THIRD QUARTER 2026

FINANCIAL RESULTS

Earnings Presentation | Nasdaq: PSIX



NOVEMBER 5, 2026

POWER SOLUTIONS INTERNATIONAL, INC.

FORWARD-LOOKING STATEMENTS AND NON-GAAP MEASURES

FORWARD-LOOKING STATEMENTS

This presentation and the related earnings call contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements reflect current expectations and assumptions, speak only as of the date of this presentation, and involve risks and uncertainties that could cause actual results to differ materially.

Important factors include, without limitation: the timing and ultimate conversion of Power Systems orders into revenue, including data center-related orders, and the volume and timing of related shipments; quarterly variability in product mix, including custom product orders and customer-specific product requirements, and its effect on production costs and gross margin; the lower gross margins of data center products relative to oil and gas products; the amount and timing of tariff refunds and other non-recurring items, and year-end adjustments, including inventory counts; and the cost, pace, throughput and operational outcomes of the Wisconsin capacity ramp-up, including the duration and magnitude of related production costs.

Additional factors include the Company's ability to execute operational improvement initiatives on the anticipated timetable; the level and persistence of customer demand, including oil and gas market conditions; sales concentration among a limited number of customers, including in the data center market; existing material availability constraints, supply chain disruptions and supplier performance, including their effects on shipment timing, product mix, net sales and gross margin; compliance with credit facility covenants; and integration of acquisitions, including MTL Manufacturing and Equipment.

ADDITIONAL RISKS & SEC FILINGS

Other factors include macroeconomic, regulatory and trade conditions, including U.S. tariffs and trade restrictions; the Company's ability to achieve the objectives of its Power Boost 2030 strategy; the outcome of pending or future litigation, including the previously disclosed putative federal securities class action and the related stockholder derivative actions, and of any governmental or regulatory inquiries; and changes in management or other key personnel and the Company's ability to recruit and retain key employees.

These and other risks are described under "Cautionary Note Regarding Forward-Looking Statements" in the Company's earnings release dated November 5, 2026 and under "Risk Factors" in its Annual Report on Form 10-K for 2025 and subsequent Forms 10-Q, all of which are incorporated by reference into this presentation and the related earnings call and are available through PSI Investor Relations and at sec.gov. This presentation should be read together with the earnings release, which contains the Company's GAAP financial statements. The Company undertakes no obligation to update any forward-looking statement, except as required by law.

NON-GAAP FINANCIAL MEASURES

This presentation and the earnings call include EBITDA, Adjusted EBITDA, EBITDA margin and net cash (debt), which are non-GAAP financial measures. Definitions and reconciliations to the most directly comparable GAAP measures appear in the appendix and in the earnings release. Non-GAAP measures supplement, and do not replace, GAAP results.

PSI 2.0 | POWER BOOST 2030

A new look. A new era. A new journey forward.

Refreshed corporate identity
Introduced October 21, 2026

Richard Hu appointed CEO
Effective August 17, 2026

OUR PRIORITIES

01 Pivot to PSI 2.0 to embrace data center power growth

02 Transform and upskill PSI organization capability, ready for scaling with data center power growth

03 Invest in North America local manufacturing capabilities

Coming next: Investor's Day scheduled in Q1 2027

THIRD QUARTER 2026 KEY MESSAGES

01 **Sequential momentum**
Net sales of $202.1 million increased 32.5% sequentially; the year-over-year decline in Power Systems narrowed to $6.2 million from $34.6 million in the second quarter

02 **Record EBITDA %**
EBITDA margin of 21.1%, up from 14.6% a year ago, on record EBITDA of $42.7 million (+44%); net income of $29.9 million, or $1.30 per diluted share; gross margin of 29.7% (+580 bps), reflecting Wisconsin operational improvements and a $3.7 million tariff refund that is not expected to recur, partially offset by unfavorable mix from lower oil and gas sales

03 **Strong cash balance sheet**
Operating cash flow of $40.9 million supported $34.9 million of debt reduction; approximately $34 million of net cash at quarter end; new $220 million committed credit facility on improved terms

04 **Raising second-half outlook**
Second-half 2026 net sales now expected to exceed second-half 2025 net sales as larger Power Systems orders move into production, subject to shipment timing and material availability. Apart from the non-recurrence of the $3.8 million tariff refund, Q4 gross margin expected to be modestly lower than Q3, reflecting a higher share of lower-margin data center sales; material availability, production volume and year-end inventory adjustments could result in margin below current expectation.

