



TURTLE BEACH

C O R P O R A T I O N



**FOURTH QUARTER & FULL YEAR 2025
EARNINGS PRESENTATION**



SAFE HARBOR STATEMENT & IMPORTANT INFORMATION

Forward-Looking Information and Statements

This presentation, including the appendix, includes forward-looking information and statements within the meaning of the federal securities laws. Except for historical information contained in this release, statements in this release may constitute forward-looking statements regarding assumptions, projections, expectations, targets, intentions or beliefs about future events. Statements containing the words “may”, “could”, “would”, “should”, “believe”, “expect”, “anticipate”, “plan”, “estimate”, “target”, “goal”, “project”, “intend” and similar expressions, or the negatives thereof, constitute forward-looking statements. Forward-looking statements are only predictions and are not guarantees of performance. Forward-looking statements involve known and unknown risks and uncertainties, which could cause actual results to differ materially from those contained in any forward-looking statement. The inclusion of such information should not be regarded as a representation by the Company, or any person, that the objectives of the Company will be achieved. Forward-looking statements are based on management’s current beliefs and expectations, as well as assumptions made by, and information currently available to, management. While the Company believes that its expectations are based upon reasonable assumptions, there can be no assurances that its goals and strategy will be realized. Numerous factors, including risks and uncertainties, may affect actual results and may cause results to differ materially from those expressed in forward-looking statements made by the Company or on its behalf. Some of these factors include, but are not limited to, risks related to trade policies, including the imposition of tariffs on imported goods and other trade restrictions, the release and availability of successful game titles, macroeconomic conditions affecting the demand for our products, logistic and supply chain challenges and costs, dependence on the success and availability of third-parties to manufacture and manage the logistics of transporting and distributing our products, the substantial uncertainties inherent in the acceptance of existing and future products, the difficulty of commercializing and protecting new technology, the impact of competitive products and pricing, general business and economic conditions, risks associated with the expansion of our business including the integration of any businesses we acquire and the integration of such businesses within our internal control over financial reporting and operations, our indebtedness, liquidity, and other factors discussed in our public filings, including the risk factors included in the Company’s most recent Annual Report on Form 10-K, Quarterly Report on Form 10-Q and the Company’s other periodic reports filed with the Securities and Exchange Commission. Except as required by applicable law, including the securities laws of the United States and the rules and regulations of the Securities and Exchange Commission, the Company is under no obligation to publicly update or revise any forward-looking statement after the date of this release whether as a result of new information, future developments or otherwise. This presentation also contains trademarks and trade names that are property of their respective owners.

Non-GAAP Financial Measures

In addition to its reported results, the Company has included in this presentation, including in the appendix, certain financial metrics, including Adjusted EBITDA, that the Securities and Exchange Commission define as “non-GAAP financial measures.” Management believes that such non-GAAP financial measures, when read in conjunction with the Company’s reported results, can provide useful supplemental information for investors analyzing period-to-period comparisons of the Company’s results. Non-GAAP financial measures are not an alternative to the Company’s GAAP financial results and may not be calculated in the same manner as similar measures presented by other companies. “Adjusted EBITDA” is defined by the Company as net income (loss) before interest, taxes, depreciation and amortization, stock-based compensation (non-cash), and certain non-recurring special items that we believe are not representative of core operations, as further described in the appendix hereto. These non-GAAP financial measures are presented because management uses non-GAAP financial measures to evaluate the Company’s operating performance, to perform financial planning, and to determine incentive compensation. Therefore, the Company believes that the presentation of non-GAAP financial measures provides useful supplementary information to, and facilitates additional analysis by, investors. The presented non-GAAP financial measures exclude items that management does not believe reflect the Company’s core operating performance because such items are inherently unusual, non-operating, unpredictable, non-recurring, or non-cash. See a reconciliation of GAAP results to Adjusted EBITDA included in the appendix hereto for the twelve and three months ended December 31, 2025 and December 31, 2024.



