



REV GROUP, INC. REPORTS FISCAL 2020 FOURTH QUARTER AND FULL YEAR RESULTS

Jan. 7th, 2021


- Fourth quarter and full year net sales of \$616.3 million and \$2,277.6 million, respectively
- Fourth quarter and full year net loss of \$10.2 million and \$30.5 million, respectively
- Fourth quarter and full year Adjusted EBITDA of \$28.0 million and \$67.5 million, respectively
- Fourth quarter and full year diluted earnings per share of \$(0.19) and \$(0.20), respectively
- Full year net cash provided by operating activities of \$102.1 million

MILWAUKEE--(BUSINESS WIRE)--REV Group Inc. (NYSE:REV), a leading specialty vehicle manufacturer, today reported its fourth quarter and full year 2020 results. Net sales in the fourth quarter 2020 were \$616.3 million, compared to \$652.9 million for the three months ended December 31, 2019. The increase in net sales was primarily the result of the sale of commercial vehicles, partially offset by the acquisition of Specialty Vehicles, Inc. (SVI) in the Recreation segment. Consolidated net loss for the fourth quarter 2020 was \$10.2 million, compared to \$10.5 million for the three months ended December 31, 2019, which was a decrease of 3 percent.

The company's fourth quarter 2020 net loss included \$8.4 million of impairment charges related to restructuring activities, compared to Adjusted EBITDA of \$28.0 million for the full year 2020 was \$67.5 million, compared to \$102.1 million for the full year 2019, which represents a decline of 68 percent resulting from lower earnings from operations in the Fire & Emergency ("F&E") and Commercial segments, partially offset by higher earnings in the Recreation segment.

Adjusted EBITDA in the fourth quarter 2020 was \$28.0 million, compared to \$19.3 million in the fourth quarter 2019. The increase in Adjusted EBITDA during the quarter was driven by increased contribution from the F&E and Recreation segments partially offset by lower contribution from the Commercial segment. Full year 2020 Adjusted EBITDA was \$67.5 million, compared to \$102.1 million in full year 2019.

During the quarter, the company made several leadership changes aimed at further accelerating the pace of the company's REV Business System progress. Announced changes include the expansion of Commercial segment President, Brian Perry's, role to Senior VP of Operations, responsible for manufacturing strategy, operational excellence, and procurement. In addition, the company appointed Rob Vislosky as Chief Supply Officer. Mr. Vislosky most recently served as Vice President & Chief Procurement Officer at Honeywell International, managing an \$18 billion global spend portfolio.

"I continue to be impressed by how our employees are navigating the challenges presented by these unprecedented times," REV Group Inc. President and CEO Rod Rushing said. "Our operational initiatives have begun to have an impact and we have put in place the foundation to continue sustained improvement. Looking ahead, we will remain committed to our customers and employees." 

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focused on what we can control and continue to build disciplines aimed at further strengthening the company's financial position and driving shareholder value."

REV Group Fourth Quarter Segment Highlights

Fire & Emergency Segment

F&E segment net sales were \$329.6 million in the fourth quarter 2020, an increase of \$60.6 million, or 22.5 percent, from \$269.0 million in the fourth quarter 2019. The increase was driven primarily by the acquisition of Spartan ER partially offset by lower ambulance sales. F&E segment net sales for full year 2020 were \$1,132.0 million, an increase of 17.0 percent from \$967.9 million in full year 2019 due primarily to the acquisition of Spartan ER. F&E segment backlog at the end of the fourth quarter 2020 was \$965.8 million, an increase of 16 percent, compared to \$832.7 million in the fourth quarter 2019, primarily the result of backlog acquired in the Spartan ER transaction and increased Ambulance orders partially offset by a decrease in legacy Fire backlog.

F&E segment Adjusted EBITDA was \$14.8 million in the fourth quarter 2020, compared to \$7.4 million in the fourth quarter 2019. The increase in Adjusted EBITDA was primarily due to the acquisition of Spartan ER and improved profitability at a large Fire division plant and within the Ambulance division. Full year 2020 Adjusted EBITDA in the F&E segment was \$39.9 million, compared to \$43.2 million in full year 2019.