Sequential growth, record EBITDA and a net cash balance sheet support a higher second-half outlook

THIRD QUARTER 2026 FINANCIAL HIGHLIGHTS

NET SALES

$202.1M

+32.5% sequentially
(1)% year over year

GROSS MARGIN

29.7%

+260 bps sequentially
+580 bps year over year[2]

OPERATING INCOME

$40.9M

Record quarter[2]
+71% sequentially
+44% year over year

NET CASH (DEBT)[1]

$34.3M

Debt down $34.9M sequentially
vs. $(55.3)M at Dec. 31, 2025

ADJUSTED EBITDA[1]

$42.8M

EBITDA +66% sequentially[1]
+44% year over year

OPERATING CASH FLOW

$40.9M

$116.6M year to date
vs. $3.3M in Q3 2025

(1) Non-GAAP measure. EBITDA margin is EBITDA divided by net sales; net cash is cash and cash equivalents less total debt. See the appendix for reconciliations. Sequential change is for EBITDA ($42.7M vs. $25.7M in Q2). (2) Third quarter gross margin, operating income, net income and EBITDA include a $3.7 million tariff refund (approximately 183 bps of gross margin) that is not expected to recur; gross margin was also negatively affected by unfavorable mix from lower oil and gas sales.

BUSINESS UPDATE

DATA CENTER POWER

- Demand remains strong
- Higher data center sales expected to approximately offset continued oil and gas softness for full-year 2026, subject to customer contracting and recognition of related revenue by year-end; working with customers on 2027 orders
- Current material constraints may affect Q4 delivery timing and mix, including custom orders, and reduce sales and gross

WISCONSIN OPERATIONS

- Higher production volumes and operational improvement initiatives are lifting productivity and fixed-cost absorption
- Capacity ramp-up continues, with a focus on on-time delivery

MTL VERTICAL INTEGRATION

- In-house fabrication of fuel tanks and enclosure panels for large power generation systems
- Improves supply chain control, manufacturing flexibility and lead-time management

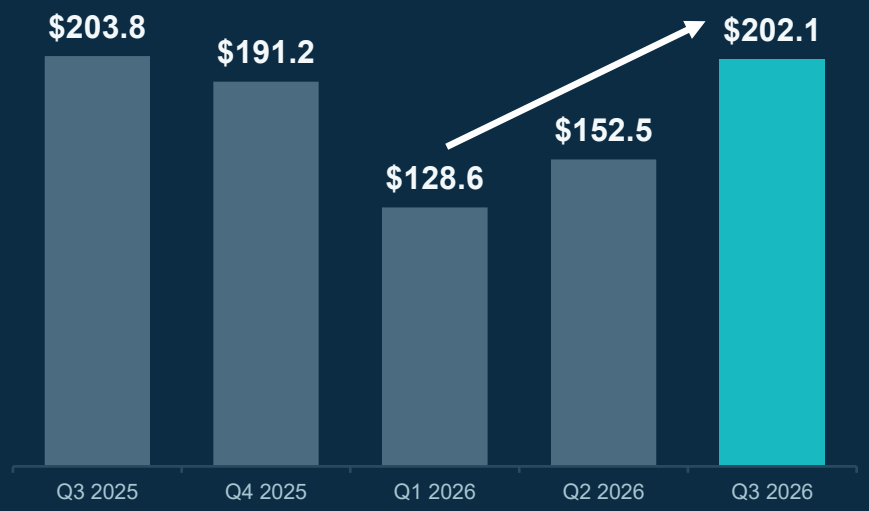
LOOKING AHEAD

- Additional perspective on 2027, including on our data center business, with fourth quarter results
- No formal full-year guidance given ongoing variability in order timing and market conditions

Strong data center demand and improving execution underpin the raised second-half outlook

NET SALES

NET SALES ($ MILLIONS)



