation Cost (¢ per watt)(1)
50MW Solar Project Using Trackers



The cost of installing an EBOS component can be equal to, or in excess of, the cost of the product itself, which creates opportunities for high value innovation in product design and installation methods

Source: Wood Mackenzie H1 2020 U.S. Solar PV System Pricing, June 2020. Estimate for 50 MW site using single-axis trackers. Figures do not sum to 100% due to rounding.
(1) Includes labor, civil, and EPC overhead & margin categories.
(2) Includes design & engineering, permitting, logistics and taxes categories.
(3) Management estimates based on feedback from Tier 1 EPCs.

CONVENTIONAL HOMERUN EBOS SYSTEMS HAVE

THREE BIG ISSUES

Installation methods that require electricians and special tools

- Trenching
- Underground conduit
- Six step process for every connection
- Complex wiring architecture

Redundant wiring that wastes time and material

- Every string requires two wire runs
- Same distances covered multiple times
- Multiple intermediate interconnection points (combiner boxes)

Too much work done in the field where it's hard to control quality

- Every connector fabricated onsite
- "Crimped" connections prone to faults
- Systems vulnerable to human error
- Significant rework

Result = High installation costs and low reliability

CONVENTIONAL HOMERUN EBOS REQUIRES

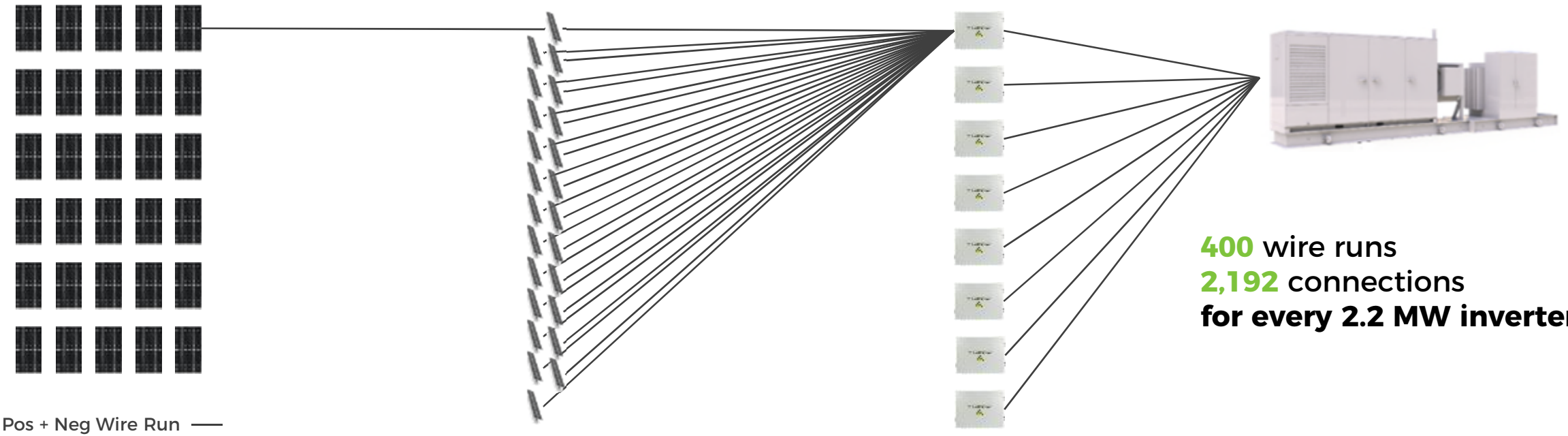
THOUSANDS OF WIRE RUNS & CONNECTIONS

30 PANELS PER STRING

24 STRINGS PER COMBINER

8 COMBINERS PER INVERTER

1 2.2 MW INVERTER



Pos + Neg Wire Run

400 wire runs
2,192 connections
for every 2.2 MW inverter!

A 100 MW solar project using conventional homerun EBOS will require approximately
18,000 individual wire runs and 100,000 connections

INSTALLING CONVENTIONAL HOMERUN EBOS REQUIRES

LICENSED ELECTRICIANS

LAY
Lay the wire out to cut the wire to length

MEASURE
Measure out the appropriate length to expose the copper wire

STRIP
Strip the cable jacket

CRIMP
Crimp on the appropriate end (either positive or negative)

INSPECT
Inspect work for any defects

INSTALL
Install the finished product down the row and into the combiner box

Conventional Homerun EBOS requires a large number of **time consuming, manual operations** that need to be performed in the field using licensed electricians with special tools

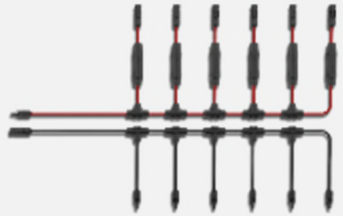
SHOALS' COMBINE-AS-YOU-GO SYSTEM

SOLVES THE ISSUES WITH CONVENTIONAL HOMERUN EBOS

Big Lead Assembly ("BLA")

Proprietary above ground feeder cable **eliminates underground conduits and combiner boxes** and installs using general labor

Interconnect Harness



Pre-fabricated wire harnesses with inline fuses eliminate measuring, cutting and crimping in the field and **reduce individual wire runs**

Plug-n-Play Connectors

Simple push connectors speed installation, reduce errors and make the system **installable by general labor** rather than requiring licensed electricians

THE SIX ADVANTAGES

OF SHOALS' COMBINE-AS-YOU-GO SYSTEM

01 Can be installed by anyone

- Plug-n-play push connectors
- Installable by general labor
- No electricians required

LOWER LABOR RATES AND FEWER LABOR HOURS

02 Enables above-ground installation

- Hung from mounting structure
- No trenching or buried conduit
- No wire fishing

