



WABASH™

First Quarter 2022 Earnings Release

WNC

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Safe Harbor Statement & Non-GAAP Financial Measures

This presentation contains certain forward-looking statements as defined by the Private Securities Litigation Reform Act of 1995. Forward-looking statements convey Wabash National Corporation's (the "Company") current expectations or forecasts of future events. All statements contained in this presentation other than statements of historical fact are forward-looking statements. These forward-looking statements include, among other things, all statements regarding the Company's outlook for trailer and truck body shipments, backlog, expectations regarding demand levels for trailers, truck bodies, non-trailer equipment and our other diversified product offerings, pricing, profitability and earnings, cash flow and liquidity, opportunity to capture higher margin sales, new product innovations, our growth and diversification strategies, our expectations for improved financial performance during the course of the year and our expectations with regards to capital allocation. These and the Company's other forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those implied by the forward-looking statements. Without limitation, these risks and uncertainties include a continued or prolonged shutdown or reduction of our operations, substantially reduced customer orders or sales volumes and supply disruptions due to the coronavirus (COVID-19) outbreak, the continued integration of Supreme into the Company's business, adverse reactions to the transaction by customers, suppliers or strategic partners, uncertain economic conditions including the possibility that customer demand may not meet our expectations, increased competition, reliance on certain customers and corporate partnerships, risks of customer pick-up delays, shortages and costs of raw materials including the impact of tariffs or other international trade developments, risks in implementing and sustaining improvements in the Company's manufacturing operations and cost containment, dependence on industry trends and timing, supplier constraints, labor costs and availability, customer acceptance of and reactions to pricing changes and costs of indebtedness. Readers should review and consider the various disclosures made by the Company in this presentation and in the Company's reports to its stockholders and periodic reports on Forms 10-K and 10-Q.

We cannot give assurance that the expectations reflected in our forward-looking statements will prove to be correct. Our actual results could differ materially from those anticipated in these forward-looking statements. All written and oral forward-looking statements attributable to us are expressly qualified in their entirety by the factors we disclose that could cause our actual results to differ materially from our expectations.

In addition to disclosing financial results calculated in accordance with United States generally accepted accounting principles (GAAP), the financial information included in this presentation contains non-GAAP financial measures, including operating EBITDA, adjusted operating income and margin, adjusted net income, adjusted earnings per share, free cash flow, adjusted segment EBITDA, and adjusted segment EBITDA margin. These non-GAAP measures should not be considered a substitute for, or superior to, financial measures and results calculated in accordance with GAAP, including net income, and reconciliations to GAAP financial statements should be carefully evaluated.

Operating EBITDA is defined as earnings before interest, taxes, depreciation, amortization, stock-based compensation, debt transactions (including any loss on extinguishment charges), impairment and other, net, and other non-operating income and expense. Management believes providing operating EBITDA is useful for investors to understand the Company's performance and results of operations period to period with the exclusion of the items identified above. Management believes the presentation of operating EBITDA, when combined with the GAAP presentations of operating income and net income, is beneficial to an investor's understanding of the Company's operating performance. A reconciliation of operating EBITDA to net income is included in the appendix to this presentation.

Free cash flow is defined as net cash used in operating activities minus cash payments for capital expenditures. Management believes providing free cash flow is useful for investors to understand the Company's performance and results of cash generation period to period with the exclusion of the item identified above. Management believes the presentation of free cash flow, when combined with the GAAP presentations of cash provided by operating activities, is beneficial to an investor's understanding of the Company's operating performance. A reconciliation of free cash flow to cash used in operating activities is included in the appendix to this presentation.