Commercial Segment

Commercial segment net sales were \$445.5 million, or 55.7 percent, from \$205.5 million in the fourth quarter 2019. The increase was primarily due to the result of the divestiture of two shuttles. Commercial segment net sales for full year 2020 were \$1,788.0 million, an increase of 14 percent, compared to \$1,567.9 million in full year 2019. Commercial segment backlog at the end of the fourth quarter 2020 was \$317.3 million, an increase of 14 percent, compared to \$277.3 million in the fourth quarter 2019, primarily the result of the acquisition of two shuttles and lower orders for trucks and street sweepers.

Commercial segment Adjusted EBITDA was \$16.3 million in the fourth quarter 2020, compared to \$56.0 million in the fourth quarter 2019. The increase in Adjusted EBITDA was primarily due to higher sales and profitability in motorized and non-motorized categories. Full year 2020 Adjusted EBITDA in the Commercial segment was \$34.5 million, compared to \$34.5 million in full year 2019.

Recreation Segment

Recreation segment net sales were \$173.7 million, or 11.8 percent, from \$173.7 million in the fourth quarter 2019. The increase in net sales was primarily due to increased sales of motorized and non-motorized units. Recreation net sales for the full year 2020 were \$657.8 million, an 8.2 percent decrease from \$716.3 million in full year 2019. Segment backlog at the end of the fourth quarter 2020 was \$538.9 million, an increase of 223 percent from \$167.0 million in the fourth quarter 2019, reflecting strong order intake in all categories.

Recreation segment Adjusted EBITDA was \$20.5 million in the fourth quarter 2020, compared to Adjusted EBITDA of \$7.5 million in the fourth quarter 2019. The increase in Adjusted EBITDA was primarily due to higher sales and profitability in motorized and non-motorized categories. Full year 2020 Adjusted EBITDA in the Recreation segment was \$38.4 million, compared to \$46.8 million in full year 2019.

Working Capital, Liquidity, and Capital Allocation

Cash and cash equivalents totaled \$11.4 million as of October 31, 2020. Net debt¹ was \$330.8 million, and the company had \$283.4 million available under its ABL revolving credit facility as of October 31, 2020. Full year fiscal 2020 net cash provided by operating activities was \$55.7 million, compared to net cash provided of \$52.5 million in fiscal 2019. Net working capital² for the company as of October 31, 2020 was \$355.0 million, compared to \$373.4 million as of October 31, 2019. The decrease was primarily due to accounts receivable and inventory management.

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and the divestiture of shuttle bus businesses partially offset by the acquisition of Spartan ER. Capital expenditures in the fourth quarter 2020 were \$3.8 million compared to \$6.7 million in the fourth quarter 2019.

Conference Call

A conference call to discuss the company's fiscal 2020 fourth quarter financial results is scheduled for today, January 7, 2021, at 10:00 a.m. ET. A supplemental slide deck is available on the REV Group, Inc. investor relations website. 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) is a leading designer, manufacturer, and distributor of specialty vehicles and related aftermarket parts and services. We serve a diversified customer base, primarily in the United States, through three segments: Fire & Emergency, Commercial, and Recreation. We provide customized vehicle solutions for applications, including essential needs for public services (ambulances, fire apparatus, school buses, and transit buses), commercial infrastructure (terminal trucks and industrial sweepers) and consumer leisure (recreational vehicles). Our diverse portfolio is made up of well-established principal vehicle brands, including many of the most recognizable names within their industry. Since our founding in 1954, we have a rich history and date back more than 50 years. REV Group is a leading provider of specialty vehicles and related aftermarket parts and services.