NO EXCAVATION

03 Reduces wire runs dramatically

- Strings combined in the row
- 67% Fewer string runs
- 95% Fewer inverter runs

FEWER LABOR HOURS AND LESS MATERIAL

04 Eliminates combiner boxes

- Direct connections between components
- Inline fusing
- No complex wiring

LOWER LABOR RATES, FEWER LABOR HOURS AND LESS MATERIAL

05 Increases safety and reliability

- Pre-terminated connectors
- Factory rather than field fabricated
- Fewer failure points

LESS POTENTIAL FOR FAILURE

06 Reduces maintenance requirements

- Everything above ground
- Less potential for installation errors
- 83% Fewer connection points to maintain

LOWER ONGOING MAINTENANCE EXPENSE

WHAT THE INDUSTRY SAYS ABOUT US

43%

Lower Installation Cost (1)

20%

Lower Material Cost (1)

(1) Cost savings and customer feedback based on GRAPH survey of 120 solar industry participants. Figures represent median of responses.

shoals technologies group

> "**Shoals has the better mousetrap**... You don't need licensed electricians which is huge"
>
> – Project Manager, Solar Developer

> "On projects of 100MW, it's a **seven-figure swing** [versus homerun]. I really can't think of a reason we wouldn't use BLA"
>
> – Director of Construction, EPC/Developer

> "The BLA is **driving costs out and improving reliability** – it's the big players that are leading the charge, switching to BLA, and more people seem to be doing it all the time"
>
> – Vice President, Major Solar EPC

> "I've been to [Shoals'] facility and they're **incredible from a manufacturing standpoint**... I think they actually exceed six sigma"
>
> – Engineer, EPC

> "I deal with 100 vendors and **Shoals has to be the top 5%**. They provide really good technical service"
>
> – Site Operations, Public Utility

> "I honestly have not seen a **single competitor come close to Shoals**"
>
> – Director of Construction, Major EPC and Developer

PATENTS, CONSULTATIVE SALES PROCESS AND PROPRIETARY MANUFACTURING

CREATE A COMPETITIVE MOAT

Patents limit competitors' ability to develop products than can replicate the benefits that ours provide

- 24 Issued and pending patents
- Average of 13 years remaining
- Cover prerequisites for labor savings

Most of what we sell are custom solutions that require a highly consultative sales process

- Each project is unique
- Deep subject matter expertise required to design, specify and optimize each system
- Requires customer-facing applications engineering capabilities

Proprietary manufacturing process that enables high customization with very high throughput

- **750,000+** Parts per week
- **~450** Changeovers per week
- Specialized manufacturing equipment developed and built in-house

Note: Parts per week and changeovers are rounded based on data for year ended December 31, 2020.

GROWTH STRATEGY

OUR GROWTH STRATEGY

01 Win the Customer and Take Share with BLA

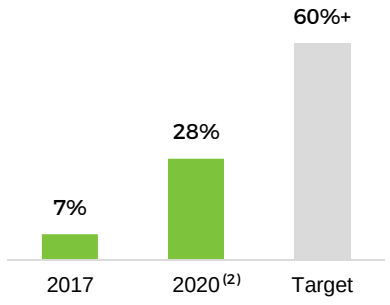
02 Grow Wallet Share with Complementary Solar Products

03 Grow Wallet Size with Battery Storage Products

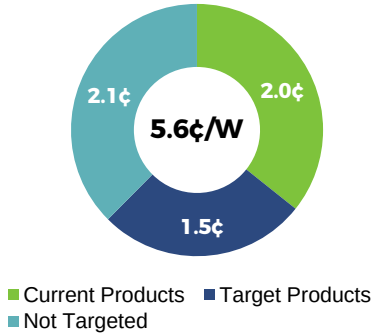
04 Expand Internationally

05 Introduce Labor Saving Solutions for EV Charging Infrastructure

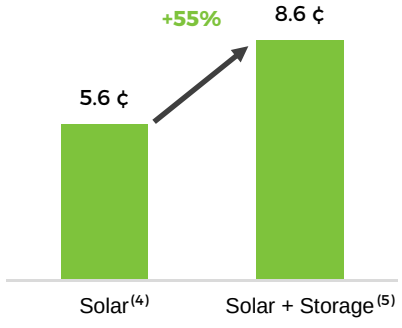
Estimated BLA Share in the U.S.(1)



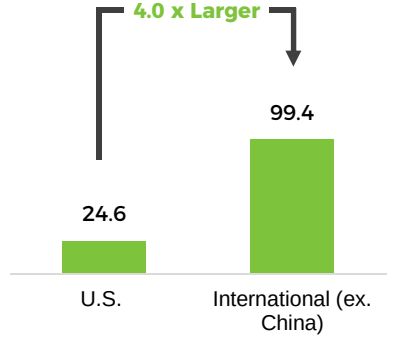
EBOS Customer "Wallet"(3)