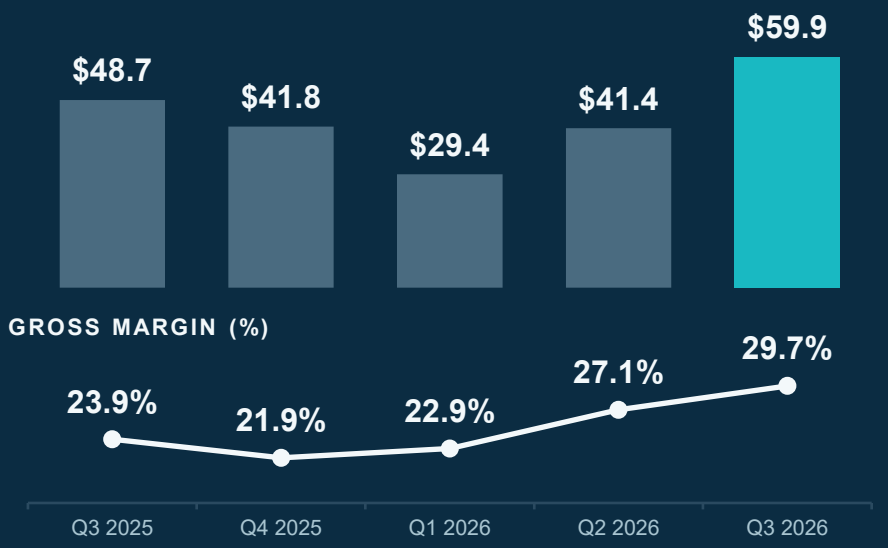
COMMENTARY

- **+32.5% sequentially** to $202.1 million; essentially in line with Q3 2025
- **Power Systems:** down $6.2 million year over year, narrowing from a $34.6 million decline in Q2; oil and gas softness partially offset by higher data center sales
- **Industrial:** up $5.6 million, primarily timing of legacy product shipments; not expected to continue at this level
- **Transportation:** down $1.1 million

Net sales up 32.5% sequentially as Large Power Systems orders moved into production

GROSS MARGIN

GROSS MARGIN ($ MILLIONS)



COMMENTARY

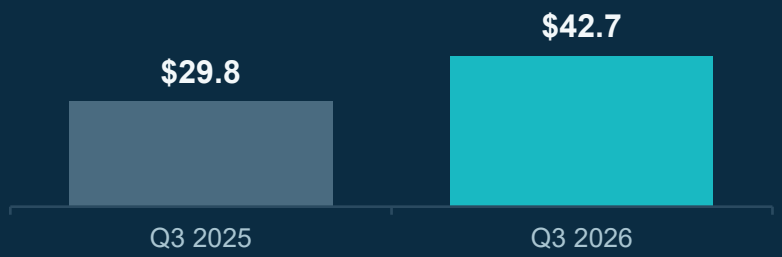
- **Gross margin dollars of $59.9 million,** +23% year over year and +45% sequentially
- **Gross margin of 29.7%,** +580 bps year over year and +260 bps sequentially, including the tariff refund benefit of 188 bps
- **Contributing factors:** Wisconsin operational improvement initiatives, which reduced elevated ramp-up production costs
- **Discrete item:** $3.8 million (~188 bps) tariff refund benefit, not expected to recur
- **Unfavorable mix:** lower oil and gas sales negatively impacted gross margin
- **Wisconsin capacity ramp-up** and related start-up costs continue

Margin expansion driven by Wisconsin execution and a discrete tariff refund, partly offset by unfavorable mix

PROFITABILITY: Q3 2026 VS. Q3 2025

EBITDA[1]

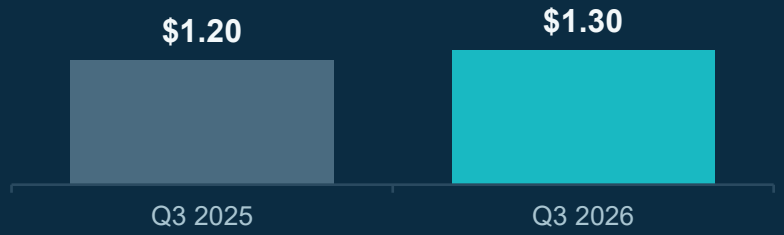
+44%



- EBITDA margin[1] of 21.1% vs. 14.6%
- Up 66% sequentially from $25.7M in Q2

DILUTED EPS

+$0.10



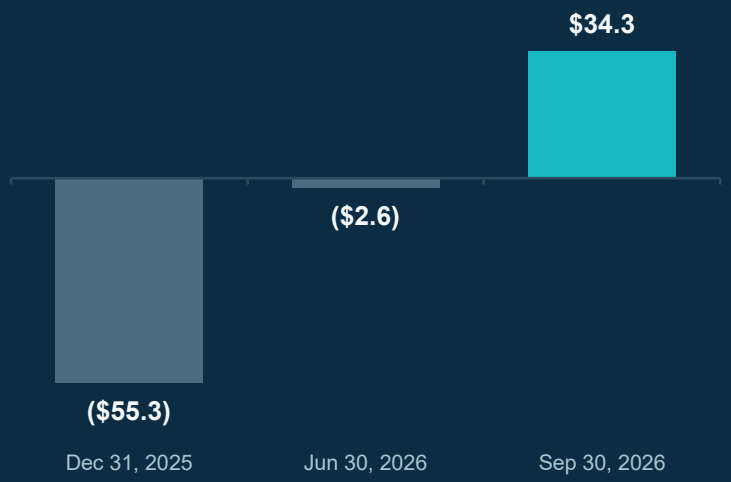
- $1.30 vs. $1.20
- Prior-year EPS included a $0.30 tax benefit

(1) Non-GAAP measure. See the appendix for a reconciliation of EBITDA to net income.

