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BrightView Quarterly Investor Newsletter

Q3 2026 Edition

Welcome to BrightView's Quarterly Investor Newsletter. Whether you are a current shareholder or exploring BrightView as a potential investment, this update provides an overview of our recent quarter, key metrics, and business developments as we continue executing our One BrightView strategy.

Executive Summary

Second consecutive quarter of Land revenue growth underpinned by solidified foundation

Fifth Consecutive quarter of Land contract book of business growth

Q3 Adj. EBITDA ~ $96M; includes ~ $20M of non-routine items*

Reaffirms midpoint of Land revenue guidance

** Non-routine items consist of ~ $16M impact from self insurance adjustment and ~ $4M fuel-related headwind*

Key Q3 Metrics

~700bps	~84.6%	+~4%	+~2.3%
Frontline Turnover Improvement	TTM Customer Retention	Contract Book Growth from 2Q25	Land Revenue
11 Consecutive Qtrs.	*+~250bps* vs. PY	*+~100 bps QoQ*	*+~$12M vs. PY*

Q3 Business Updates

Retaining Our Customers

- Improving Retention Across Branch Network since FY24
  - **+10 ppts** in branches >95%
  - **-15 ppts** in branches <75%
- Branches >95% retention grow **~11%** annually

Driving Top-Line Growth

- **+~200** new sellers since FY24
- **+~20%** YTD New Land Contract Sales
- **Retention** and **new sales** driving contract book growth
- Reaffirming FY26 **Land** guide

EBITDA Guidance Update

- FY26 Guide: **$340M – $345M**
- Non-Routine Cost Impact:
  - **~$8M** estimated fuel impact
  - **~$16M** Q3 self-insurance adjustment
- Guide excluding Non-Routine Costs: **$365-$370M**

Connect With Us

Contact the IR team and stay up to date on company news, financial releases, and investor events:

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Our Latest Quarterly Earnings

View our latest earnings press release, presentation and webcast here: BrightView Quarterly Reports