Note Regarding Non-

The company reports its financial results in accordance with GAAP. However, management's presentation of Adjusted EBITDA represents non-GAAP performance. Adjusted EBITDA and other adjustments to cash intangible asset

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The company believes the methods of evaluating performance otherwise apparent under GAAP. Adjusted EBITDA and other adjustments to cash intangible asset

ing principles ("GAAP"). enhanced by a measures. Adjusted EBITDA represents non-GAAP performance as adjusted for underlying operating performance, one-time gains or losses, and non-recurring, one-time

tional meaningful basis that may not be A reconciliation of calculated in

Cautionary Statement About Forward-Looking Statements

This news release contains statements that the company believes to be "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. This news release includes statements that express our opinions, expectations, beliefs, plans, objectives, assumptions or projections regarding future events or future results and therefore are, or may be deemed to be, "forward-looking statements." These forward-looking statements can generally be identified by the use of forward-looking terminology, including the terms "believes," "estimates," "anticipates," "expects," "strives," "goal," "seeks," "projects," "intends," "forecasts," "plans," "may," "will" or "should" or, in each case, their negative or other variations or comparable terminology. They appear in a number of places throughout this news release and include statements regarding our intentions, beliefs, goals or current expectations concerning, among other things, our results of operations, financial condition, liquidity, prospects, growth, strategies and the industries in which we operate.

Our forward-looking statements are subject to risks and uncertainties, including those highlighted under "Risk Factors" and "Cautionary Statement on Forward-Looking Statements" in the company's annual report on Form 10-K, and in the company's subsequent quarterly reports on Form 10-Q, together with the company's other filings 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 currently available data and are neither predictions nor 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, except as required by applicable law.

Investors-REVG

¹REV Group, Inc. Adjusted Net Income and Adjusted EBITDA are non-GAAP measures that are reconciled to their nearest GAAP measure later in this release.

²Net Debt is defined as total debt less cash and cash equivalents.

³Net Working Capital is defined as current assets (excluding cash) less current liabilities (excluding current portion of long-term debt).

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

| | October 31, 2020 | October 31, 2019 |
|---|---------------------|---------------------|
| ASSETS | | |
| Current assets: | | |
| Cash and cash equivalents | 1.4 | \$ 3.3 |
| Accounts receivable | 9.3 | 253.5 |
| Inventories, net | 7.2 | 513.4 |
| Other current assets | 4.1 | 19.4 |
| Assets held for sale | — | 19.5 |
| Total current assets | 22.0 | 809.1 |
| Property, plant and equipment | 3.4 | 201.7 |
| Goodwill | 7.3 | 159.8 |
| Intangible assets, net | 6.1 | 159.9 |
| Right of use assets | 3.2 | — |
| Other long-term assets | 5.3 | 16.6 |
| Total assets | 47.3 | \$ 1,347.1 |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | |
| Current liabilities: | | |
| Current portion of long-term debt | 1.7 | \$ 3.6 |
| Accounts payable | 9.5 | 200.8 |
| Customer advances | 0.1 | 129.9 |
| Accrued warranty | 24.1 | 16.1 |
| Short-term lease obligations | 8.4 | — |
| Liabilities held for sale | — | 15.4 |
| Other current liabilities | 73.5 | 70.2 |
| Total current liabilities | 117.3 | 436.0 |
| Long-term debt, less current maturities | 340.5 | 376.6 |
| Deferred income taxes | 2.9 | 15.4 |
| Long-term lease obligations | 16.9 | — |
| Other long-term liabilities | 32.4 | 13.9 |
| Total liabilities | 509.6 | 841.9 |
| Commitments and contingencies | | |
| Shareholders' Equity: | | |
| Preferred stock (\$.001 par value, 95,000,000 shares authorized; none issued or outstanding) | — | — |
| Common stock (\$.001 par value, 605,000,000 shares authorized; 63,403,326 and 62,217,486 shares issued and outstanding, respectively) | 0.1 | 0.1 |
| Additional paid-in capital | 496.1 | 490.8 |
| Retained (deficit) earnings | (21.1) | 15.8 |
| Accumulated other comprehensive loss | (2.8) | (17.7) |
| Total REV's shareholders' equity | 47.3 | 505.0 |

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| | | |
|--|------------|------------|
| Non-controlling interest | — | 0.2 |
| Total shareholders' equity | 472.3 | 505.2 |
| Total liabilities and shareholders' equity | \$ 1,312.3 | \$ 1,347.1 |