FOURTH QUARTER & FULL YEAR 2025 OVERVIEW

Q4 Revenue of \$118.8 and FY25 Revenue of \$319.9M

Improved Gross Margins to 40.1% in Q4 & 37.3% in FY25

- Q4 gross margin expansion of 310 basis points YOY and FY25 gross margin expansion of 270 basis points YOY

Q4 Net Income of \$17.6M and FY25 Net Income of \$15.7M

Q4 Adjusted EBITDA of \$28.1M and FY25 Adjusted EBITDA of \$40.1M

Refinanced prior debt facilities in 2025, strengthening the Company's capital structure

Repurchased \$19M in common shares during 2025, bringing total to ~\$47M since 2024

Turtle Beach continues to be the market leader in US gaming headsets with 25% share in 2025 & Q4⁽¹⁾

- While the overall gaming headset market was down YTD 2025, Turtle Beach gained 50bps in revenue share⁽¹⁾

Turtle Beach products are top-sellers in the broader gaming peripherals market⁽²⁾

- 9 of the top 20 best-selling gaming headsets were Turtle Beach in 2025 & Q4
- Turtle Beach's PS5 Victrix Pro BFG black and XBO Stealth Ultra are among the top 5 best-selling 3rd Party controllers by revenue, in 2025
- 4 of the top 5 best-selling 3rd party wireless controllers, were Turtle Beach in 2025
- Turtle Beach's XBOX VelocityOne flight control system was the 2nd best-selling SKU in the category by revenue, in Q4 & 2025
- Riffmaster wireless guitars on XBOX and PS dominate the music controller category Q4 & 2025

1. . Circana, LLC, Retail Tracking Service, US, Video Games, Gaming Accessories, Headsets and Headphones, Turtle Beach, Dollar share & Dollar Share Point Change, Jan – Dec 2025

2. Circana, LLC, Retail Tracking Service, US, Video Games, Gaming Accessories, Headsets/headphones, Gamepads, Flight controllers & Music Controllers, Dollar sales, Jan – Dec 2025 & Oct – Dec 2025



Q4'25 FINANCIAL REVIEW

\$ Millions (except per-share data)	Q4 25	Q4 24	Commentary
Revenue	\$118.8	\$146.1	YOY decline driven by softness in gaming accessories market and a weaker than anticipated holiday season
Gross Margin	40.1%	37.0%	+310 basis point expansion YOY
Operating Expenses	\$26.7	\$30.6	Representing 22% of revenue, compared to 21% in the prior year
Net Income	\$17.6	\$20.1	Decreased from the prior year due to lower revenue levels
Diluted EPS	\$0.87	\$0.95	
Adjusted EBITDA ⁽¹⁾	\$28.1	\$35.7	EBITDA margin of 24%, in line with the prior year
Diluted Shares	20.3M	21.1M	Lower due to stock repurchases throughout 2025

1. See appendix for a reconciliation of non-GAAP measures



FULL YEAR 2025 FINANCIAL REVIEW

\$ Millions (except per-share data)	2025	2024	Commentary
Revenue	\$319.9	\$372.8	YOY decline driven by softness in gaming accessories markets, including US gaming headsets market down 13.5% ⁽¹⁾ in 2025
Gross Margin	37.3%	34.6%	+270 basis point expansion YOY, the highest annual level since 2018
Operating Expenses	\$91.8	\$109.0	Decreased to 28.7% of revenue, a YOY reduction of >50 basis points
Net Income	\$15.7	\$16.2	Decreased 3% YOY due to lower revenue levels
Diluted EPS	\$0.77	\$0.78	
Adjusted EBITDA⁽²⁾	\$40.1	\$56.4	Decreased from the prior year due to lower revenue levels
Diluted Shares	20.5M	20.8M	Lower due to stock repurchases throughout 2025

1. Circana, LLC, Retail Tracking Service, US, Video Games, Gaming Accessories, Headsets and Headphones, Turtle Beach & PDP Brands Combined, YOY, Jan - Dec 2025 Vs. Jan - Dec 2024

2. See appendix for a reconciliation of non-GAAP measures



LONG-TERM GROWTH REMAINS THE GUIDING PRINCIPLE

2026 GUIDANCE	
Net Revenue \$335M – \$355M	Adj. EBITDA \$44M – \$48M

Guidance considers a return to growth for gaming accessories markets in 2026

LONG-TERM FINANCIAL TARGETS	
Metric	Target
Revenue	10%+ CAGR
Gross Margins %	Mid-to-High 30's
Adjusted EBITDA Margins	Mid-to-High Teens

