

REV GROUP, INC. REPORTS STRONG FISCAL 2025 SECOND QUARTER RESULTS; UPDATES 2025 GUIDANCE

Jun. 4th, 2025

- Second quarter net sales of \$629.1 million compared to \$616.9 million in the prior year quarter, the latter of which included \$32.9 million related to the Bus Manufacturing Businesses¹
 - Excluding the impact of the Bus Manufacturing Businesses, net sales increased \$45.1 million, or 7.7% compared to the prior year quarter
- Second quarter net income of \$19.0 million, or \$0.38 per diluted share, compared to \$15.2 million, or \$0.28 per diluted share, in the second quarter 2024
- Second quarter Adjusted Net Income of \$35.4 million, or \$0.70 per diluted share, compared to Adjusted Net Income of \$20.9 million, or \$0.39 per diluted share, in the second quarter 2024
- The company reported Adjusted EBITDA of \$58.9 million, or \$1.5 million, compared to \$37.5 million in the second quarter 2024
- Updated full-year fiscal 2025 guidance:
 - Net sales of \$2.35 billion to \$2.45 billion, or \$220.0 million, Adjusted Net Income of \$150.0 to \$165.0, and Adjusted EBITDA of \$45.0 to \$50.0 million

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BROOKFIELD, Wis.--(BUSINESS WIRE)--REV Group, Inc. (the "Company") (Nasdaq: REV), a global leader in the design, engineering, manufacturing and distribution of specialty vehicles and equipment, reported consolidated net sales of \$629.1 million for the three months ended April 30, 2025 ("second quarter 2025"). Consolidated net sales in the second quarter 2025 were \$629.1 million, compared to \$616.9 million for the three months ended April 30, 2024 ("second quarter 2024"). Net sales for the second quarter 2024 included \$32.9 million attributable to the Bus Manufacturing Businesses. Excluding the impact of the Bus Manufacturing Businesses, net sales increased \$45.1 million, or 7.7% compared to the prior year quarter. The increase, excluding the impact of the Bus Manufacturing Businesses, was primarily due to higher net sales in the Specialty Vehicles segment, partially offset by lower net sales in the Recreational Vehicles segment.

The company's second quarter 2025 net income was \$19.0 million, or \$0.38 per diluted share, which included a net \$13.4 million loss on assets held for sale after considering the related income tax benefit, compared to net income of \$15.2 million, or \$0.28 per diluted share, in the second quarter 2024. Adjusted Net Income for the second quarter 2025 was \$35.4 million, or \$0.70 per diluted share, compared to Adjusted Net Income of \$20.9 million, or \$0.39 per diluted share, in the second quarter 2024. Adjusted EBITDA in the second quarter 2025 was \$58.9 million, compared to \$37.5 million in the second quarter 2024. Adjusted EBITDA for the second quarter 2024 included \$1.5 million attributable to Bus Manufacturing Businesses. Excluding the impact of the Bus Manufacturing Businesses, Adjusted EBITDA increased \$22.9 million, or 63.6% compared to the prior year quarter. The increase, excluding the impact of the Bus Manufacturing Businesses, was primarily due to the higher contribution from the Specialty Vehicles segment and lower contribution from the Recreational Vehicles segment.



¹ In fiscal 2024, the company exited bus manufacturing through the sale of Collins Bus Corporation ("Collins") in the first quarter, and El Dorado National (California), Inc ("ENC") in the fourth quarter. Collins and ENC are collectively referred to as the "Bus Manufacturing Businesses".

² REV Group, Inc. Adjusted Net Income, Adjusted EBITDA, and Free Cash Flow are non-GAAP measures that are reconciled to their nearest GAAP measure later in this release.

