2026 Investor Relations Fact Sheet

Reliable, Innovative Equipment at Core of Success

Global Leader in Mechanized Cleaning Equipment

Total Addressable Market
~$9B

Market Share
~14%

Net Sales
~$1.203B

	Market Share	Market
Americas	~25% Market Share	~$4B Market
EMEA	~10% Market Share	~$3B Market
APAC	~4% Market Share	~$2B Market

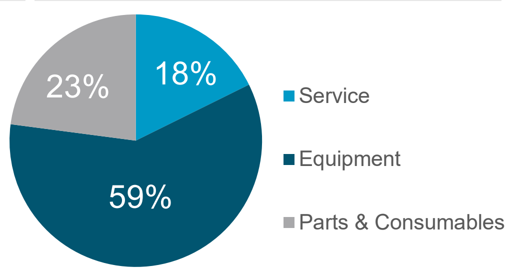
Multi-Channel Strategy Maximizes Opportunities

Channels

Top Vertical Markets

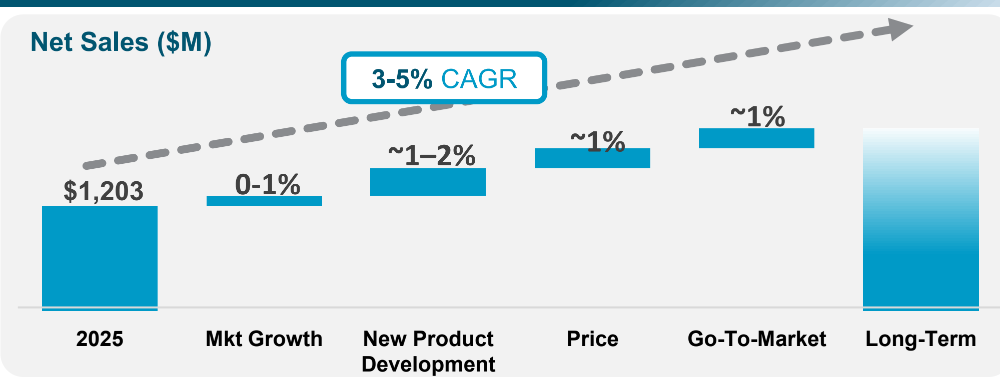
#1 CONTRACT CLEANERS
#2 RETAIL
#3 MANUFACTURING
#4 LOGISTICS
#5 HEALTHCARE

Net Sales by Category



Strategies to Deliver 3-5% Growth

- Pricing Excellence
- Product Innovation
- New Channels & Markets
- Strategic Acquisitions



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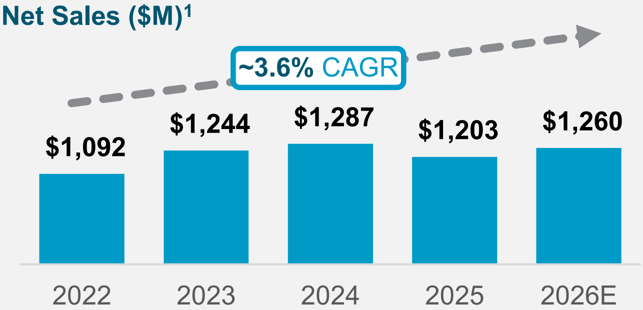
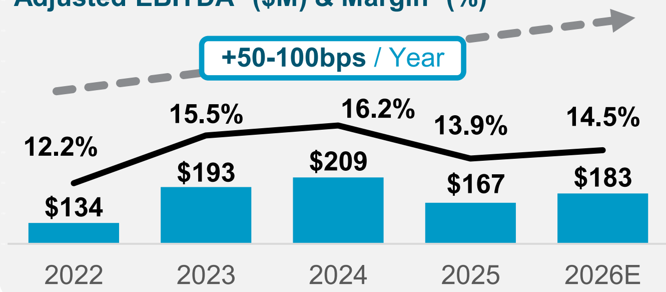
Attractive Long-Term Model

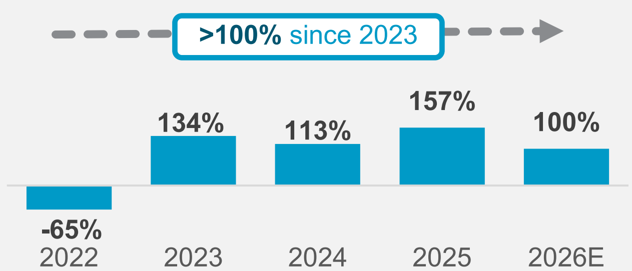
Net Sales ($M)[1]



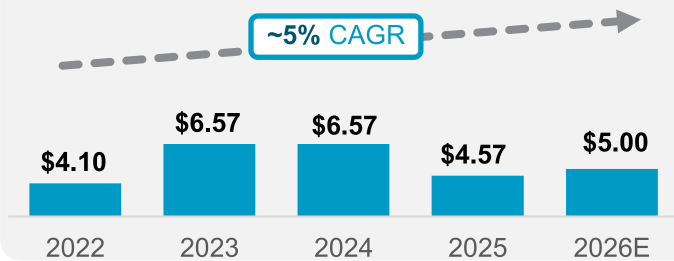
Adjusted EBITDA[2] ($M) & Margin[2] (%)



Adjusted Net Income-to-FCF Conversion[3]



Adjusted EPS[2] ($)



Capital Allocation Strategy

Invest in the Business and Organic Growth

- Capex $20-$25M per year

Strong Balance Sheet

- Net leverage ratio of ~0.6x Adjusted EBITDA (Q1 ‘25) below target of 1x – 2x

Targeted Acquisition Strategy

- Grow cleaning core and expand into adjacencies
  - Acquired long-time distributor (TCS) in Q1 2024 to accelerate growth in EMEA
  - $32M investment in Brain Corp in Q1 2024 to fuel the next gen of AI-enabled robotic cleaning technologies

Shareholder Return

- Strong dividend history (target ~5% YoY growth)
- Disciplined share buybacks

Long-Term Targets

3-5%	**Net Sales Organic Growth**
50-100bps	**Expand Adj. EBITDA Margin**
100%	**Net Income to Free Cash Flow Conversion**
~$150M	**Net Sales Added From Focused M&A Strategy**

Note: All data included is based on 2025 full-year, unless noted otherwise. Reference Non-GAAP reconciliation schedules in the investor presentation section at investors.tennantco.com. [1]Net sales excludes divestitures of coatings business in 2021. [2]Non-GAAP measure excludes restructuring charges, ERP modernization costs, transaction-related costs, gain on sale of assets, and amortization. [3]Non-GAAP measure defined as Adjusted Net Income divided by cash flow from operating activities less additions to property, plant and equipment.

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