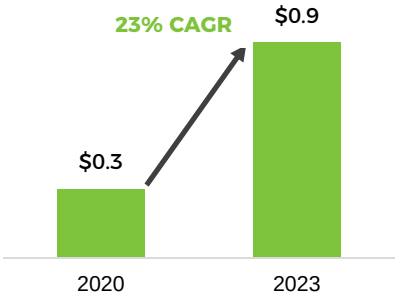
EBOS Spend per Watt



2023 Ground Mounted Installations (GW)(6)



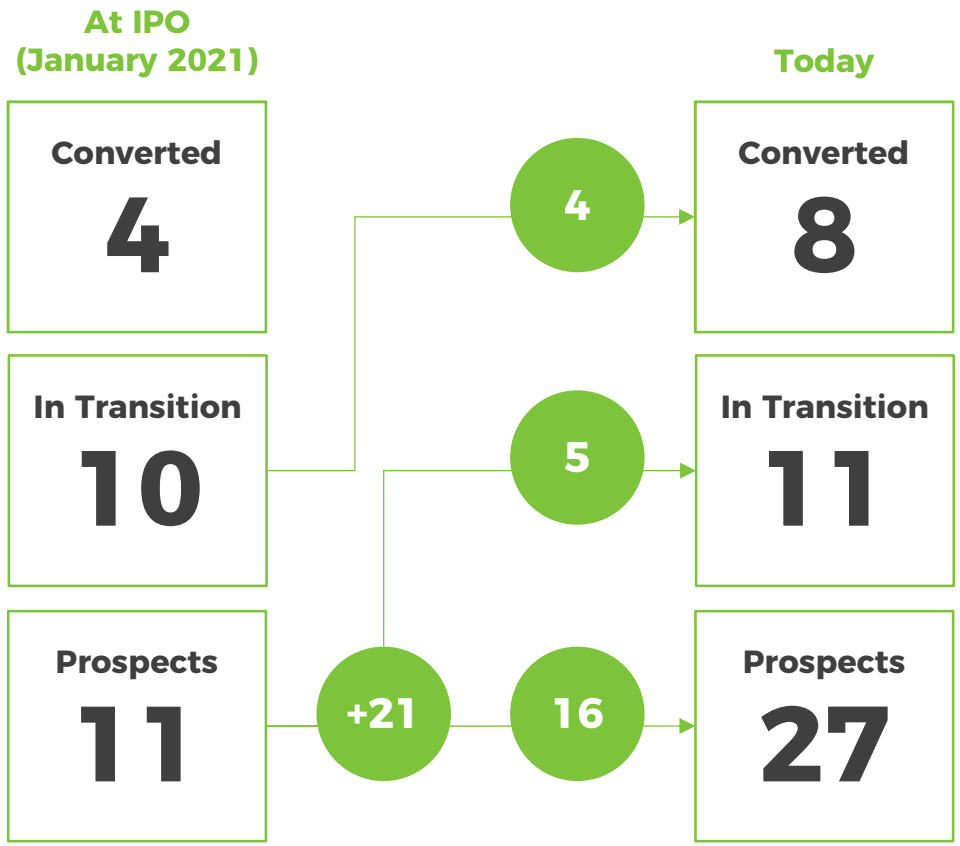
U.S. Investment in EV Charging Infrastructure ($B)(7)



(1) Based on the total MWs of BLA products shipped in the period compared to the total MWs of ground mounted solar installed over the same period per IHS Markit PV Installations Tracker Q4-2020, January 2021.
(2) For the year ended December 31, 2020.
(3) Based on Wood Mackenzie H1 2020 U.S. Solar PV System Pricing, June 2020, and management estimates. Estimate for 50 MW site using single-axis trackers.
(4) Wood Mackenzie H1 2020 U.S. Solar PV System Pricing, June 2020. Estimate based on a 50 MW solar energy project with single-axis trackers.
(5) NREL 2018 U.S. Utility-Scale Photovoltaics-Plus-Energy Storage System Costs Benchmark, November 2018. Based on average of NREL estimates for EBOS cost for two- and four-hour duration 60 MW battery storage systems. Assumes 1 MW of battery capacity for every 4 MW of solar capacity.
(6) Based on MWs of ground mounted solar installed in 2023 per IHS Markit PV Installations Tracker Q4-2020, January 2021.
(7) Estimated annual public and commercial EV charging infrastructure investment in the U.S. as per BloombergNEF Charging Infrastructure Forecast Model (CIFM), January 2021.

BLA CONTINUES TO GAIN SHARE

Major EPCs and Developers[1]

