# Q2 2026 (NYSE: PLOW)

DOUGLAS DYNAMICS

**Mark Van Genderen,** President and CEO

*"The strong snowfall this past winter set the stage for a robust preseason in Attachments, and results to date have exceeded our initial expectations. For Solutions, municipal demand continues to be a source of strength, and we continue to invest to expand our capacity to meet customer needs."*

## Key Consolidated Results*

| | | |
|---|---|---|
| Net Sales | $214.6M | ▲ 10% |
| Net Income | $25.4M | ▼ 2% |
| Adjusted EBITDA | $44.6M | ▲ 5% |
| Adjusted EBITDA Margin | 20.8% | ▼ 110 basis points |
| GAAP Diluted EPS | $1.07 | ▼ 2% |
| Adjusted Diluted EPS | $1.22 | ▲ 7% |

## A Closer Look*

### Work Truck Attachments

| | | |
|---|---|---|
| Net Sales | $129.3M | ▲ 20% |
| Adjusted EBITDA | $35.8M | ▲ 13% |
| Adjusted EBITDA Margin | 27.7% | ▼ 150 basis points |

### Work Truck Solutions

| | | |
|---|---|---|
| Net Sales | $85.3M | In-Line |
| Adjusted EBITDA | $8.8M | ▼ 21% |
| Adjusted EBITDA Margin | 10.3% | ▼ 250 basis points |

## Highlights

### FINANCIAL PERFORMANCE

**Record Q2 results**
- Net sales
- Adjusted EDITDA
- Adjusted EPS

Returned approximately $10.1 million of cash via dividend and share repurchases

Raises 2026 Guidance Ranges

### PRESEASON INSIGHTS

- **Work Truck Attachments** preseason exceeded expectations
- **Parts & Accessories** on track for a new **annual record** by end of **Q3**
- **Preseason Shipment Ratio moving back** towards historical levels

**Approx. Preseason Shipment Ratio**

| Year | Q2 | Q3 |
|---|---|---|
| **2026** (est.) | ~50% | ~50% |
| **2025** | 60% | 40% |

## MUNICIPAL EXPANSION

### NEW MISSOURI FACILITY

- Fully operational
- Expands regional upfit capacity
- Supports continued growth



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*Unless otherwise stated, all comparisons are to Q2 2025 results. For more information on Q2 2026, including non-GAAP reconciliations, refer to Douglas Dynamics' Q2 2026 Earnings Release or visit Douglas Dynamics' Investor Relations website.