Adjusted operating income and margin, non-GAAP financial measures, exclude certain costs, expenses, other charges, gains or income that are included in the determination of operating income under U.S. GAAP, but that management would not consider important in evaluating the quality of the Company's operating results as they are not indicative of the Company's core operating results or may obscure trends useful in evaluating the Company's continuing activities. Accordingly, the Company presents adjusted operating income and margin excluding these special items to help investors evaluate our operating performance and trends in our business consistent with how management evaluates such performance and trends. Further, the Company presents adjusted operating income and margin to provide investors with a better understanding of the Company's view of our results as compared to prior periods. A reconciliation of adjusted operating income to operating income, the most comparable GAAP financial measure, is included in the appendix to this presentation.

Adjusted net income and adjusted earnings per diluted share reflects no adjustments in either period presented. Management believes providing adjusted measures and excluding certain items facilitates comparisons to the Company's prior year periods and, when combined with the GAAP presentation of net income and diluted net income per share, is beneficial to an investor's understanding of the Company's performance. A reconciliation of adjusted net income and adjusted earnings per diluted share to net income and net income per diluted share is included in the appendix to this presentation.

Adjusted segment EBITDA and margin, a non-GAAP financial measure, is calculated by adding back segment depreciation and amortization expense to segment operating income, and excludes certain costs, expenses, other charges, gains or income that are included in the determination of operating income under GAAP, but that management would not consider important in evaluating the quality of the Company's segment operating results as they are not indicative of each segment's core operating results or may obscure trends useful in evaluating the segment's continuing activities. Adjusted segment EBITDA Margin is calculated by dividing Adjusted segment EBITDA by segment total net sales. A reconciliation of adjusted segment EBITDA to income from operations is included in the appendix to this presentation.

CEO Highlights

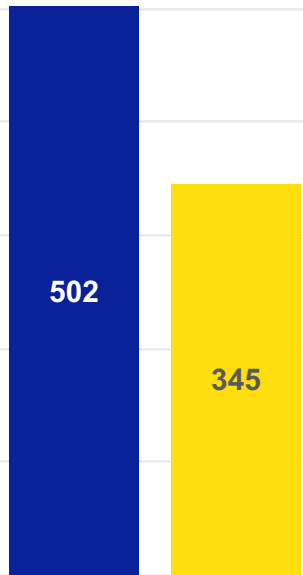
- Strong start to 2022
- Corporate responsibility making an impact across the organization
- Refreshed branding well-received
 - The finishing touch on a holistic pivot to be more customer-centric
- Exciting new products, partnerships coming through the pipeline
- Market conditions and backlog remain strong
- Raising 2022 EPS outlook to \$1.90

Q1 2022 Consolidated Financial Performance

REVENUE	SHIPMENTS
\$547M	New Trailers: 11,695 New Truck Bodies: 3,540
OPERATING INCOME	OPERATING MARGIN
\$20.1M	3.7%
NET INCOME	DILUTED EARNINGS PER SHARE
\$12.1M	\$0.24

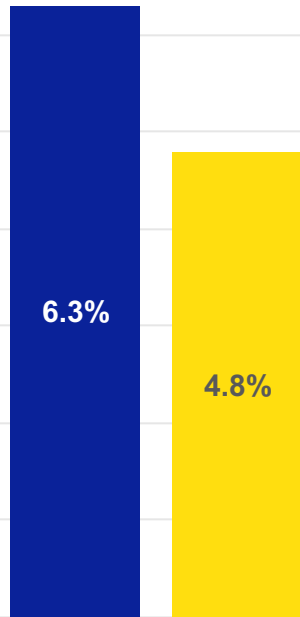
Q1 2022 Segment Financial Performance

Transportation Solutions



Revenue (\$M)