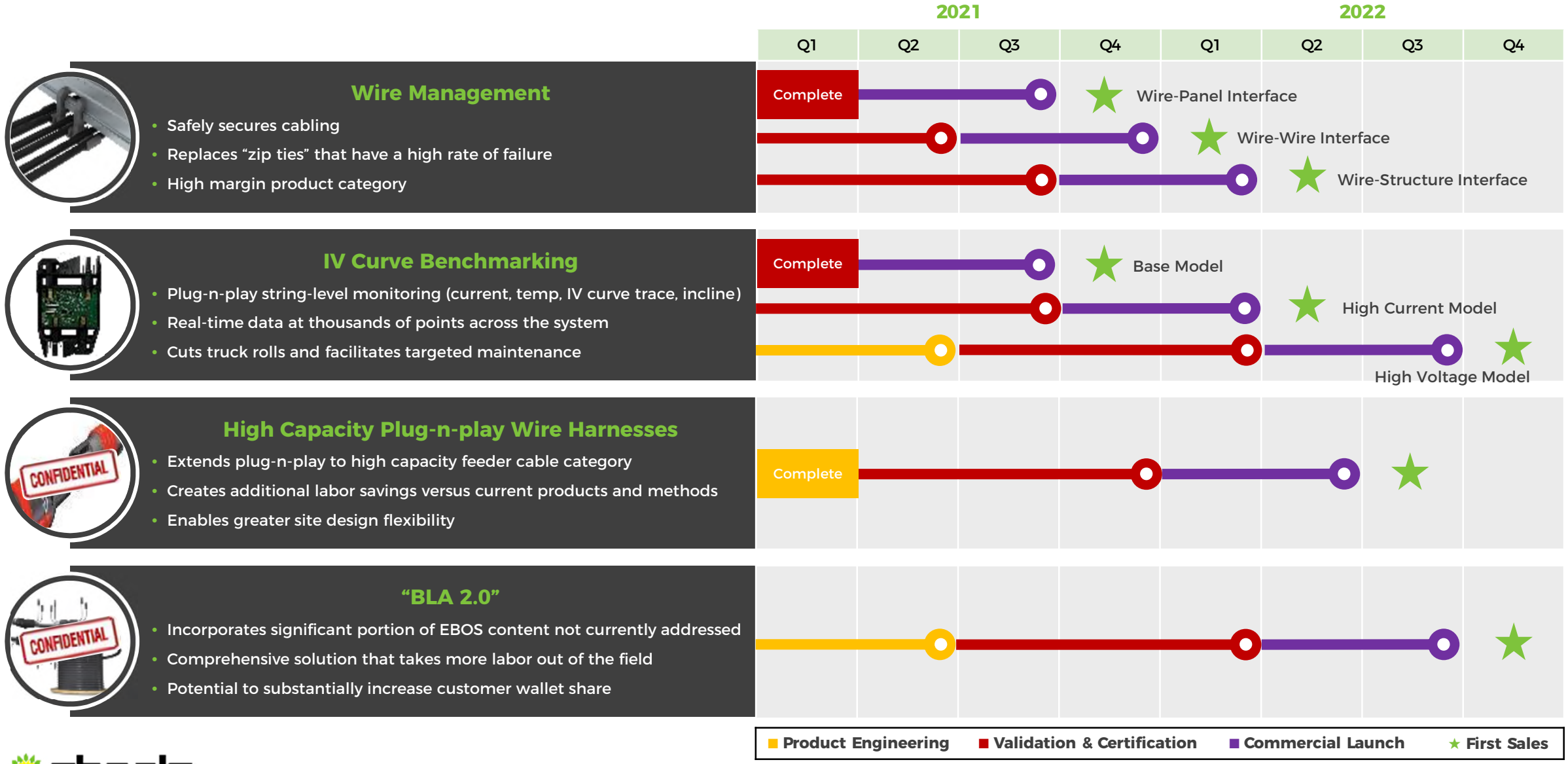


Highlights

- Doubled number of major EPC and developer customers in less than 3 months
- Converted two top solar EPCs during Q1
- Converted two top independent solar developers during Q1
- 21 new prospects identified since January with 5 placing orders within 90 days of first sales interaction
- Two international customers currently in-transition
- Prospecting additional six international customers

(1) Based on Energy Acuity rankings and management estimates.

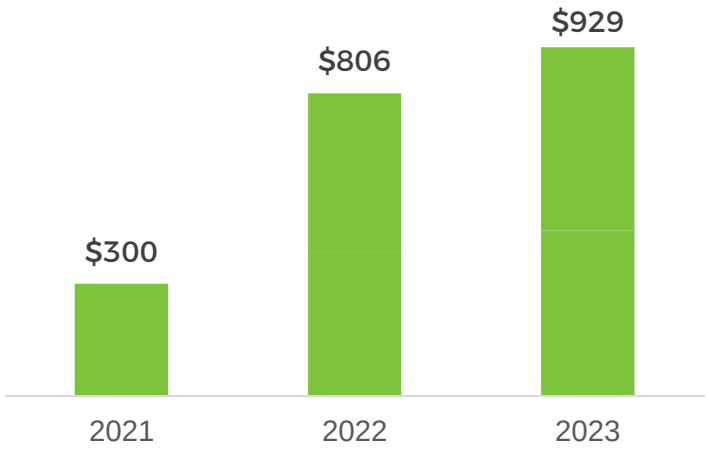
NEW PRODUCT INTRODUCTIONS ARE ON SCHEDULE



EV CHARGING IS AN IDEAL MARKET FOR SHOALS

Rapidly Growing Demand

Spending on Public & Commercial EV Charging Infrastructure
($ in millions)(1)



Spend on EV charging stations is forecast to more than triple from 2021 to 2023

High Labor Content

Public & Commercial EV Charging Infrastructure
% of spend by cost category(1)