"We are pleased that the second quarter's performance continued to build upon our recent achievements. The standout this quarter was the sustained year-over-year increase in manufacturing throughput within the fire group, which played a pivotal role in driving our top-line growth," REV Group Inc. President and CEO, Mark Skonieczny, said. "Within the quarter we utilized our robust cash flow and financial position to repurchase \$88 million of shares, which we view as an attractive use of capital. Building on the performance demonstrated through the first half of the fiscal year, we also plan to accelerate certain capital investments to further our manufacturing throughput goals including a \$20 million investment in our Brandon, South Dakota location. Today we are updating our full year fiscal guidance with an expectation that year-to-date performance and sustained operational excellence provide a foundation to offset the potential impacts from tariffs."

REV Group Second Quarter Segment Highlights

Specialty Vehicles Segment

Specialty Vehicles segment sales increased 3.8%, from \$437.4 million attributable to the Bus segment. Specialty Vehicles segment sales increased \$49.4 million, or 12.1%, from the prior year quarter, primarily driven by increased shipments of fire apparatus. Specialty Vehicles segment backlog decreased 10.1% to \$272.4 million compared to the prior year quarter. Specialty Businesses, was primarily driven by the impact of the company's pricing actions, partially offset by the positive impact of the company's product mix.

Specialty Vehicles segment revenue was \$1.2 billion, up 11.1% from the second quarter of 2023. The segment's profit margin improved to 10.1% in the second quarter of 2024, up from 8.8% in the second quarter of 2023. The segment's revenue growth was driven by increased sales of specialty vehicles, particularly in the heavy-duty and medium-duty segments. The segment's profit margin improvement was driven by cost reductions and improved operational efficiency.

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use of \$16.5 million, or included \$32.9 million in Businesses, net sales compared to ' due to increased apparatus. Specialty d to \$4,064.4 million \$54.8 million related es, backlog increased s Manufacturing bulance units and

increase of \$22.5 EBITDA for the including the impact of related to the prior year losses, was primarily able mix of fire

Recreational Vehicles Segment

Recreational Vehicles segment net sales were \$175.3 million in the second quarter 2025, a decrease of \$4.4 million, or 2.4%, from \$179.7 million in the second quarter 2024. The decrease in net sales compared to the prior year quarter was primarily due to lower unit shipments and increased dealer assistance, partially offset by pricing actions. Recreational Vehicles segment backlog at the end of the second quarter 2025 was \$267.9 million, a decrease of \$6.8 million compared to \$274.7 million at the end of the second quarter 2024. The decrease was primarily the result of lower order intake in certain categories.

Recreational Vehicles segment Adjusted EBITDA was \$10.9 million in the second quarter 2025, a decrease of \$1.2 million, or 9.9%, from \$12.1 million in the second quarter 2024. The decrease was primarily due to lower unit shipments and increased dealer assistance on certain models, partially offset by pricing actions and cost reduction initiatives.

Working Capital, Liquidity, and Capital Allocation



Net debt³ totaled \$101.2 million as of April 30, 2025, including \$28.8 million cash on hand. The company had \$263.2 million available under its ABL revolving credit facility as of April 30, 2025, a decrease of \$86.4 million compared to the October 30, 2024 availability of \$349.6 million. On February 20, 2025, the Company amended its ABL Facility, extending the maturity, reducing the size of the facility and modifying certain terms. Details can be found in the Form 8-K filed on February 24, 2025.

During the second quarter 2025, the company repurchased approximately 2.9 million of its common shares for \$88.4 million at an average purchase price of \$30.70 per share, excluding commissions, fees and excise taxes. As of April 30, 2025, authorization to purchase approximately \$142.4 million of shares remained under the current share repurchase program. Trade working capital⁴ for the company as of April 30, 2025 was \$207.3 million, compared to \$248.2 million as of October 30, 2024. The decrease was primarily due to the timing of accounts payable payments, lower inventory purchases, and higher receipts of customer advances, partially offset by the timing of accounts receivable collections. Capital expenditures in the second quarter 2025 were \$11.4 million compared to \$5.9 million in the second quarter 2024.

³ Net Debt is defined as total debt less cash and cash equivalents.