- Long-term financial targets remain unchanged from prior outlook
- Maintain leadership in gaming headsets
- Continue driving growth in controllers and adjacent accessories categories
- Proactively manage operating expenses
- Drive inorganic growth via M&A



BALANCE SHEET SUMMARY

Balance Sheet Highlights \$ Millions	
	As of December 31, 2025
Cash & Cash Equivalents	\$17
Inventory	\$69
Revolving Credit Facility	\$29
Term Loan	\$56
Net Debt (debt less cash)	\$68





UNLOCKING POTENTIAL IN THE \$11.2 BILLION GAMING ACCESSORIES MARKET

STRENGTHENING TURTLE BEACH'S POSITION AS A LEADING 3RD PARTY GAMING ACCESSORIES MAKER

Headsets

\$2.9B
Market

Continue Leadership in
Gaming Headsets



Controllers

\$3.0B
Market

Continue Growth in
Gamepads/Controllers



PC Peripherals

\$3.9B
Market

Continue Expanding Turtle Beach
Brand in PC Gaming Peripherals



Simulation

\$1.4B
Market

Continue Growth in Gaming
Simulation Accessories



A large, light gray, stylized graphic of a palm tree is positioned on the left side of the page. The palm tree has a long, slender trunk and several fronds extending outwards. It is enclosed within a thick, light gray, rounded rectangular frame that curves around the top and right sides of the tree.

APPENDIX



RECENTLY REVEALED PRODUCTS & HIGHLIGHTS



VICTRIX BY TURTLE BEACH RELOADS THE PRO BFG

RELOADED FOR PERFORMANCE, PRECISION, AND VICTORY



FULLY CUSTOMIZABLE
11 interchangeable components & three modules to fit any play style

**MODULAR PRECISION.
COMPETITIVE CONTROL.**

Built on Victrix Pro BFG legacy, the Pro BFG Reloaded introduces Hall-Effect thumbsticks, enhanced modular flexibility and platform expansion to deliver customizable performance for competitive play.

In September, Victrix launched the Pro BFG Reloaded for PlayStation & Xbox, followed by a dedicated PC Edition in October, extending the platform across high-performance gaming ecosystems.

GAMINGTREND

Review Score: 100/100
"Phenomenal. The best got better...Just buy a Victrix Pro BFG Reloaded, you won't regret it."

trg GAME-CHANGING STORIES

Review Score: 4/5
"Cream-of-the-crop PS5 controller."

Launched: Sept. 2025 [PS|Xbox]
Launched: Oct. 2025 [PC Edition]



RIFFMASTER WIRELESS GUITAR FOR NINTENDO SWITCH™

EXTENDING TURTLE BEACH'S MUSIC CONTROLLER ECOSYSTEM TO NINTENDO PLATFORMS



EDITORS' CHOICE



GRIP IT & RIFF IT ON NINTENDO SWITCH

Following strong performance on Xbox and PlayStation, Turtle Beach expanded the Riffmaster wireless guitar controller to Nintendo Switch and Nintendo Switch 2, bringing category-leading music gameplay to a new audience.

The launch extends Turtle Beach's presence in music controllers while reinforcing the brand's leadership in immersive gaming experiences.

Riffmaster wireless guitar controllers for Xbox and PlayStation are the top sellers in the music controller category 2025 & Q4⁽¹⁾.

Review Score: 9/10 + Editor's Choice
"With its excellent button feel, terrific battery life, and smart design cues, the Riffmaster rocks."

Launched: Oct. 2025

1. Circana, LLC, Retail Tracking Service, US, Video Games, Gaming Accessories, Music Controllers, Dollars, Jan – Dec 2025 & Oct – Dec 2025



OFFICIALLY LICENSED FOR MARIO & DONKEY KONG FANS

NINTENDO SWITCH™ CONTROLLERS FEATURING INTERACTIVE LENTICULAR ARTWORK



PLAYFUL DESIGNS. DYNAMIC GAMEPLAY.

Mario Bricks and Donkey Kong Rematch Wireless Controllers combine nostalgic character art with modern wireless performance. Lenticular finishes reveal hidden visuals as players tilt and move, creating a controller that feels as dynamic as the games themselves.