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

| | (Unaudited) | | | |
|---|---------------------|---------------------|---------------------|---------------------|
| | Three Months Ended | | Twelve Months Ended | |
| | October 31, 2020 | October 31, 2019 | October 31, 2020 | October 31, 2019 |
| Net sales | \$ 616.3 | \$ 652.9 | \$ 2,277.6 | \$ 2,403.7 |
| Cost of sales | 554.6 | 591.2 | 2,049.5 | 2,151.9 |
| Gross profit | 61.7 | 61.7 | 228.1 | 251.8 |
| Operating expenses: | | | | |
| Selling, general and administrative | 47.2 | 54.0 | 204.9 | 199.3 |
| Research and development costs | 1.4 | 1.1 | 5.8 | 4.8 |
| Amortization of intangible assets | — | — | 13.3 | 17.2 |
| Restructuring | — | — | 9.9 | 5.7 |
| Impairment charges | — | — | 12.1 | 8.9 |
| Total operating expenses | 48.6 | 55.1 | 246.0 | 235.9 |
| Operating (loss) income | (17.9) | 15.9 | (17.9) | 15.9 |
| Interest expense, net | 25.7 | 32.5 | 25.7 | 32.5 |
| Loss on sale of business | 11.1 | — | 11.1 | — |
| Loss (gain) on acquisition | (8.6) | — | (8.6) | — |
| Loss before non-controlling interest and income taxes | (46.1) | (16.6) | (46.1) | (16.6) |
| Benefit for income taxes | (15.6) | (3.5) | (15.6) | (3.5) |
| Net loss before non-controlling interest | (30.5) | (13.1) | (30.5) | (13.1) |
| Less: net loss attributable to non-controlling interest | — | (0.8) | — | (0.8) |
| Net loss | (30.5) | (12.3) | (30.5) | (12.3) |
| Net loss per common share: | | | | |
| Basic | (0.48) | (0.20) | (0.48) | (0.20) |
| Diluted | (0.48) | (0.20) | (0.48) | (0.20) |
| Dividends declared per common share: | 0.10 | 0.20 | 0.10 | 0.20 |

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| | | | | |
|---|------------|------------|------------|------------|
| Adjusted income per common share: | | | | |
| Basic | \$ 0.19 | \$ 0.05 | \$ 0.15 | \$ 0.48 |
| Diluted | \$ 0.19 | \$ 0.05 | \$ 0.15 | \$ 0.48 |
| Weighted Average Shares Outstanding: | | | | |
| Basic | 63,142,857 | 62,532,440 | 63,044,872 | 62,789,165 |
| Diluted | 63,142,857 | 62,532,440 | 63,044,872 | 62,789,165 |

REV GROUP, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(In millions)

| | Fiscal Year Ended | | |
|---|---------------------|---------------------|---------------------|
| | October 31, 2020 | October 31, 2019 | October 31, 2018 |
| Cash flows from operating activities: | | | |
| Net (loss) income before non-controlling interest | \$ (30.5) | \$ (13.1) | \$ 13.0 |