⁴ Trade Working Capital is defined as accounts receivable plus inventories less accounts payable and customer advances.

Updated Fiscal Year:

(\$ in millions)

Net Sales

Net Income

Adjusted EBITDA

Adjusted Net Income

Free Cash Flow

Quarterly Dividend

The company's board of directors declared a quarterly dividend of \$0.24 per share of common stock, payable on June 15, 2025.

Conference Call

A conference call to discuss the company's second quarter 2025 business and financial results and our outlook is scheduled for June 4, 2025, at 10:00 a.m. ET. A supplemental slide deck will be available on the REV Group, Inc. investor relations website: <http://investors.revgroup.com>. The call will be webcast simultaneously over the Internet. To access the webcast, listeners can go to <http://investors.revgroup.com/investor-events-and-presentations/events> at least 15 minutes prior to the event and follow instructions for listening to the webcast. An audio replay of the call and related question and answer session will be available for 12 months at this website.

About REV Group

REV Group (REVG) companies are leading designers and manufacturers of specialty vehicles and related aftermarket parts and services, which serve a diversified customer base, primarily in the United States, through two segments: Specialty Vehicles and Recreational Vehicles. The Specialty Vehicles Segment provides customized vehicle solutions for applications, including essential needs for public services (ambulances and fire apparatus) and commercial infrastructure (terminal trucks and industrial sweepers). REV Group's Recreational Vehicle Segment manufactures a variety of RVs, from Class B vans to Class A motorhomes. REV Group's portfolio is made up of well-established principal vehicle brands, including many of the most recognizable names within their industry. REV Group trades on the NYSE under the symbol REVG. Investors-REVG.

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or Guidance ⁵		
	High	Low
Net Sales	\$ 2,400	\$ 2,300
Net Income	\$ 125	\$ 98
Adjusted EBITDA	\$ 220	\$ 190
Adjusted Net Income	\$ 140	\$ 116
Free Cash Flow	\$ 110	\$ 90

0.06 per share of common stock equates to a rate of



Note Regarding Non-GAAP Measures

The company reports its financial results in accordance with U.S. generally accepted accounting principles ("GAAP"). However, management believes that the evaluation of our ongoing operating results may be enhanced by a presentation of Adjusted EBITDA, Adjusted Net Income, and Free Cash Flow, which are non-GAAP financial measures. Adjusted EBITDA represents net income or net loss before depreciation and amortization, interest expense, income taxes, as adjusted for certain non-recurring, one-time and other adjustments which we believe are not indicative of our underlying operating performance. Adjusted Net Income represents net income or net loss as adjusted for certain after-tax, non-recurring, one-time and other adjustments, which we believe are not indicative of our underlying operating performance. Free Cash Flow is calculated as net cash from operating activities minus capital expenditures.

The company believes that the use of Adjusted EBITDA, Adjusted Net Income and Free Cash Flow provide additional meaningful methods of evaluating certain aspects of its operating performance from period to period on a basis that may not be otherwise apparent under GAAP when used in addition to, and not in lieu of, GAAP measures. A reconciliation of Adjusted EBITDA, Adjusted Net Income, and Free Cash Flow to the most closely comparable financial measures calculated in accordance with GAAP is included in the financial appendix of this release.

⁵ Guidance from the 4Q fiscal year 2024 results announcement, as presented in our press release dated December 11, 2024

Cautionary Statement

This news release contains forward-looking statements concerning the meaning of the Private Placement, our opinions, expectations, projections, estimates, results and therefore a cautionary statement is appropriate. These statements can generally be identified by the use of certain terminology, including "estimate," "expect," "anticipate," "believe," "would," "could," "should," "plan," "target," "forecast," "negative or other variations of these words or other words of similar meaning. We release and include statements concerning our future results, other things, our results of operations, financial condition, and the way in which we operate, including our financial projections.