More than half of the cost of an EV charging station is labor

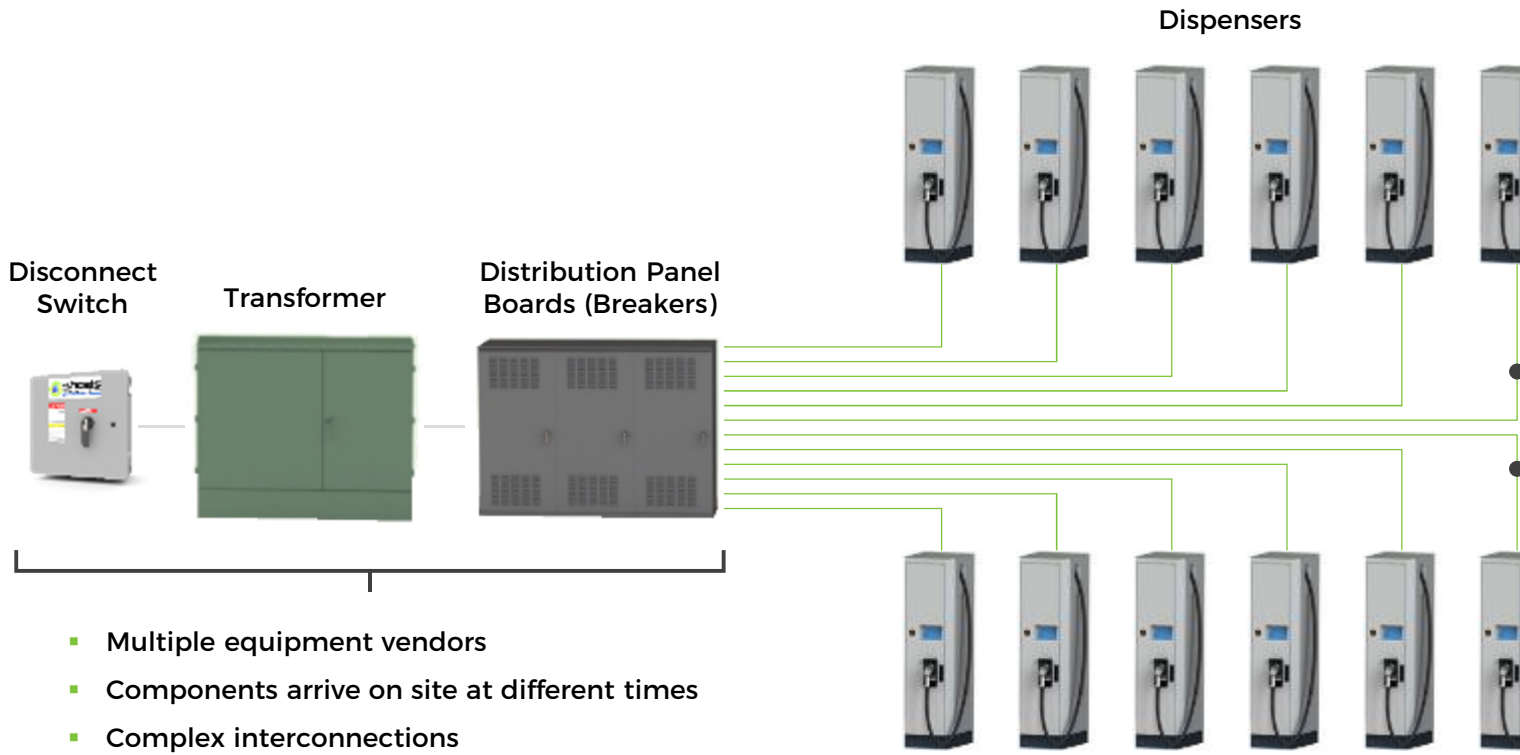
Inefficient Means & Methods

- Duplicative homeruns
- Expensive trenching / boring
- Wire run in underground conduit
- Fabrication of components in the field
- Complex interconnection of components
- Skilled labor and special tools

Time consuming and costly means and methods that require skilled labor

(1) Based on BloombergNEF Charging Infrastructure Forecast Model (CIFM 1.0.1), January 2021.

CONVENTIONAL EV CHARGING SYSTEMS



- Multiple equipment vendors
- Components arrive on site at different times
- Complex interconnections

3-4 Individual Wire Runs from <u>Each Dispenser</u> to the distribution panel

Wire runs fished through conduit buried in trenches

Commercial EV chargers require multiple components, often from different suppliers

Every dispenser is individually connected to the distribution panel with three to four homeruns

Wire runs are made through underground conduit that requires trenching across the site

SHOALS EV CHARGING SYSTEM SOLUTIONS

Shoals initial EV charging product line will include four product families introduced in two phases

01 SKID SOLUTIONS
(PHASE I)

- Prefabricated pug-n-play transformer and distribution panel skids
- All components installed in the factory
- Modular Interlocking system
- Drastically reduces site preparation and installation time

02 RACEWAYS
(PHASE II)

- Above ground cable trays that eliminate the need for trenching
- Compatible with both conventional cabling and EV-BLA

03 EV-BLA
(PHASE II)

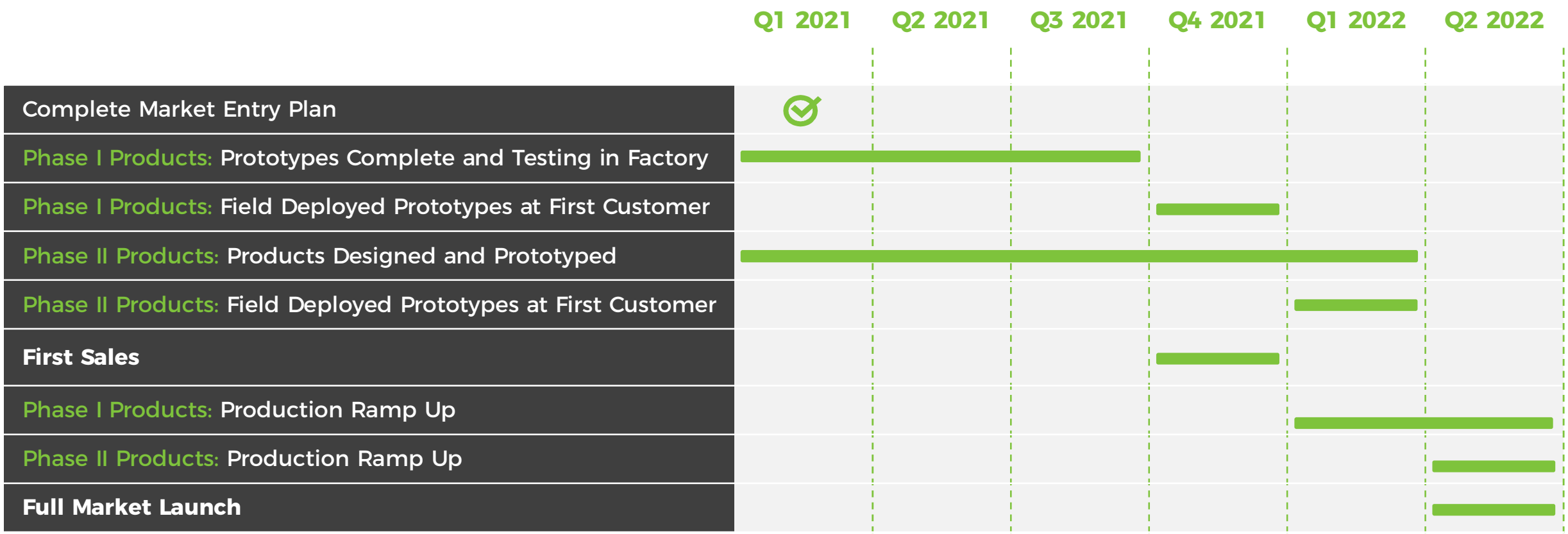
- Trunk bus solution similar to solar BLA
- Eliminates individual homeruns from each dispenser
- Above-ground installation
- Reduces wire runs by up to 75%
- Utilizes plug-n-play connectors