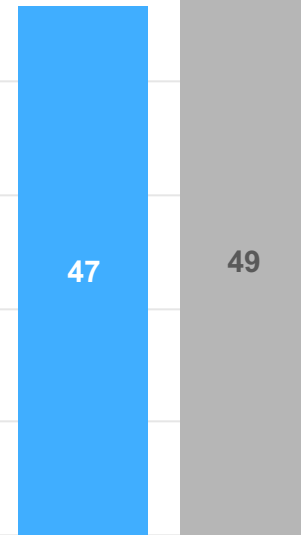
■ Q1 2022 ■ Q1 2021



Operating Margin

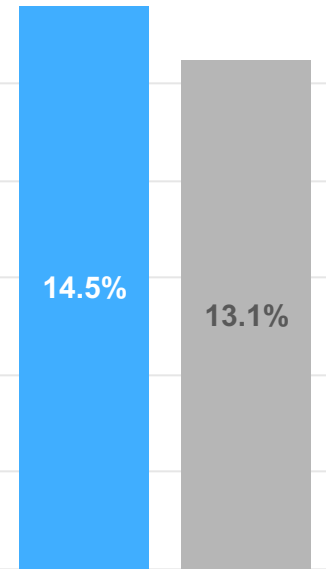
■ Q1 2022 ■ Q1 2021

Parts & Services



Revenue (\$M)

■ Q1 2022 ■ Q1 2021



Operating Margin

■ Q1 2022 ■ Q1 2021

Cash Flow & Capital Allocation Summary

(\$M)	Q1 2022	Q1 2021
Cash from Operations	-34.6	-22.4
Capital Payments for Capital Expenditures	-9.9	-4.2
Free Cash Flow ¹	-44.5	-26.6

Cash Flow

- YTD operating cash shows impact of working capital ramp to support production growth
- Expect working capital release mid-year

Q1 Capital Allocation

- \$10M capital expenditure
- \$5M share repurchase
- \$4M dividend

¹ Free cash flow is defined as net cash used in operating activities minus cash payments for capital expenditures. A reconciliation of free cash flow to cash used in operating activities is included in the appendix to this presentation.

2022 Financial Outlook

REVENUE

\$2.5B

OPERATING MARGIN

~6%

EPS

\$1.90

OTHER KEY METRICS

SG&A: 5.5-6.0% of sales
Intangible amortization: ~\$15M
Interest expense: ~\$20M
Capex: \$80-90M
Tax rate: ~26%

Appendix



WABASH™

Consolidated Balance Sheets

Unaudited - dollars in thousands	March 31, 2022	December 31, 2021
Assets		
Current assets:		
Cash and cash equivalents	\$ 72,794	\$ 71,778
Accounts receivable, net	290,035	176,511
Inventories, net	286,734	237,621
Prepaid expenses and other	46,374	43,795
Total current assets	695,937	529,705
Property, plant, and equipment, net	232,037	232,425
Goodwill	188,438	188,443
Intangible assets, net	109,402	114,441
Other assets	41,043	42,057
Total assets	<u>\$ 1,266,857</u>	<u>\$ 1,107,071</u>
Liabilities and Stockholders' Equity		
Current liabilities:		
Current portion of long-term debt	\$ —	\$ —
Current portion of finance lease obligations	—	59
Accounts payable	258,643	173,950
Other accrued liabilities	114,017	115,316
Total current liabilities	372,660	289,325
Long-term debt	484,354	428,315
Deferred income taxes	40,510	36,019
Other non-current liabilities	27,080	27,873
Total liabilities	924,604	781,532
Total stockholders' equity	342,253	325,539
Total liabilities and stockholders' equity	<u>\$ 1,266,857</u>	<u>\$ 1,107,071</u>

Consolidated Statements of Operations

Unaudited - dollars in thousands	Three Months Ended March 31,	
	2022	2021
Net sales	\$ 546,761	\$ 392,003
Cost of sales	488,706	344,837
Gross profit	58,055	47,166
General and administrative expenses	26,332	22,867
Selling expenses	6,209	6,665
Amortization of intangible assets	5,039	5,798
Impairment and other, net	340	621
Income from operations	20,135	11,215
Other income (expense):		
Interest expense	(4,913)	(6,150)
Other, net	(71)	(14)
Other expense, net	(4,984)	(6,164)
Income before income tax expense	15,151	5,051
Income tax expense	3,077	1,834
Net income	\$ 12,074	\$ 3,217
Net income per share:		
Basic	\$ 0.25	\$ 0.06
Diluted	\$ 0.24	\$ 0.06
Weighted average common shares outstanding (in thousands):		
Basic	49,004	52,126
Diluted	49,730	53,044
Dividends declared per share	\$ 0.08	\$ 0.08