Our forward-looking statements are based on current information, "Risk Factors" and "Cautionary Statement" contained in the company's Annual Report on Form 10-K and in the company's Quarterly Reports on Form 10-Q filed with the SEC, which risks and uncertainties may cause actual results to differ materially from those projected or implied by the forward-looking statement. Forward-looking statements are based on current expectations and assumptions and are not guarantees of future events or performance. You should not place undue reliance on forward-looking statements, which only speak as of the date hereof. The company does not undertake to update or revise any forward-looking statements after they are made, whether as a result of new information, future events, or otherwise.

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REV GROUP, INC. AND SUBSIDIARIES CONDENSED UNAUDITED CONSOLIDATED BALANCE SHEETS (In millions, except share amounts)

ASSETS	April 30, 2025	(Audited)	
		October 31, 2024	
Current assets:			
Cash and cash equivalents	\$ 28.8	\$ 24.6	
Accounts receivable, net	200.8	152.3	
Inventories, net	565.7	602.8	

Assets held for sale	17.1	—
Other current assets	19.3	26.8
Total current assets	831.7	806.5
Property, plant and equipment, net	132.8	130.2
Goodwill	137.0	137.7
Intangible assets, net	86.3	95.4
Right of use assets	23.7	32.1
Deferred income taxes	8.0	5.4
Other long-term assets	8.1	5.7
Total assets	\$ 1,227.6	\$ 1,213.0
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 221.8	\$ 188.8
Short-term customer advances	159.5	158.0
Accrued compensation	27.9	33.7
Short-term accrued warranty	18.4	20.0
Short-term lease obligations	5.7	7.3
Liabilities held for sale	11.6	—
Other current liabilities	55.5	61.5
Total current liabilities	469.3	469.3
Long-term debt	90.0	85.0
Long-term customer a	179.9	160.1
Long-term lease obliga	63.8	25.7
Other long-term liabilit	22.7	37.8
Total liabilities	777.9	777.9
Commitments and cor		
Shareholders' Equity:		
Preferred stock (\$.0	—	—
or outstanding)		
Common stock (\$.0	0.1	0.1
and 52,131,600 sha	99.2	316.5
Additional paid-in ca	93.5	118.3
Retained earnings	—	0.2
Accumulated other c		
Total shareholder	435.1	435.1
Total liabilities a	\$ 1,213.0	\$ 1,213.0

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REV GROUP, INC. AND SUBSIDIARIES
CONDENSED UNAUDITED CONSOLIDATED STATEMENTS OF INCOME
(In millions, except share and per share amounts)

	Three Months Ended		Six Months Ended	
	April 30,		April 30,	
	2025	2024	2025	2024
Net sales	\$ 629.1	\$ 616.9	\$ 1,154.2	\$ 1,202.9
Cost of sales	533.4	539.6	988.7	1,062.7
Gross profit	95.7	77.3	165.5	140.2
Operating expenses:				
Selling, general and administrative	46.0	50.7	87.8	106.7
Restructuring	—	3.7	—	4.5
Impairment charges	—	—	—	12.6
Total operating expenses	46.0	54.4	87.8	123.8
Operating income	49.7	22.9	77.7	164
Interest expense, net	6.4	6.5	12.4	13.4

Gain on sale of business	—	(1.5)	—	(259.0)
Loss on assets held for sale	30.0	—	30.0	—
Income before (benefit) provision for income taxes	13.3	17.9	35.3	262.0
(Benefit) provision for income taxes	(5.7)	2.7	(1.9)	64.1
Net income	\$ 19.0	\$ 15.2	\$ 37.2	\$ 197.9

Net income per common share:

Basic	\$ 0.38	\$ 0.29	\$ 0.73	\$ 3.53
Diluted	0.38	0.28	0.72	3.49
Dividends declared per common share	0.06	0.05	0.12	3.10

Adjusted net income per common share:

Basic	\$ 0.71	\$ 0.39	\$ 1.11	\$ 0.63
Diluted	0.70	0.39	1.09	0.63

Weighted Average Shares Outstanding:

Basic	50,085,286	53,117,059	50,863,200	56,116,502
Diluted	50,538,215	53,662,210	51,426,605	56,760,697

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Months Ended
April 30,

2024

Cash flows from operating activities:

Net income	197.9
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation and amortization	13.0
Stock-based compensation	5.9
Deferred income taxes	1.7
Impairment charges	12.6
Gain on sale of business	(259.0)
Loss on assets held for sale	—
Other non-cash activities	0.9
Changes in operating assets and liabilities, net	(2.6)
Net cash provided by (used in) operating activities	(29.6)

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Cash flows from investing activities:

Purchase of property, plant and equipment	(16.4)
Proceeds from sale of business	318.2
Other investing activities	0.1

Net cash (used in) provided by investing activities (15.9) 301.9

Cash flows from financing activities:

Net proceeds from borrowings on revolving credit facility	70.0
Payment of dividends	(185.5)
Repurchase and retirement of common stock	(126.1)
Other financing activities	(13.8)
Net cash used in financing activities	(255.4)
Net increase in cash and cash equivalents	16.9
Cash and cash equivalents, beginning of period	21.3
Cash and cash equivalents, end of period	38.2

Supplemental disclosures of cash flow information:



Cash paid for:				
Interest		\$ 8.8	\$ 11.3	
Income taxes, net of refunds		\$ 17.0	\$ 42.5	

REV GROUP, INC. AND SUBSIDIARIES
SEGMENT INFORMATION
(In millions; unaudited)

	Three Months Ended April 30,		Six Months Ended April 30,	
	2025	2024	2025	2024

Net Sales:

Specialty Vehicles	\$ 453.9	\$ 437.4	\$ 824.1	\$ 854.6
Recreational Vehicles	175.3	179.7	330.3	349.1
Corporate & Other	(0.1)	(0.2)	(0.2)	(0.8)
Total	<u>\$ 629.1</u>	<u>\$ 616.9</u>	<u>\$ 1,154.2</u>	<u>\$ 1,202.9</u>

Adjusted EBITDA:

Specialty Vehicles	5	\$ 60.0
Recreational Vehicles	1	23.7
Corporate & Other	9)	(15.7)
Total	7	<u>\$ 68.0</u>

Adjusted EBITDA Margin:

Specialty Vehicles	1%	7.0%
Recreational Vehicles	1%	6.8%
Total	3%	5.7%

Period-End Backlog:

Specialty Vehicles	8	\$ 4,064.4
Recreational Vehicles	5	274.7
Total	3	<u>\$ 4,339.1</u>

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REV GROUP, INC. AND SUBSIDIARIES
ADJUSTED EBITDA BY SEGMENT
(In millions; unaudited)

	Three Months Ended April 30, 2025			
	Specialty Vehicles	Recreational Vehicles	Corporate & Other	Total
Net income (loss)	\$ 49.3	\$ (20.5)	\$ (9.8)	\$ 19.0
Depreciation and amortization	4.0	1.5	0.6	6.1
Interest expense, net	3.0	(0.1)	3.5	6.4
Income tax benefit	—	—	(5.7)	(5.7)
EBITDA	56.3	(19.1)	(11.4)	25.8
Stock-based compensation expense	—	—	3.1	3.1
Loss on assets held for sale	—	30.0	—	30.0
Adjusted EBITDA	\$ 56.3	\$ 10.9	\$ (8.3)	\$ 58.9

Three Months Ended April 30, 2024



	Specialty Vehicles	Recreational Vehicles	Corporate & Other	Total
Net income (loss)	\$ 25.0	\$ 10.4	\$ (20.2)	\$ 15.2
Depreciation and amortization	4.4	1.6	0.5	6.5
Interest expense, net	2.2	0.1	4.2	6.5
Provision for income taxes	—	—	2.7	2.7
EBITDA	31.6	12.1	(12.8)	30.9
Transaction expenses	—	—	1.4	1.4
Restructuring costs	3.7	—	—	3.7
Stock-based compensation expense	—	—	3.0	3.0
Gain on sale of business	(1.5)	—	—	(1.5)
Adjusted EBITDA	<u>\$ 33.8</u>	<u>\$ 12.1</u>	<u>\$ (8.4)</u>	<u>\$ 37.5</u>