04 QUAD CHARGER
(PHASE I)

- Prefabricated skidded dispenser with four charge points
- Designed to install at the intersection of four parking spots
- Reduces placement (fewer pads), cabling and interconnection costs
- Ideal solution for fleets

Targeting 20-30% reduction in installed cost to EPCs and CPOs versus conventional solutions

EV BUSINESS MARKET ENTRY TIMELINE



Accelerating EV charging product launch from 2022 to Q4-2021

EV BUSINESS POTENTIAL

	YE2021	YE2025
Number of Addressable Chargers in the U.S. (Points)(1)	233,273	489,697
Points Added in the U.S. During 2022 Through 2025(1)		256,424
Average Shoals Addressable Spend per Point(2)		$5,000
Implied 2022-2025 U.S. Market Opportunity		**$1.3B**

Bloomberg forecast prepared prior to Biden administration's announcement of new incentives for EVs and EV infrastructure

EV Charging solutions can be a significant business with attractive margins

(1) Based on BloombergNEF Charging Infrastructure Forecast Model (CIFM 1.0.1), January 2021. Assumes all U.S. chargers except Home chargers are addressable by Shoals equipment.
(2) Shoals management estimate.

FINANCIAL OVERVIEW AND BUSINESS UPDATE

SIMPLE MODEL THAT DELIVERS
STRONG FINANCIAL RESULTS

Core Objectives	Tactics	Results
Grow faster than the market	• Take market share with disruptive products	✓ 30% CAGR in revenues from 2018-2020
Deliver 30%+ EBITDA margins	• Locate manufacturing in low-cost regions	✓ ~1,430 bps increase in EBITDA margins from 2018-2020
	• Use automation to reduce labor content	✓ Direct labor <19% of COGS
	• Leverage growing volumes to reduce materials costs	✓ Factory overhead <7% of COGS
	• Tightly control factory overhead and SG&A	✓ SG&A <15% of revenues
Minimize capital intensity	• Customize manufacturing equipment in-house rather than purchase custom-built machines	✓ $6.6 million of cumulative capex from 2018-2020 (<1.6% of sales over period)

HIGH REVENUE VISIBILITY DRIVEN BY LONG PROJECT LEAD TIMES…

Project Identified
Shoals receives preliminary design drawings

EPC Award
Shoals receives verbal award

Shoals Purchase Order
Shoals receives binding purchase order

6 months	3 months	3 months	2-3 months
• EPC advances preliminary engineering and design • Shoals prepares preliminary design, layout, and pricing	• EPC completes final design • Shoals completes final design, layout, and pricing	• EPC completes pre-EBOS construction activities • Shoals production lead time	• Shoals delivers system

The procurement process typically gives us 12+ months of visibility on demand and many customers give us long-term forecasts with their needs, further enhancing our visibility

SHOALS Q1 HIGHLIGHTS

Record 2020	**Full year revenues and adjusted EBITDA up 21% and 66%, respectively[1]**
Continued Momentum in Q1	**System Solutions revenues up 46% versus prior year[2]**
BLA Gaining Share	**Converted 4 additional EPCs and developers to combine-as-you-go / BLA since January**
Strong 2021 Order Book	**Backlog and awarded orders up 42% versus prior year[3]**
Mix Shift Driving Higher Margins	**Gross margin increased 635 bps versus prior year to 41%, reflecting an increase in Systems Solutions revenues[4]**
New Product Introductions on Schedule	**IV Curve Benchmarking and Wire Management products currently testing with customers and on track for revenues in Q4**
Accelerating EV Charging Market Entry Plans	**Accelerating EV charging product launch from 2022 to Q4-2021**

(1) Based on revenues and adjusted EBITDA for the period ended December 31, 2020 of $175.5 million and $60.9 million, respectively, compared with revenues and adjusted EBITDA of $144.5 million and $36.8 million, respectively, for the period ended December 31, 2019. See Appendix for reconciliation of non-GAAP measures.
(2) Based on System Solutions revenues of $33.4 million for the period ended March 31, 2021 compared with System Solutions revenues of $22.8 million for the period ended March 31, 2020.
(3) Based on backlog and awarded orders of $180.6 million as of March 31, 2021 compared to backlog and awarded orders of $127.5 million as of March 31, 2020.
(4) Based on gross margins of 41.2% for the period ended March 31, 2021 compared with gross margins of 34.8% for the period ended March 31, 2020.