| | | | |
|--|----------------|---------------|----------------|
| Adjustments to reconcile net (loss) income before non-controlling interest to net cash provided by (used in) operating activities: | | | |
| Depreciation and amortization | 40.2 | 45.7 | 46.0 |
| Amortization of debt issuance costs | 2.5 | 2.0 | 1.9 |
| Stock-based compensation expense | 7.8 | 7.2 | 6.3 |
| Deferred income taxes | (27.8) | (5.0) | (4.1) |
| Gain on sale of assets | (1.2) | (1.9) | (3.0) |
| Impairment charges | 12.1 | 8.9 | 35.6 |
| Loss on sale of business | 11.1 | — | — |
| Gain on acquisition of business | (8.6) | — | — |
| Changes in operating assets and liabilities, net | | | |
| Receivables, net | 44.1 | 13.4 | (22.3) |
| Inventories, net | 27.1 | (2.7) | (74.5) |
| Other current assets | (1.8) | (9.8) | (12.2) |
| Accounts payable | (36.7) | (17.2) | 6.1 |
| Accrued warranty | 2.9 | (8.6) | (11.3) |
| Customer advances | 4.9 | 12.1 | 21.9 |
| Other liabilities | 7.7 | 24.6 | (23.6) |
| Long-term assets | 1.9 | (3.1) | 1.0 |
| Net cash provided by (used in) operating activities | 55.7 | 52.5 | (19.2) |
| Cash flows from investing activities | | | |
| Purchase of property and equipment | | (20.8) | (40.6) |
| Purchase of rental equipment | | (3.0) | (20.1) |
| Proceeds from sale of property and equipment | | 24.0 | 8.7 |
| Proceeds from sale of investment in China | | — | — |
| Investment in China | | — | (7.6) |
| Acquisition of business | | — | (60.0) |
| Net cash provided by (used in) investing activities | | 0.2 | (119.6) |
| Cash flows from financing activities | | | |
| Net (repayments) provided by bank | | (90.0) | 141.5 |
| Facility | | 49.2 | 50.0 |
| Net proceeds from bank | | (1.5) | — |
| Repayment of long-term debt | | (12.5) | (12.8) |
| Payment of dividend | | (8.3) | (53.3) |
| Repurchase and retirement of common stock | | (0.2) | (1.0) |
| Payment of debt issuance costs | | | |
| Proceeds from exercise of stock options | | 0.6 | 9.5 |
| payroll taxes | | 1.4 | (1.0) |
| Other financing activities | | (61.3) | 132.9 |
| Net cash (used in) financing activities | | | |
| Net increase (decrease) in cash and cash equivalents | 8.1 | (8.6) | (5.9) |
| Cash and cash equivalents, beginning of year | 3.3 | 11.9 | 17.8 |
| Cash and cash equivalents, end of year | <u>\$ 11.4</u> | <u>\$ 3.3</u> | <u>\$ 11.9</u> |

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

| | (Unaudited) | | | |
|-------------------|----------------------------|-----------------|-----------------------------|-------------------|
| | Three Months Ended October | | Twelve Months Ended October | |
| | 31, | | 31, | |
| | 2020 | 2019 | 2020 | 2019 |
| <u>Net Sales:</u> | | | | |
| Fire & Emergency | \$ 329.6 | \$ 269.0 | \$ 1,132.0 | \$ 967.9 |
| Commercial | 91.0 | 205.5 | 484.8 | 720.0 |
| Recreation | 194.2 | 173.7 | 657.8 | 716.3 |
| Corporate & Other | 1.5 | 4.7 | 3.0 | (0.1) |
| Total | <u>\$ 616.3</u> | <u>\$ 652.9</u> | <u>\$ 2,277.6</u> | <u>\$ 2,403.7</u> |

| | | | | | |
|---|---------------|----------------|---------------|------------------|----------------|
| Stock-based compensation expense | — | — | — | (0.1) | (0.1) |
| Legal matters | — | — | 1.0 | 1.3 | 2.3 |
| Impairment charges | 3.3 | 2.2 | 0.6 | — | 6.1 |
| Losses attributable to assets held for sale | — | 1.4 | — | — | 1.4 |
| Deferred purchase price payment | — | — | — | 0.6 | 0.6 |
| Adjusted EBITDA | \$ 7.4 | \$ 16.3 | \$ 7.5 | \$ (11.9) | \$ 19.3 |