REV GROUP, INC. AND SUBSIDIARIES
ADJUSTED EBITDA BY SEGMENT
(In millions; unaudited)

Six Months Ended April 30, 2025

		Total
Net income (loss)	\$ (7.6)	\$ 37.2
Depreciation & amo	12.1	12.1
Interest expense, ne	6.5	12.4
Income tax benefit	(1.9)	(1.9)
EBITDA	59.8	59.8
Stock-based compa	5.9	5.9
Loss on assets held	—	30.0
Adjusted EBITDA	55.9	\$ 95.7
	24	24
		Total
Net income (loss)	\$ (2.6)	\$ 197.9
Depreciation & amo	11.1	13.0
Interest expense, ne	3.6	13.4
Provision for income taxes	(64.1)	64.1
EBITDA	293.5	23.7
Transaction expenses	—	6.4
Sponsor expense reimbursement	—	0.2
Restructuring costs	4.5	—
Restructuring related charges	6.1	—
Impairment charges	12.6	—
Stock-based compensation expense	—	5.9
Legal matters	2.3	0.6
Gain on sale of business	(259.0)	—
Adjusted EBITDA	<u>\$ 60.0</u>	<u>\$ 23.7</u>
		<u>\$ (15.7)</u>
		<u>\$ 68.0</u>

REV GROUP, INC. AND SUBSIDIARIES
ADJUSTED NET INCOME
(In millions; unaudited)

**Three Months Ended
April 30,**

**Six Months Ended
April 30,**



	2025	2024	2025	2024
Net income	\$ 19.0	\$ 15.2	\$ 37.2	\$ 197.9
Amortization of intangible assets	0.6	0.6	1.2	1.2
Transaction expenses	—	1.4	—	6.4
Sponsor expense reimbursement	—	—	—	0.2
Restructuring costs	—	3.7	—	4.5
Restructuring related charges	—	—	—	6.1
Impairment charges	—	—	—	12.6
Stock-based compensation expense	3.1	3.0	5.9	5.9
Legal matters	—	—	—	2.9
Gain on sale of business	—	(1.5)	—	(259.0)
Loss on assets held for sale	30.0	—	30.0	—
Income tax effect of adjustments	(17.3)	(1.5)	(18.0)	56.9
Adjusted Net Income	\$ 35.4	\$ 20.9	\$ 56.3	\$ 35.6

REV GROUP, INC. AND SUBSIDIARIES
ADJUSTED EBITDA OUTLOOK RECONCILIATION
(In millions; unaudited)

Net income (6)

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EBITDA

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Net income (6)

	Low	High
Net income (6)	\$ 87.8	\$ 106.5
Amortization of intangible assets	1.7	1.7
Stock-based compensation expense	12.5	11.5
Loss on assets held for sale	30.0	30.0
Income tax effect of adjustments	(20.3)	(20.0)
Adjusted Net Income	\$ 111.7	\$ 129.7

REV GROUP, INC. AND SUBSIDIARIES
FREE CASH FLOW OUTLOOK RECONCILIATION
(In millions; unaudited)

Net cash provided by operating activities

Less: Capital expenditures

Free Cash Flow

	Fiscal Year 2025	
	Low	High
Net cash provided by operating activities	\$ 150.0	\$ 165.0
Less: Capital expenditures	(50.0)	(45.0)
Free Cash Flow	\$ 100.0	\$ 120.0

⁶ Does not include any non-recurring charges that may occur during the period shown other than those presented in this reconciliation. See “Cautionary Statement About Forward-Looking Statements” above

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