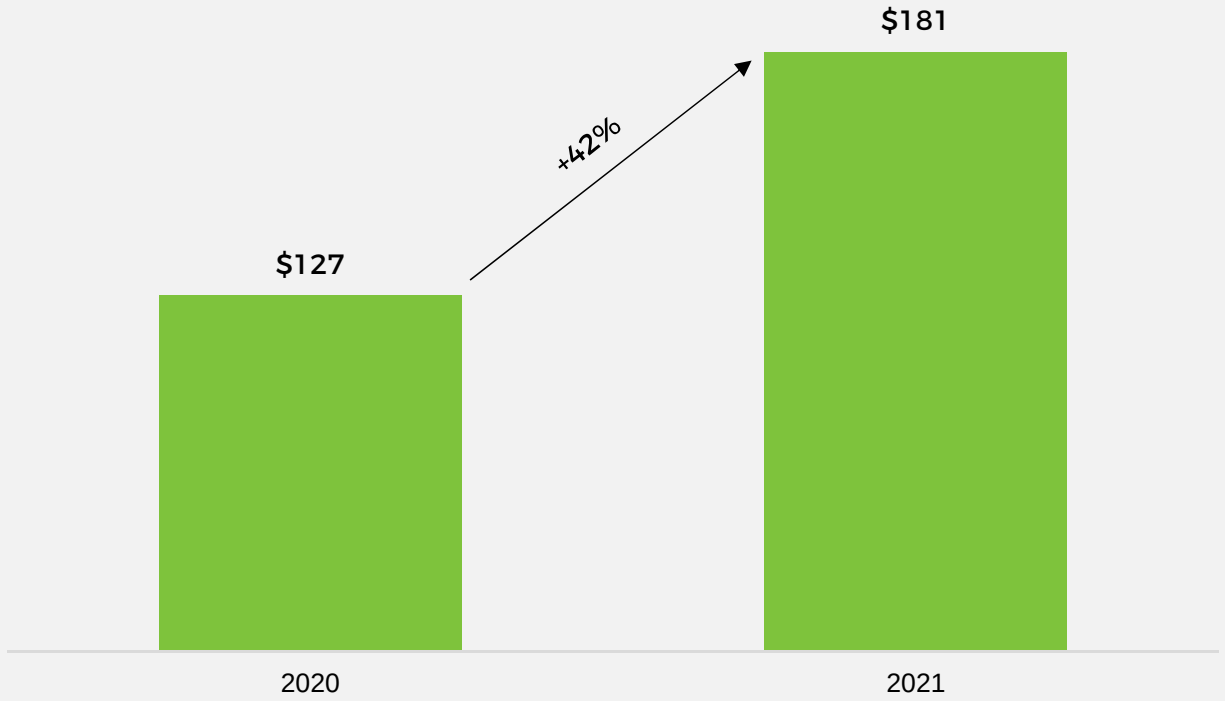
STRONG START TO 2021

First quarter quotes up 50% year-over-year

Average project size up ~25%

Backlog and awarded orders up 42% from the same time last year and up 15% from year end 2020

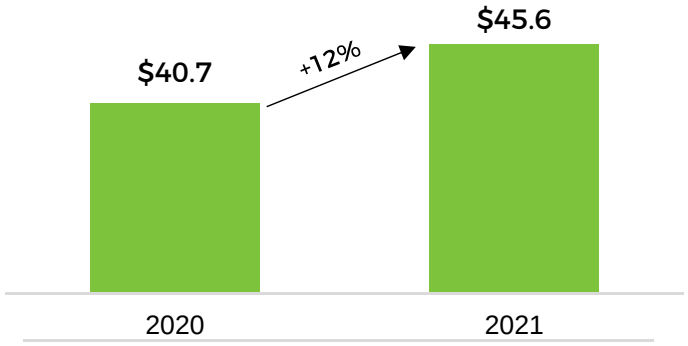
Backlog and Awarded Orders as of March 31st ($mm)(1)



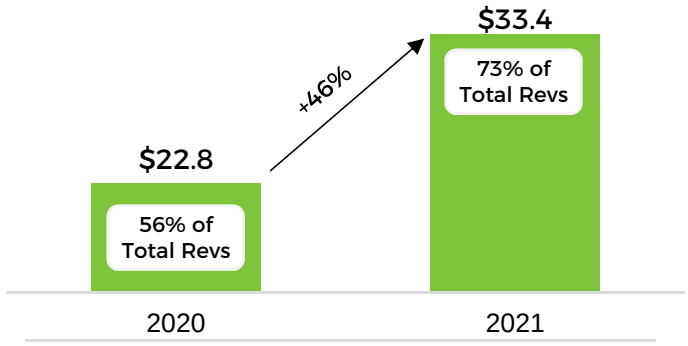
(1) Backlog defined as signed purchase orders and take or pay contracts with volume commitments. Awarded orders defined as orders where we are in the process of documenting a contract but for which a contract has not yet been signed.

FIRST QUARTER FINANCIAL SNAPSHOT

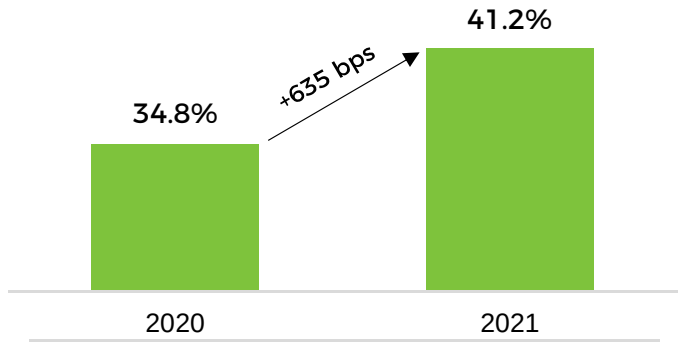
Revenue ($mm)



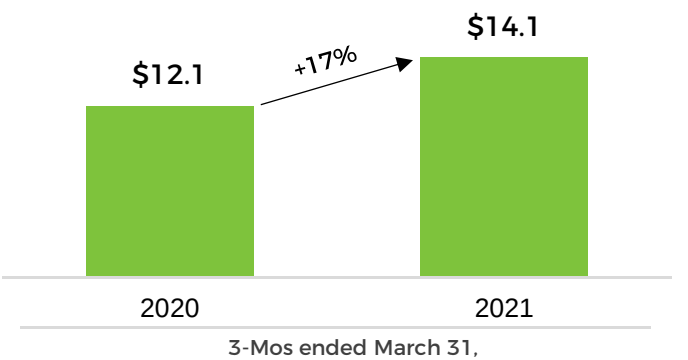
System Solutions Revenue ($mm)