These controllers also work with Nintendo Switch 2.



*Tilt the controller to reveal
a second design!*

BioGamer Girl

Lifestyle and Entertainment

Review Score: 9/10

"One of the most exciting additions to the Switch accessory lineup this year."



Launched: Oct. 2025



AIRLITE FIT ARRIVES FOR NINTENDO SWITCH™ 2

OFFICIALLY LICENSED FOR NINTENDO SWITCH™ 2



LIGHTWEIGHT COMFORT. POWERFUL SOUND.

Original PDP Airlite was a top-3 best-selling gaming headset for Nintendo Switch™.

Introducing an updated, officially licensed Nintendo Switch™ 2 version with refined comfort and familiar performance.

Available in Black/White and Charcoal Black, with Ghost Purple launching soon to expand the lineup.



nintendolife

Review Score: 8/10

"GREAT. Turtle Beach has given us a very sturdy, tidy, and nicely designed budget headset."

Launched: Sept. 2025



EXPANDING PC PERIPHERAL PORTFOLIO

NEXT-GENERATION KEYBOARD AND MOUSE INNOVATIONS POWER TURTLE BEACH'S ECOSYSTEM

AWARD-WINNING FAMILIES

The Vulcan II TKL combines hot-swappable mechanical switches, compact design, and sound dampened construction for fast, precise performance.

The Burst II Pro delivers lightweight, 8k wireless precision with ultra-low latency for fast, accurate competitive performance.



MP1ST

Review Score: 9.5/10 + Editor's Choice
"This keyboard stands out as one of the best options in its class."



Review Score: 95/100
"If you demand precision, comfort, and reliability without compromise, the Burst II Pro is one of the best gaming mice of 2025."



Launched: Oct. 2025



DESIGNED FOR XBOX CONTROLLER PORTFOLIO EXPANSION

NEW WIRED CONTROLLERS BROADEN TURTLE BEACH'S XBOX & PC LINEUP



EXCITING NEW DESIGNS EXPAND THE CATALOG

Distinctive lighting and lenticular finishes broaden Turtle Beach's Designed for Xbox wired controller lineup.

The Rematch Advanced controller now spans multiple visual styles, from Everglow lighting to glow-in-the-dark and lenticular designs, adding bold personality to performance-focused play.



AFTERGLOW IGNITE Wired RGB Controller

Sleek faceplate stays subtle until powered on, revealing a vibrant time machine-inspired design with seven lighting zones and four dynamic effects.



Rematch Advanced

Launched Oct. 2025



OFFICIALLY LICENSED NINTENDO SWITCH™ 2 CONTROLLERS

NEW WIRELESS & WIRED CONTROLLERS BRODEN NINTENDO SWITCH™ 2



Launched Dec. 2025

SWITCH 2 CONTROLLERS

New Afterglow Wave wired and wireless controllers, plus the Rematch platform, extend Turtle Beach's licensed Nintendo Switch™ 2 offering across style and performance tiers.



Rematch Wireless Controller
for Nintendo Switch™ 2

Premium gaming controller with TMR thumbsticks, programmable buttons, and advanced features for a pro-level experience.



Afterglow Wave
Wireless Controller
(available in multiple color)



Afterglow
Wireless Controller



A COLLECTION OF NINTENDO SWITCH™ 2 CASES

TRAVEL SAFELY WITH OFFICIALLY LICENSED PLAYTREK™ CASES



TAKE YOUR SWITCH™ 2 WITH YOU

In October, Turtle Beach introduced a lineup of officially licensed Nintendo Switch™ 2 travel cases, expanding its portable accessory portfolio.



PlayTrek 2-in-1 Case
Your setup, ready to travel

PlayTrek Travel Case
Built for gaming on the go
Core colorways plus
Mario & Donkey Kong designs



PlayTrek Slim Case
Sleek design,
reliable protection!

Launched Nov. 2025



ATLAS 200 EXPANDS LICENSED CONSOLE HEADSET PORTFOLIO

TURTLE BEACH'S FIRST OFFICIALLY LICENSED GAMING HEADSET FOR PLAYSTATION



Atlas Comfort Meets Recon Value

Turtle Beach's first PlayStation Officially Licensed gaming headset for PS5 & PS4.