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

| | Twelve Months Ended October 31, 2020 | | | | |
|---|--------------------------------------|----------------|----------------|-------------------|----------------|
| | Fire & Emergency | Commercial | Recreation | Corporate & Other | Total |
| Net income (loss) | \$ 12.3 | \$ 21.9 | \$ 23.7 | \$ (88.4) | \$ (30.5) |
| Depreciation & amortization | 13.5 | 5.7 | 13.7 | 7.3 | 40.2 |
| Interest expense, net | 4.5 | 0.9 | 0.6 | 19.7 | 25.7 |
| Benefit for income taxes | — | — | — | (15.6) | (15.6) |
| EBITDA | 30.3 | 28.5 | 37.9 | (77.0) | 19.8 |
| Transaction expenses | — | — | — | 3.0 | 3.3 |
| Sponsor expense reimbursement | — | — | — | 0.5 | 0.5 |
| Restructuring costs | — | — | — | 3.2 | 9.9 |
| Restructuring related costs | — | — | — | 10.4 | 10.5 |
| Stock-based compensation expense | — | — | — | 7.8 | 7.8 |
| Legal matters | — | — | — | 1.8 | 1.8 |
| Loss on sale of business | — | — | — | 4.9 | 11.1 |
| Gain on acquisition | — | — | — | (8.6) | (8.6) |
| Impairment charges | — | — | — | 8.8 | 12.1 |
| Earnings attributable to noncontrolling interests | — | — | — | — | — |
| for sale | — | — | — | (0.2) | (0.8) |
| Deferred purchase price payment | — | — | — | 0.1 | 0.1 |
| Adjusted EBITDA | \$ (45.3) | \$ 67.5 | \$ 67.5 | \$ (45.3) | \$ 67.5 |

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| | Twelve Months Ended October 31, 2019 | | | | |
|---|--------------------------------------|----------------|----------------|-------------------|-----------------|
| | Fire & Emergency | Commercial | Recreation | Corporate & Other | Total |
| Net income (loss) | \$ (92.8) | \$ (12.3) | \$ (12.3) | \$ (12.3) | \$ (12.3) |
| Depreciation & amortization | 14.1 | 8.5 | 15.6 | 7.2 | 45.4 |
| Interest expense, net | 4.0 | 2.0 | 0.2 | 26.2 | 32.4 |
| Benefit for income taxes | — | — | — | (3.5) | (3.5) |
| EBITDA | 36.0 | 46.4 | 42.5 | (62.9) | 62.0 |
| Transaction expenses | 0.1 | (0.3) | — | 1.2 | 1.0 |
| Sponsor expense reimbursement | 0.7 | — | — | 0.7 | 1.4 |
| Restructuring costs | 1.3 | 0.2 | 2.0 | 2.2 | 5.7 |
| Stock-based compensation expense | — | — | — | 7.2 | 7.2 |
| Legal matters | 1.8 | — | 1.7 | 4.2 | 7.7 |
| Impairment charges | 3.3 | 5.0 | 0.6 | — | 8.9 |
| Losses attributable to assets held for sale | — | 4.7 | — | — | 4.7 |
| Deferred purchase price payment | — | — | — | 3.5 | 3.5 |
| Adjusted EBITDA | \$ 43.2 | \$ 56.0 | \$ 46.8 | \$ (43.9) | \$ 102.1 |

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



| | Three Months Ended October 31, | | Twelve Months Ended October 31, | |
|--|-----------------------------------|---------------|------------------------------------|----------------|
| | 2020 | 2019 | 2020 | 2019 |
| Net loss | \$ (10.2) | \$ (9.0) | \$ (30.5) | \$ (12.3) |
| Amortization of intangible assets | 2.9 | 4.0 | 13.3 | 17.4 |
| Transaction expenses | 0.7 | 0.3 | 3.3 | 1.0 |
| Sponsor expense reimbursement | 0.3 | 0.8 | 0.5 | 1.4 |
| Restructuring costs | 3.9 | 1.5 | 9.9 | 5.7 |
| Restructuring related charges | 6.6 | — | 10.5 | 0.0 |
| Stock-based compensation expense | 0.6 | (0.1) | 7.8 | 7.2 |
| Legal matters | 0.2 | 2.3 | 1.8 | 7.7 |
| Loss on sale of business | 1.8 | — | 11.1 | — |
| Gain on acquisition of business | 3.3 | — | (8.6) | — |
| Impairment charges | 8.4 | 6.1 | 12.1 | 8.9 |
| Losses (earnings) attributable to assets held for sale | — | 1.4 | (0.8) | 4.7 |
| Deferred purchase price payment | — | 0.6 | 0.1 | 3.5 |
| Impact of tax rate change | — | — | (3.5) | — |
| Income tax effect of adjustments | (6.7) | (4.6) | (17.5) | (15.2) |
| Adjusted Net Income | \$ 11.8 | \$ 3.3 | \$ 9.5 | \$ 30.0 |

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