Consolidated Statements of Cash Flows

Unaudited - dollars in thousands	Three Months Ended March 31,	
	2022	2021
Cash flows from operating activities		
Net income	\$ 12,074	\$ 3,217
Adjustments to reconcile net income to net cash used in operating activities		
Depreciation	8,225	6,432
Amortization of intangibles	5,039	5,798
Net gain on sale of property, plant and equipment	(645)	(193)
Deferred income taxes	(50)	661
Stock-based compensation	2,277	2,032
Impairment	986	817
Non-cash interest expense	213	296
Accounts receivable	(113,524)	(33,059)
Inventories	(49,113)	(63,422)
Prepaid expenses and other	2,913	(7,031)
Accounts payable and accrued liabilities	98,284	61,789
Other, net	(1,246)	259
Net cash used in operating activities	(34,567)	(22,404)
Cash flows from investing activities		
Cash payments for capital expenditures	(9,949)	(4,165)
Proceeds from the sale of assets	1,445	203
Net cash used in investing activities	(8,504)	(3,962)
Cash flows from financing activities		
Net cash provided by (used in) financing activities	44,087	(22,424)
Net increase (decrease) in cash, cash equivalents, and restricted cash	\$ 1,016	\$ (48,790)
Cash, cash equivalents, and restricted cash at beginning of period	71,778	217,677
Cash, cash equivalents, and restricted cash at end of period	\$ 72,794	\$ 168,887

Q1 QTD Segment Information

(Unaudited - dollars in thousands)

Three Months Ended March 31,	Wabash			
	2022	2021		
Units Shipped				
New trailers	11,695	9,660		
New truck bodies	3,540	4,760		
Used trailers	20	40		
Financial Performance				
Three Months Ended March 31,	Transportation Solutions	Parts & Services	Corporate and Eliminations	Consolidated
2022				
New trailers	\$ 437,963	\$ 54	\$ (311)	\$ 437,706
Used trailers	—	569	—	569
Components, parts and service	—	33,564	(1,701)	31,863
Equipment and other	64,102	12,521	—	76,623
Total net external sales	<u>\$ 502,065</u>	<u>\$ 46,708</u>	<u>\$ (2,012)</u>	<u>\$ 546,761</u>
Gross profit	\$ 47,682	\$ 10,522	\$ (149)	\$ 58,055
Income (loss) from operations	\$ 31,697	\$ 6,789	\$ (18,351)	\$ 20,135
2021				
New trailers	\$ 268,931	\$ —	\$ —	\$ 268,931
Used trailers	165	847	—	1,012
Components, parts and service	—	35,498	(1,711)	33,787
Equipment and other	76,023	12,250	—	88,273
Total net external sales	<u>\$ 345,119</u>	<u>\$ 48,595</u>	<u>\$ (1,711)</u>	<u>\$ 392,003</u>
Gross profit	\$ 38,328	\$ 10,466	\$ (1,628)	\$ 47,166
Income (loss) from operations	\$ 16,623	\$ 6,384	\$ (11,792)	\$ 11,215

Reconciliation of Adjusted Segment Operating Income¹

Unaudited - dollars in thousands	Three Months Ended March 31,	
	2022	2021
Transportation Solutions		
Income from operations	\$ 31,697	\$ 16,623
Adjustments:		
N/A	—	—
Adjusted operating income	31,697	16,623
Parts & Services		
Income from operations	6,789	6,384
Adjustments:		
N/A	—	—
Adjusted operating income	6,789	6,384
Corporate		
Loss from operations	(18,351)	(11,792)
Adjustments:		
N/A	—	—
Adjusted operating loss	(18,351)	(11,792)
Consolidated		
Income from operations	20,135	11,215
Adjustments:		
N/A	—	—
Adjusted operating income	\$ 20,135	\$ 11,215