Blends Atlas Air's premium comfort and Recon's entry tier accessibility.

Delivers immersive audio with the high-performance 50mm Nanoclear drivers.

Platform-specific colorways across PS, multiplatform & PC editions.



Review Score: 10/10 + Editor's Choice
"Budget gamers and newcomers alike would be well-served choosing the Atlas 200."

Launched Sept. 2025



EXPANDING RACING SIMULATION PORTFOLIO

VELOCITYONE RACE LINEUP NOW SPANS MULTIPLE PERFORMANCE AND PRICE TIERS



BUILDING A MULTI-TIER RACING ECOSYSTEM

2024

Established a premium entry into racing simulation with the VelocityOne Race wheel & pedals platform

Q1 2025

Expanded ecosystem functionality with the VelocityOne Multi-Shift shifter & handbrake accessory

Q3 2025

Expanded the portfolio with multiple launches:

Introduced the VelocityOne Race KD3 to add a new mid-tier wheel & pedals configuration

Added the VelocityOne F-RX racing wheel which expanded our ecosystem flexibility

trg GAME-CHANGING STORIES

tech
radar

RECOMMENDS

Review Score: 4.5/5 + Recommended
"The best in the budget market. An incredible bundle for the money."

Launched Sept. 2025



INTRODUCING THE RACER WIRELESS WHEEL

CONSOLE-READY PERFORMANCE WITH PRECISE CONTROL FOR AN IMMERSIVE TURTLE BEACH RACING EXPERIENCE



LIFE IN THE FAST LANE

The Racer is built for fast, responsive gameplay, combining precise control, smooth handling, and console-ready performance to pull you deeper into every lap.

Designed for accessibility and immersion, it delivers an authentic racing feel without unnecessary complexity at an affordable price.



trg GAME-CHANGING STORIES



Review Score: 4/5 + Recommended
"The Turtle Beach Racer wheel impresses on many fronts. An excellent entry level choice for casual gamers."

Launched Sept. 2025



GAAP NET INCOME TO ADJUSTED EBITDA RECONCILIATION

FOURTH QUARTER AND FULL YEAR 2025 COMPARED TO 2024

	Three Months Ended		Twelve Months Ended	
	<u>December 31, 2025</u> (in thousands)	<u>December 31, 2024</u> (in thousands)	<u>December 31, 2025</u> (in thousands)	<u>December 31, 2024</u> (in thousands)
Net income [loss]	\$17,609	\$20,139	\$15,731	\$16,183
Interest expense, net	1,998	2,986	9,771	8,068
Depreciation and amortization	3,120	3,287	12,430	11,391
Stock-based compensation	1,874	2,724	6,180	6,172
Income tax [benefit] expense ^[1]	1,172	[10]	1,071	[5,511]
Restructuring expense ^[2]	1,143	310	1,620	1,967
Acquisition-related costs and lease impairment ^[3]	340	1,018	1,424	10,832
Loss on inventory in transit and other costs ^[4]	506	3,398	1,111	3,398
Fair value step-up adjustment to acquired inventory ^[5]	—	—	—	2,084
Litigation proceedings and other ^[6]	355	1,803	164	1,833
Insurance recovery ^[7]	—	—	[9,404]	—
Adjusted EBITDA	<u>\$28,117</u>	<u>\$35,655</u>	<u>\$40,098</u>	<u>\$56,417</u>

[1] An income tax benefit of \$7.0 million was recorded in the three months ended March 31, 2024, as a result of the reversal of a portion of the Company's deferred tax asset valuation allowance.

[2] Costs in connection with reorganization of operations which primarily include severance, related benefits and post-acquisition costs related to PDP acquisition.

[3] Costs incurred in connection with the PDP acquisition, including professional fees such as legal and accounting along with other integration-related costs and warehouse lease impairment.

[4] Loss of inventory while in transit.

[5] Costs related to the step-up of acquired finished goods inventory to fair market value as required under purchase accounting. This step-up in value over original cost is recorded as a charge to "cost of revenue" as such inventory is sold

[6] Legal and other professional fees associated with certain litigation proceedings and settlements

[7] Insurance proceeds from claims related to a loss of inventory while in transit that occurred primarily in the fourth quarter of 2024.

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THANK YOU