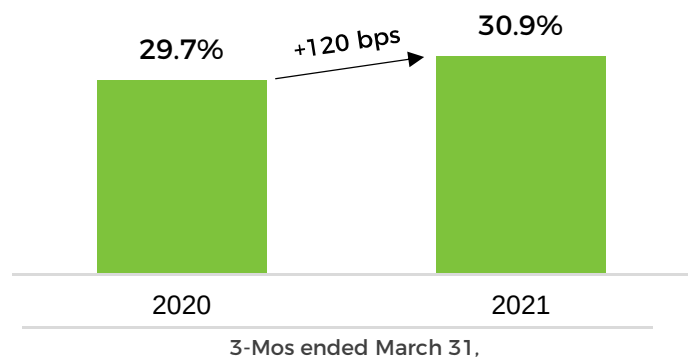
Gross Margin (%)



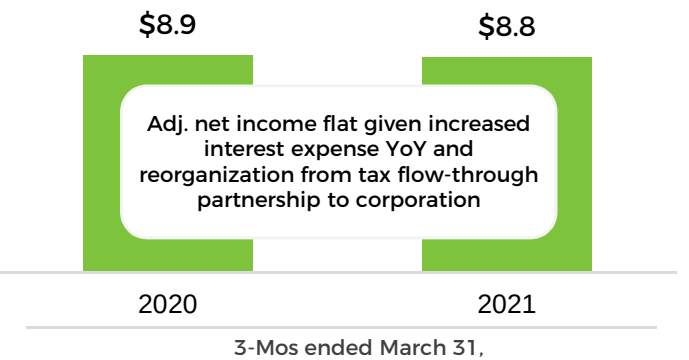
Adjusted EBITDA ($mm)



Adjusted EBITDA Margin (%)



Adjusted Net Income ($mm)



Note: See Appendix for reconciliation of non-GAAP measures.

THREE SIMPLE REASONS TO INVEST IN SHOALS

Gain Exposure to the Largest Part of the Solar Market…

- Ground mount solar is the **fastest growing source of new generation** in the U.S.(1)
- Utility-scale market is **over 6X the size of residential market**(2)
- EBOS is **required for every project**
- EBOS is **less exposed to price pressure** than other equipment categories

…With a Company that Can Grow Faster Than the Market…

- **"Category killer product"** that's gaining share from conventional solutions
- **Increasing wallet share** with new products
- **Growing wallet size** with energy storage
- **Large overseas growth** opportunity – international market is 3X size of U.S.(3)
- **Additional upside** from new EV charging products

…And Deliver Strong Returns for Shareholders

- **30%+** top line CAGR(4)
- **>30%** EBITDA Margins(4)
- **Strong free cash flow** generation
- Self-funding – **no new equity capital** required to grow the business

(1) Comparison of generation growth based on FERC data for new generation with capacities in excess of 1 MW placed in service between 2014 and 2019.
(2) IHS Solar Market Tracker – North America: First Half 2021.
(3) IHS Solar Market Tracker – North America: First Half 2021 and IHS Markit PV Installations Tracker Q3-2020, September 2020. Based on 2023 estimated market sizes. International market excludes China.
(4) Based on historical results for 2018-2020.

APPENDIX

RECONCILIATION OF NON-GAAP MEASURES

	Three Months Ended March 31,	
	2021	2020
Reconciliation to Adjusted EBITDA		
Net Income	$ (8,334)	$ 9,295
Interest Expense	3,709	272
Income tax expense	(1,475)	-
Depreciation expense	405	326
Amortization of intangibles	1,996	1,996
Loss on debt repayment	15,990	-
Equity-based compensation	1,392	-
COVID-19 expenses[1]	55	-
Non-recurring and other expenses[2]	339	182
Adjusted EBITDA	**$ 14,077**	**$ 12,071**
Reconciliation to Adjusted Net Income		
Net income (loss) attributable to Shoals Technologies Group, Inc.	$ (2,859)	$ 9,295
Net income (loss) impact from pro forma conversion of Class B common shares to Class A common shares[3]	(5,475)	-
Adjustment to the provision for income tax[4]	1,134	(2,072)
Tax effected net income (loss)	(7,200)	7,218
Amortization of intangibles	1,996	1,996
Amortization of deferred finance fees	370	9
Loss on debt repayment	15,990	-
Equity-based compensation	1,392	-
COVID-19 expenses[1]	55	-
Non-recurring and other expenses[2]	339	182
Tax impact of adjustments[5]	(4,171)	(475)
Adjusted Net Income	**$ 8,771**	**$ 8,930**

(1) Represents costs incurred as a direct impact from the COVID-19 pandemic, disinfecting and reconfiguration of facilities, medical professionals to conduct daily screenings of employees, premium pay during the pandemic to hourly workers and direct legal costs associated with the pandemic.
(2) Represents certain costs associated with non-recurring professional services, Oaktree's expenses and other costs.
(3) Reflects net income (loss) to Class A common shares from pro forma exchange of corresponding shares of our Class B common shares held by our founder and management.
(4) Shoals Technologies Group, Inc. will be subject to U.S. Federal income taxes, in addition to state and local taxes with respect to its allocable share of any net taxable income of Shoals Parent, LLC. The adjustment to the provision for income tax reflects the effective tax rates below, assuming Shoals Technologies Group, Inc. owns 100% of the units in Shoals Parent, LLC.
(5) Represents the estimated tax impact of all Adjusted Net Income add-backs, excluding those which represent permanent differences between book versus tax.