¹ Adjusted operating income, a non-GAAP financial measure, excludes certain costs, expenses, other charges, gains or income that are included in the determination of operating income under U.S. GAAP, but that management would not consider important in evaluating the quality of the Company's operating results as they are not indicative of the Company's core operating results or may obscure trends useful in evaluating the Company's continuing activities. Accordingly, the Company presents adjusted operating income excluding these special items to help investors evaluate our operating performance and trends in our business consistent with how management evaluates such performance and trends. Further, the Company presents adjusted operating income to provide investors with a better understanding of the Company's view of our results as compared to prior periods.

Reconciliation of Adjusted Net Income and Adjusted Diluted EPS

Unaudited - dollars in thousands

Adjusted Net Income ¹ :	Three Months Ended March 31,	
	2022	2021
Net income	\$ 12,074	\$ 3,217
Adjustments:		
N/A	—	—
Adjusted net income	<u>\$ 12,074</u>	<u>\$ 3,217</u>

Adjusted Diluted Earnings Per Share ¹ :	Three Months Ended March 31,	
	2022	2021
Diluted earnings per share	\$ 0.24	\$ 0.06
Adjustments:		
N/A	—	—
Adjusted diluted earnings per share	<u>\$ 0.24</u>	<u>\$ 0.06</u>
Weighted average diluted shares outstanding (in thousands)	<u>49,730</u>	<u>53,044</u>

Reconciliation of Operating EBITDA and Free Cash Flow

Unaudited - dollars in thousands

Operating EBITDA ¹ :	Three Months Ended March 31,	
	2022	2021
Net income	\$ 12,074	\$ 3,217
Income tax expense	3,077	1,834
Interest expense	4,913	6,150
Depreciation and amortization	13,264	12,230
Stock-based compensation	2,277	2,032
Impairment and other, net	340	621
Other, net	71	14
Operating EBITDA	<u>\$ 36,016</u>	<u>\$ 26,098</u>

Free Cash Flow ² :	Three Months Ended March 31,	
	2022	2021
Net cash used in operating activities	\$ (34,567)	\$ (22,404)
Cash payments for capital expenditures	(9,949)	(4,165)
Free cash flow	<u>\$ (44,516)</u>	<u>\$ (26,569)</u>

- 1 Operating EBITDA is defined as earnings before interest, taxes, depreciation, amortization, stock-based compensation, debt transactions (including any losses on debt extinguishment), impairment and other, net, and other non-operating income and expense.
- 2 Free cash flow is defined as net cash used in operating activities minus cash payments for capital expenditures.

Reconciliation of Adjusted Segment EBITDA¹ and Adjusted Segment EBITDA Margin¹

Unaudited - dollars in thousands

Three Months Ended March 31,	Transportation Solutions		Parts & Services	
	2022	2021	2022	2021
Income from operations	\$ 31,697	\$ 16,623	\$ 6,789	\$ 6,384
Depreciation and amortization	11,533	10,386	1,036	1,315
Impairment and other, net	(621)	818	(10)	(197)
Adjusted segment EBITDA	<u>\$ 42,609</u>	<u>\$ 27,827</u>	<u>\$ 7,815</u>	<u>\$ 7,502</u>
Adjusted segment EBITDA margin	8.5 %	8.1 %	16.7 %	15.4 %

¹ Adjusted segment EBITDA, a non-GAAP financial measure, is calculated by adding back segment depreciation and amortization expense to segment operating income, and excludes certain costs, expenses, other charges, gains or income that are included in the determination of operating income under GAAP, but that management would not consider important in evaluating the quality of the Company's segment operating results as they are not indicative of each segment's core operating results or may obscure trends useful in evaluating the segment's continuing activities. Adjusted segment EBITDA margin is calculated by dividing Adjusted segment EBITDA by segment total net sales.