Operational Performance Lift: EBITDA up 44% on essentially flat net sales, including the $3.8M tariff refund

CASH FLOW AND BALANCE SHEET

NET CASH (DEBT)[1] ($ MILLIONS)



OPERATING CASH FLOW

$40.9M

Q3 2026 (vs. $9.8M in Q3 2025)

DEBT REDUCTION

$34.9M

In Q3; $58.9M since year-end 2025

CASH AND EQUIVALENTS

$72.0M

September 30, 2026

TOTAL DEBT

$37.7M

Incl. $35.0M under new facility

NEW $220M COMMITTED REVOLVING CREDIT FACILITY

- Closed September 25, 2026; matures September 2029
- Committed capacity increased from $135M to $220M
- SOFR + 1.80% vs. SOFR + 2.60% under the prior facility (80 bps lower)

(1) Non-GAAP measure. Net cash (debt) is cash and cash equivalents less total debt, including finance leases. See the appendix for a reconciliation.

Net cash position improved by approximately $90 million since year-end 2025

2026 OUTLOOK

2026 SALES OUTLOOK

PRIOR OUTLOOK
Approximately in line
with 2H 2025

RAISED OUTLOOK
Exceed
2H 2025 sales

- Reflects larger Power Systems orders moving into production and being recognized as revenue
- Continued oil and gas softness expected to be approximately offset for full-year 2026 by higher data center sales, subject to customer contracting and recognition of related revenue by year-end
- Shipment timing, volume and mix depend on customer scheduling, throughput and current material constraints; no assurance that orders, including custom orders, will convert to revenue in any quarter
- No formal full-year guidance given ongoing variability in order timing and market conditions

FOURTH QUARTER 2026 GROSS MARGIN

Modestly lower than Q3, apart from the tariff refund

Refund non-recurrence (~188 bps) plus a less favorable product mix

1. **Non-recurrence of the tariff refund**
   $3.8 million (~188 bps) benefit in the third quarter
2. **Continued operational improvement**
   Benefits from Wisconsin initiatives support margin
3. **Mix, volume and year-end adjustments**
   Higher share of lower-margin data center sales expected; material constraints, production volume and year-end inventory counts could put Q4 margin below current expectation; ramp-up costs continue

Raising second-half outlook; additional perspective on 2027 with fourth quarter results

KEY TAKEAWAYS

1

Wisconsin operational progress

Wisconsin initiatives reduced ramp-up production costs during the third quarter. Capacity ramp-up and related costs continue. Third-quarter operating income was $40.9 million, including a $3.7 million tariff refund that is not expected to recur.

2

We have the financial foundation to invest in growth

Strong cash generation, a net cash balance sheet and our new $220 million committed credit facility give us flexibility to deliver for customers and invest in capabilities.

3

We are positioned for growth

Demand for our data center power solutions remains strong, we have raised our second-half outlook, and Power Boost 2030 gives us a clear direction.

Delivering today while building the foundation for PSI 2.0

APPENDIX: NON-GAAP RECONCILIATIONS

NET INCOME TO EBITDA

($ in millions)	Q3 2026	Q3 2025
Net income	$29.9	$27.6
Interest expense	1.0	1.6
Income tax expense (benefit)	10.2	(0.9)
Depreciation	1.4	1.1
Amortization of intangible assets	0.3	0.3
EBITDA	**$42.7**	**$29.8**
Stock-based compensation	0.1	0.0
Severance and executive recruiting	0.0	(0.0)
Other legal matters	0.0	-
Adjusted EBITDA	**$42.8**	**$29.8**
Net sales	$202.1	$203.8
EBITDA margin	**21.1%**	**14.6%**

NET CASH (DEBT)

($ in millions)	Sep 30, 2026	Jun 30, 2026	Dec 31, 2025
Cash and cash equivalents	$72.0	$70.1	$41.3
Less: total debt	(37.7)	(72.6)	(96.6)
Net cash (debt)	**$34.3**	**$(2.6)**	**$(55.3)**

Amounts may not sum due to rounding. Total debt includes current and long-term debt, revolving credit facility borrowings, other short-term financing and finance lease liabilities. EBITDA, Adjusted EBITDA, EBITDA margin and net cash are non-GAAP measures; see the earnings release for definitions and additional reconciliations.